

Unofficial Reading Version

These regulations were not published coherently in the form presented below. This publication is provided as a service for students and other members of Hochschule Stralsund University of Applied Sciences and is a combination of the regulations and the corresponding amending statutes.

The only legally binding text is the German text of the *Fachprüfungs- bzw. Studienordnung* (Subject-Specific Examination or Study Regulations) and their respective amending statutes that can be found on the University's website.

***Studienordnung* (Study Regulations) for the Bachelor's Degree Course International Management Studies in the Baltic Sea Region (BMS) at Hochschule Stralsund (UAS Stralsund)**

of 9th May 2022

In the version of the first statutes amended by December 13, 2023

**Changes made by the first amendment statute dated December 13, 2023
(published on the homepage on 12/13/2023):**

- **§ 8 paragraph 1** the module numbers from the compulsory courses BMSB1000, BMSB1700, BMSB1800, BMSB2300, BMSB2400, BMSB2500, BMSB2900, BMSB3100 und BMSB3200 as well as the module numbers from the Majors (elective courses) BMSB6000, BMSB6100, BMSB6200, BMSB6300.

Based on § 2(1) in conjunction with § 39(1) of the *Landeshochschulgesetz* - LHG M-V (State Higher Education Law) of Mecklenburg-Vorpommern, in the version announced on 25 January 2011 (GVOBl. M-V (Law and Ordinance Gazette of Mecklenburg-Vorpommern), p. 18), last amended by Article 3 of the law of 11 July 2016 (GVOBl. M-V p. 550, 557), Hochschule Stralsund (hereinafter UAS Stralsund) hereby passes the following *Studienordnung* (hereinafter Study Regulations) for the bachelor degree course International Management Studies in the Baltic Sea Region (BMS) as Statute:

Table of Contents

Section I: General Provisions	3
§ 1 Scope of Application	3
§ 2 Objective of Studies	3
§ 3 Degree Duration	3
§ 4 Types of Instruction	3
§ 5 Course Structure	4
§ 6 Subject Status.....	5
§ 7 Study Advice.....	5
Section II: Subject-Specific Regulations	6
§ 8 List of Modules	6
Section III: Final Provisions	89
§ 9 Interim Regulations.....	89
§ 10 Entry into Force	90
Appendices	91
Appendix I – Internship Guidelines (INITIAL INTERNSHIP NOT APPLICABLE).....	91
Appendix II – Activity Report	97
Appendix IV – Course Schedule	102

Section I: General Provisions

§ 1 Scope of Application

(1) The following Study Regulations apply to the bachelor's degree course International Management Studies in the Baltic Sea Region (BMS) at UAS Stralsund. It sets out study objectives and the contents and structure of the course to gain the bachelor's degree.

(2) The subject-specific regulations are stipulated in § 8 of these Study Regulations.

§ 2 Objective of Studies

This bachelor's degree course provides practice-oriented teaching within the degree course International Management Studies in the Baltic Sea Region (BMS) to allow its students to gain the degree of 'Bachelor', which enables them to independently implement academic findings and methods to professional contexts. In view of the broad scope and variety of specialisations that require extensive fundamental training, the graduates shall be provided with the skills to be able to familiarise themselves quickly with one of the many possible areas of activity. Accordingly, training is also directed towards the fostering of personalities and teaching of social competence. By collaborating on larger projects, graduates also learn how to work together in a group.

§ 3 Degree Duration

The length of time in which the degree course can usually be completed by gaining the university degree 'Bachelor' (standard length of study) is eight subject semesters.

§ 4 Types of Instruction

(1) Instruction is provided in lectures (seminar tuition) and tutorials, as well as seminars, projects and excursions.

(2) Lectures convey knowledge, skills and methods of the respective subject area in a systematic manner to large groups of participants; they are mainly taught in the form of presentations. If there is only a small group of participants, in particular for the teaching of languages, the lecture can also be arranged as a seminar.

(3) Tutorials are supplementary components of lectures. They allow students to practice and apply their acquired knowledge, if possible in smaller groups, through the use of representative examples and practical exercises. Tutorials can be combined with lectures to create integrated forms of instruction.

(4) Seminars are forms of instruction for smaller groups of participants, in which certain problems of the respective subject area are approached in detail. Seminars can be distinguished from lectures due to their higher demand of independent academic work and their interactive teaching and learning formats. Students are introduced to independent academic work through written assignments and/or presentations and discussions with teaching staff and fellow students. Seminars can be combined with lectures to create integrated forms of instruction.

(5) Project work is work related to academic tasks that investigate wider problems made up of several research tasks and a project plenum. The project work should be oriented towards the conditions and requirements of future professional practice and foster competence for interactive group processes that are common in academic work. The projects should integrate subject-specific research tasks with various methodical approaches and aim to achieve interdisciplinary collaboration. Projects should be accompanied by tuition and supervised by professors. Excursions can be a component of a project. The results of a project are usually presented by the students by way of a written assignment and presentation.

(6) Excursions serve to complement the knowledge gained in class with practical experience.

§ 5 Course Structure

(1) The contents, structure and realisation of the modules are detailed in the module information that is presented in the subject-specific part of these Study Regulations. The timeframe for the degree course is defined in the corresponding course schedule.

(2) The Faculty provides students with a course schedule as a recommendation for correctly structuring their degree course, that is based on these Study Regulations, and subject to the Subject-Specific Examination Regulations for the bachelor's degree course International Management Studies in the Baltic Sea Region (BMS). The course schedule explains the recommended timescale for the degree course and describes the kind, scope and order of modules (Appendix 2).

(3) It is recommended that students use the respective course schedule as a guideline when planning their weekly timetable.

§ 6 Subject Status

- (1) All of the modules and classes that are provided in the list of available modules in the subject-specific part of these regulations, are either compulsory subjects or compulsory elective subjects.
- (2) Compulsory subjects are the subjects that are mandatory for all of the students of a degree course or area of specialisation.
- (3) Compulsory elective subjects are subjects belonging to the degree course that are provided on their own or in groups. Students must take the indicated amount of compulsory elective subjects. Compulsory elective subjects can also be provided in groups.

§ 7 Study Advice

- (1) General study advice is provided by UAS Stralsund's Studies, Examinations and International Affairs Division.
- (2) Course-specific study advice is provided at the School of Business Administration by the contact person appointed to the degree course.

Section II: Subject-Specific Regulations

§ 8 List of Modules

The course schedule for the bachelor's degree course International Management Studies in the Baltic Sea Region (BMS) comprises the following modules, compulsory subjects and compulsory elective subjects:

Modul-Nr./ Module Code	BMSB1000
Modulbezeichnung / Module title	Introduction to Business Management
Semester / Trimester	1 st
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-module	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module 'Introduction to Business Management' lays the foundations for all other modules, of both for the basic studies and for the main studies. Special emphasis is placed on theories practices in Europe and in the Baltic Sea region.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Axel Noack
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Axel Noack
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Punkte / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	4
Art der Prüfung / Assessment methods	Written Examination (1 hour) with Application practice (60 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding:</u> Basic concepts of business, the political, economic, social, and cultural environment, legal forms, Organization, Marketing Strategy and Marketing Management</p> <p><u>Applying knowledge and understanding</u> All theory acquired has to be applied to develop and analysing organisations with a focus to their impact to the development of the company.</p> <p><u>Making judgements</u></p>

	<p>Students are encouraged to devise and sustain arguments about basic economic concepts.</p> <p>Moreover, the discussion of different organisational structures in assessing the consequences for the company (employers, employees, strategy, internationalisation etc.) and it's environment.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p> <p>In addition, the results obtained are discussed in class and are carried out in connection with group-exercises.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p> <p>Furthermore, the work carried out in this module prepares students for the more far-ranging and complex discussion of organisational issues in business firms and encourages them to individually pursue further analysis of organisations with a global focus.</p>
Inhalte des Moduls / Syllabus	<p>The course seeks to familiarize students with the environment of international business, introduce the main concepts of business management and introduce them to scientific work. In particular, students gain essential insights into the following areas:</p> <p>Basic concepts of economics – the political, economic, social, and cultural environment – organizational aspects – main areas of business management – organisation theory – legal forms of businesses – marketing strategy – marketing management.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, group projects, project work

Modul-Nr./ Module Code	BMSB1100
Modulbezeichnung / Module title	Introduction to Intercultural Management
Semester or Tremester	1 st
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None

Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	Without a detailed understanding of topics related to Intercultural Management, students can't operate in a globalized world. Consequently, students need to be aware of the guiding principles when working in multicultural teams or leading an international team. Appropriate intercultural training is the crucial prerequisite before being accepted for a global position.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Björn P. Jacobsen
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Björn P. Jacobsen
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits	5
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written Examination (1,5 hours) with Application practice (30 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p>Knowledge & Understanding: Students understand the relevance of responding to different cultural challenges (like values, norms, attitudes) in a global context.</p> <p>Applying Knowledge & Understanding: Students use independent group work and case studies to explore different cultural aspects to understand the variety of cultural-based behaviours in business.</p> <p>Making Judgments: By developing intercultural business guides, the students learn to detect and consider differences in multicultural teams. They understand that there is no one leadership style that fits all situations in managing intercultural teams.</p> <p>Communication: Results of group work are presented in oral and written form. The students get prepared to answer relevant intercultural questions related to the topics.</p> <p>Learning skills: This module enables students to interact interculturally and behave correctly in an international team setting.</p>
Inhalte des Moduls / Syllabus	<i>Management</i> - Definition, Roles, Skills <i>Culture</i> - Cultural Concepts, Cultural Models, Cultural Dimensions in Intercultural Management <i>Intercultural Management</i> - Basics of Cross-/Intercultural Management,

	Company Culture, Organisational Cultures, Mission, Vision <i>Interpersonal and Intercultural Communication</i> - Modes of Communication <i>Intercultural Management and Leadership</i> - Management: Definitions, Roles & Skills, Leadership: Definitions, Leadership: Philosophical Groundings, Leadership: Approaches <i>Leadership Foundations</i> - Leadership Styles
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture - seminar form; Student group work with a focus on intercultural group management and self-organisation; Presentation

Modul-Nr./ Module Code	BMSB1200
Modulbezeichnung / Module title	Academic Core Competencies
Semester or Trimester	1 st
Dauer des Moduls / Duration of the Module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	The ability to present the results of one's work adequately both orally and in written form, is an essential prerequisite for meeting the requirements of other modules and of students' careers in general.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. phil. Natascha Loebnitz
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. phil. Natascha Loebnitz
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 h (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Documentation (3.500 words) with presentation (ca. 10 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %

<p>Qualifikationsziele des Moduls / Learning outcomes of the Module</p>	<p><u>Knowledge and Understanding</u></p> <ul style="list-style-type: none"> • To understand academic etiquette and the pitfalls to academic life • To understand and internalize the cohesion and clarity in academic writing and presentations • To understand the thin line between paraphrasing and plagiarism <p><u>Applying knowledge and understanding</u></p> <ul style="list-style-type: none"> • Students practice all rules taught and prove their understanding in application tasks • To analyzed the structure of a scientific research articles • To learn to read and think critically • To conduct research by applying suitable research methodology <p><u>Making judgements</u> Students learn to analyse situations and choose rhetoric and linguistic tools appropriately.</p> <p><u>Communication</u></p> <ul style="list-style-type: none"> • To communicate to a variety of academic audiences • To give and receive useful feedback on writing for the purpose of revision <p><u>Learning skills</u> Students are able to apply the expertise gained in class in other academic and professional contexts.</p>
<p>Inhalte des Moduls / Syllabus</p>	<p>I. Academic life: <u>academic life:</u></p> <ul style="list-style-type: none"> ➤ transitioning from school to university ➤ critical thinking ➤ demeanor ➤ mental health among students ➤ intercultural competence <p><u>academic performance:</u></p> <ul style="list-style-type: none"> ➤ evidence-based tips on how to study ➤ procrastination ➤ time management ➤ <p>II. Academic Building Blocks:</p> <p>1. Academic Information Searching</p> <ul style="list-style-type: none"> • Smart searching • Managing information overload • The ABCs of scholarly sources • Verifying online sources <p>2. Academic Reading</p> <ul style="list-style-type: none"> • Understanding the organization of academic texts

	<ul style="list-style-type: none"> • Dealing with unknown vocabulary in a text • Reading critically and distinguishing between fact and opinion <p>3. Academic Writing</p> <ul style="list-style-type: none"> • Recognizing plagiarism and avoiding it • Use of sources (including quotation and paraphrase) and referencing conventions • Citation styles and reference management software • Academic styles and formatting • Writing process: from introduction to conclusion (pre-writing activities, drafting, feedback, revision and the wrap-up of assignment) • Proof-reading / checking work <p>4. Academic Listening, Speaking, and Presenting</p> <ul style="list-style-type: none"> • Taking notes in lectures and reporting on lecture notes • Asking for clarification • Language for leading/ taking part in seminars • Techniques for speaking clearly (in seminars and presentations) • Practicing seminar discussions (with feedback on participation, vocabulary and pronunciation) <p>III. Research Methodology</p> <ul style="list-style-type: none"> • Definition of research • Definition literature review • Ethical principles of research and challenges • Quantitative, qualitative and mixed methods approaches to research • Methods for sampling and data collection
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, seminars, videos, practical exercises (including presentations), and supervision are the cornerstones of the teaching method during this course.

Modul-Nr./ Module-Code	BMSB1300
Modulbezeichnung / Module title	Accounting
Semester / Trimester	1 st
Dauer des Moduls / Duration of the module	1 semester

Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Financial and managerial accounting is the basis for business decisions. Therefore, understanding and using accounting information is an important ingredient of any business undertaking
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Marcus Scheibel
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Marcus Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> The module delivers the basic approaches for the understanding of the financial and managerial accounting figures and the corresponding processes.</p> <p><u>Applying Knowledge & Understanding</u> The gained theoretical knowledge is being applied in tasks close to reality and case studies.</p> <p><u>Making judgements</u> Students learn how decisions influence profitability and liquidity and as a result the success of businesses.</p> <p><u>Communication</u> This basic subject is a mix of ex cathedra lecturing where the students are actively involved by questions and discussions as well as by seminars presenting and defending the results of their homework</p> <p><u>Learning Skills</u> Treat and work with the data and monetary framework as a decision basis for entrepreneurial and general business decisions. Interpretation and evaluation of accounting figures.</p>

Inhalte des Moduls / Syllabus	<p>Financial accounting: Accounting information for decision making, basic financial statements, the accounting cycle, accruals and deferrals, reporting financial results, merchandising activities, financial assets, inventories and cost of goods sold, plant and intangible assets, liabilities, stockholders equity, statement of cash flows, financial statement analysis;</p> <p>Management accounting: a business partner, accounting systems for measuring costs (job order cost systems and overhead allocation, process costing), costing and the value chain, cost-volume-profit analysis, incremental analysis, responsibility accounting and transfer pricing, operational budgeting, standard cost systems</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures and seminars

Modul-Nr./ Module-Code	BMSB1400
Modulbezeichnung / Module title	Basics of Business Law
Semester or Trimester	1 st
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The modul may be taken by students from other modules or degree course that require a solid understanding of the basics of Business Law
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. iur. Christian Piroutek, LL.M.
Name der/des Hochschullehrer/s / Name of lecturer	Prof. Dr. iur. Christian Piroutek, LL.M.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4 SWS
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge and Understanding</u> The module aims at providing students with the fundamental structures and a

	<p>basic systematical understanding of Business Law in Germany and Europe as well as its international relations.</p> <p>This particularly includes the basics of German constitutional law and EU law, i.e. the general distinction between Public Law and Private Law; the sources of law, the basic principles of state, basic rights (<i>Grundrechte</i>), the organizational structure of the EU and its fundamental freedoms.</p> <p>Furthermore, students will gain a solid understanding of the core basics and principles of Business Law as laid down in Book 1 and 2 of the German Civil Code (<i>Bürgerliches Gesetzbuch</i>, BGB). This particularly includes the prerequisites for the formation of contracts and how potential defects may be handled in this regard.</p> <p>Students will further develop the ability of applying the law by using legal methodology and thereby systematically solving legal issues and case studies.</p> <p><u>Applying knowledge and understanding</u> Students are capable of applying their knowledge and understanding of Business Law in case studies and group discussions on specific legal issues.</p> <p><u>Making judgments</u> Students are capable of identifying, analysing and form their own opinions on legal implications in the context of Business Law and the legal authorities that apply in this regard.</p> <p><u>Communication</u> Students are enabled to develop and communicate (legal) arguments and conclusions using basic legal methodology and core legal concepts by being actively involved in Q&A's, group exercises and discussions.</p> <p><u>Learning skills</u> Students are enabled to understand and apply basic legal concepts and authorities</p>
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	by using legal methodology in the context of Business Law. To this end, they get acquainted with (digital) tools for legal research and are able to independently identify and use primary and secondary legal sources
Inhalte des Moduls / Syllabus	<p>The module is structured into two parts.</p> <p>Part 1 syllabus: Law vs Justice – Legal systems of the world (Common Law, Civil Law, Religious Law, Hybrid law) – Constitutional and European basics of Business Law – Public Law and Private Law – Sources of Law – Basic principles of State – Basic rights (<i>Grundrechte</i>) – EU Law.</p> <p>Part 2 syllabus: Introduction to the German Civil Code: History, structure and key concepts – Legal Transactions – Legal methodology – Rules on concluding contracts, i.e. declarations of will, offer and acceptance, capacity to contract, specific types of contract (sales contract, service contract, donation, lease agreement, etc.), voidability, agency.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	The module is taught by a mixture of lectures and interactive sessions focusing on case studies including Q&A's, group exercises and discussions.

Modul-Nr./ Module-Code	BMSB1500 / BMSB2100
Modulbezeichnung / Module title	2nd Foreign Language I (A1) 2nd Foreign Language II (A1+ / A2)
Semester / Trimester	1 st / 2 nd
Dauer des Moduls / Duration of the module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / module type (Compulsory, Elective etc.)	Compulsory subject (The students can choose one of the following languages: German as a foreign language – Norwegian – Polish – Russian – Swedish)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	BMSB1510 German as a foreign language I (A1) BMSB2110 German as a foreign language II (A2) BMSB1520 Norwegian I (A1) BMSB2120 Norwegian II (A2) BMSB1530 Polish I (A1) BMSB 2130 Polish II (A2) BMSB1540 Russian I (A1) BMSB2140 Russian II (A1+) BMSB1550 Swedish I (A1) BMSB2150 Swedish II (A2)

Häufigkeit des Angebots des Moduls / The module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The language courses prepare the students for their internship or future professional employment in the relevant countries.
Lehrsprache / Language of Instruction	English/German and the language taught
Zahl der zugeteilten ECTS credits / Number of ECTS credits	10 (5+5)
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	300 hours (172 h self-study + 128 h contact time)
SWS / Contact hours per week	8 (4+4)
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	2nd Foreign Language I (A1): Written examination (2 hours)
	2nd Foreign Language II (A1+ / A2): Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2nd Foreign Language I (A1): 2,5 %
	2nd Foreign Language II (A1+ / A2): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
	These modules are the prerequisite for the Module '2nd Foreign Language III (A2 / B1)'
Inhalte des Moduls / Syllabus	2nd Foreign Language I (A1) Basic skills in listening and reading comprehension as well as speaking and writing based on relevant vocabulary and grammar
	2nd Foreign Language II (A1+ / A2) Further development of listening, reading, speaking, and writing skills based on relevant vocabulary and grammar
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Practice of communicative tasks, e.g. class discussion, individual, pair and group work, presentations

Bezeichnung der Module / Module title	
German as a Foreign Language I (A1), German as a Foreign Language II (A2)	
Modul-Nr. / Module code	BMSB1510 BMSB2110
Semester	1 st / 2 nd
Dauer des Moduls / Duration of the module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / How often the module is offered	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in German-speaking countries as well as

	to work for international companies doing business with German speaking business partners.
Lehrsprache / Language of instruction	German / English
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB1510 German as a Foreign Language I (A1): Written examination (2 hours) BMSB2110 German as a Foreign Language II (A2): Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB1510 German as a Foreign Language I (A1): 2,5 % BMSB2110 German as a Foreign Language II (A2): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Syllabus	1) Development of basic language knowledge such as vocabulary, grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	- Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Bezeichnung der Module / Module title
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Norwegian I (A1) / Norwegian II (A2)	
Modul-Nr. / Module code	BMSB1520 BMSB2120
Semester or Trimester	1 st / 2 nd
Dauer des Moduls / Duration of the module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module/ The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Norway as well as to work for international companies doing business with Norwegian speaking business partners.
Lehrsprache / Language of instruction	Norwegian / German
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB1520 Norwegian I (A1): Written examination (2 hours) BMSB2120 Norwegian II (A2): Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB1520 Norwegian I (A1): 2,5 % BMSB2120 Norwegian II (A2): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Syllabus	1) Development of basic language knowledge such as vocabulary, grammar, and pronunciation 2) Development of written and oral communication skills so that the students - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.

Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material
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Bezeichnung der Module / Module title	
Polish I (A1) / Polish II (A2)	
Modul-Nr. / Module code	BMSB1530 BMSB2130
Semester	1 st / 2 nd
Dauer des Moduls / Duration of the module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / the module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Poland as well as to work for international companies doing business with Polish speaking business partners.
Lehrsprache / Language of instruction	Polish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB1530 Polish I (A1): Written examination (2 hours) BMSB2130 Polish II (A2): Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB1530 Polish I (A1): 2,5 % BMSB2130 Polish II (A2): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Syllabus	<ul style="list-style-type: none"> 1) Development of basic language knowledge such as vocabulary, grammar and pronunciation 2) Development of written and oral communication skills so that the students <ul style="list-style-type: none"> - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family

	<p>information, local geography, employment).</p> <ul style="list-style-type: none"> - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Methods	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Bezeichnung der Module / Module title	
Russian I (A1) / Russian II (A1+)	
Modul-Nr. / Module code	BMSB1540 BMSB2140
Semester or Trimester	1 st / 2 nd
Dauer des Moduls / Duration of the module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	The language course prepares the students to work and do their internships in Russian speaking countries as well as to work for international companies doing business with Russian speaking business partners.
Lehrsprache / Language of instruction	Russian
Zahl der zugeteilten ECTS credits / Number of ECTS credits	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time) 2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB1540 Russian I (A1): Written examination (2 hours) BMSB2140 Russian II (A1+): Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB1540 Russian I (A1): 2,5 % BMSB2140 Russian II (A1+): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 of the CEFR

Inhalte des Moduls / Syllabus	<p>1) Development of basic language knowledge such as vocabulary, grammar and pronunciation</p> <p>2) development of intercultural awareness</p> <p>3) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Bezeichnung der Module / Module title	
Swedish I (A1) / Swedish II (A2)	
Modul-Nr. / Module code	BMSB1550 BMSB2150
Semester or Trimester	1 st / 2 nd
Dauer des Moduls / Duration of the module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Sweden as well as to work for international companies doing business with Swedish speaking business partners.
Lehrsprache / Language of instruction	Swedish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	1 st semester 5 ECTS credits 2 nd semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	1 st semester: 150 hours (86 h self-study; 64 h contact time)

	2 nd semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	1 st semester: 4 SWS 2 nd semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB1550 Swedish I (A1): Written examination (2 hours) BMSB2150 Swedish II (A2): Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB1550 Swedish I (A1): 2,5 % BMSB2150 Swedish II (A2): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in everyday life situations, oriented towards the level of A1 and A2 of the CEFR
Inhalte des Moduls / Syllabus	1) Development of basic language knowledge such as vocabulary, grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand sentences and frequently used expressions related to areas of most immediate relevance (e.g. very basic personal and family information, local geography, employment). - can communicate in simple and routine tasks requiring a simple and direct exchange of information on familiar and routine matters. - can describe in simple terms aspects of his/her background, immediate environment and matters in areas of immediate need.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	- Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material

Modul-Nr./ Module-Code	BMSB1600
Modulbezeichnung / Module title	Principles of Economics
Semester or Trimester	2 nd
Dauer des Moduls / Duration of the Module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)

Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	<i>Principles of Economics</i> equips students with an essential understanding of the workings of market economies, of the interaction of the central players of individual markets, Supply & Demand (Microeconomics), as well as for economic interactions within economies and on a global scale (Macroeconomics). <i>Principles of Economics</i> is thus the basis for all modules (irrespective of the degree course) requiring an understanding of economic interaction and for a successful management career.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr Eileen Murphy
Name der/des Hochschullehrer/s / Name of lecturer	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and understanding:</u> Students acquire the essential knowledge about the interplay of economic actors on national and international levels and on policies directed at guiding and supporting markets.</p> <p><u>Applying knowledge and understanding:</u> Students are required to apply the theoretical knowledge gained to current issues of national and international economic decisions & present their results in class and defend their position.</p> <p><u>Making judgements:</u> Students are able to analyse and assess current national & international economic policies.</p> <p><u>Communication:</u> The issues analysed by students have to be presented in class and theoretically substantiated.</p> <p><u>Learning skills:</u> Through guided and assessed analysis of current issues, students are prepared for a more independent study of such issues.</p>
Inhalte des Moduls / Syllabus	Introduction - Economic science as a social science –economic theory based on doughnut

	<p>economics for a 'regenerative and distributive economy', - the course draws on diverse schools of thought - new ways of economic thinking will be introduced. Market forms - Supply, demand & equilibrium - Markets and welfare - Public goods and private goods - Externalities – Social costs and social value – circularity in the economy.</p> <p>Macroeconomic goals and economic indicators - The scope and limitations of the GDP - Achieving economic growth avoiding further environmental damage- Inflation theories - the importance and workings of international trade – Current issues of global economic interaction.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	This module is taught as a lecture interspersed with activities sections (Test questions, discussions, current video clips).

Modul-Nr./ Module-Code	BMSB1700
Modulbezeichnung / Module title	Introduction to Logistics & Supply Chain Management
Semester or Trimester	2 nd
Dauer des Moduls / Duration	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module is a prerequisite for the courses Comparative Country Studies in the Baltic Sea Region and Majors relating to Logistics and Supply Chain Management
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Eileen Murphy
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge and Understanding</u>

	<p>Students draw on key logistics and supply chain management concepts and theories to inform a variety of business situations.</p> <p><u>Applying knowledge and understanding</u> Students apply logistics and supply chain management strategies to assist other functional areas of a business organisation.</p> <p><u>Making judgements</u> Students are encouraged to demise and sustain arguments about logistics & supply chain management issues.</p> <p><u>Communication</u> Students interact and communicate effectively in team settings to solve problems in supply chain management.</p> <p><u>Learning skills</u> The Module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Syllabus	<p>In this introductory module students will explore the elements of integrated business logistics and the role and application of logistics principles to supply/demand/value chain management.</p> <p>Students will appreciate how logistics and the closely related concept of supply chain management (SCM) underpin business or corporate strategy. Examples and references will be made from the Baltic Sea Region.</p> <p>The subject also covers key activities related to logistics and supply chain management, including transportation, warehousing, inventory management, customer service. The module will be grounded on principals of green supply chains and sustainability in operations.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Class discussions, Individual and group presentations, Use of audio material and video clips and practical exercises.

Modul-Nr./ Module-Code	BMSB1800
Modulbezeichnung / Module title	Mathematics and Data Literacy
Semester or Trimester	2 nd
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)

Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This course is a preparatory course for further mathematically oriented subjects in BMS. In particular, this course provides the students with the fundamental mathematical and programming skills for Analytical Statistics.
Modulverantwortliche/r / Lecturer in charge	N.N.
Name der/des Hochschullehrer/s / Name of the lecturer	N.N.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> Students gain essential insights the computer-based analysis of data while using standard tools from the field of descriptive statistics. Furthermore, the students learn the fundamentals of mathematical analysis.</p> <p><u>Applying knowledge and understanding</u> The course addresses methodology by means of real-world examples and offers students the chance of applying the methodologies to use cases with data.</p> <p><u>Making judgements</u> After the lecture the students are able to critically evaluate results of a data analysis in a broader context such as the origin of the data as well as its quality and representativity.</p> <p><u>Communication:</u> Results obtained are presented and discussed in class.</p> <p><u>Learning skills:</u> The work carried out in this module prepares students for formal treatment of economic problems in their further studies and in their job. It encourages them to individually pursue further mathematical analysis of economic situations. The students are able to describe and interpret the data for a given situation and to derive consequences for necessary resources and optimisation. They know the limitation of learnt methods and can appreciate the contribution of others.</p>

Inhalte des Moduls / Syllabus	Data representation, data quality, computer-based exploratory data analysis, dependence between variables, confounder variables variables and causality, Mathematical analysis.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	2 h/week lecture (seminar form) + 2 h/week exercises; accompanying tutorial

Modul-Nr./ Module Code	BMSB1900
Modulbezeichnung / Module title	Project Management
Semester or Trimester	2 nd
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	Without a detailed understanding of topics related to project management, especially in an international context, students will not be able to operate in an increasingly “projectized” world successfully. Consequently, they need to know the basic project management concepts and standards when working in an international environment. Often project work is the first task assigned to newly acquired staff, making project management skills a prerequisite for successfully entering the job market.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Björn P. Jacobsen
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Björn P. Jacobsen
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written Examination (1,5 hour) with Application practice (30 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<u>Knowledge and Understanding</u> The course provides students with basic knowledge about project management according to the international PMI standard. Students will be able to differentiate between processes and projects; they will successfully manage projects in a global environment by considering intercultural challenges in project management. <u>Applying knowledge and understanding</u>

	<p>The objective of the course is to understand and be able to apply the basic concepts of international project management and apply these concepts in a real-life environment/project.</p> <p><u>Making judgements</u> The planning and realization of a project are performed by students, which requires - among others - the development of the ability of prioritization, budget allocation and decision making.</p> <p><u>Communication</u> Communication skills required are:</p> <ul style="list-style-type: none"> • to discuss openly and sincerely in intercultural teams all matters of the project • to work cooperatively and effectively in a project team • to present the results of the project <p><u>Learning skills</u> Learning skills to be achieved are:</p> <ul style="list-style-type: none"> • developing an understanding of project management in general (versus process management) • getting an understanding of the terms and concepts of project management according to international standards • to work cooperatively and effectively within an international team of peers in carrying out a specific project • presenting the results of the project planning phase
<p>Inhalte des Moduls / Syllabus</p>	<p>Definitions, Project Success, Project Structure, Project Lifecycles, Project Phases, Project Management Processes Project Initiation - Project Charter, Project Management Plan Project Scope - Scope Management, Collect Requirements, Define Scope Work Breakdown Structure - Create Work Breakdown Structure Project Time Management - Plan Schedule Management, Define Activities, Sequence Activities, Estimate Activity Resources, Estimate Activity Duration, Develop Schedule Cost Estimation - Plan Cost Management, Estimate Costs Earned Value Management - Determine Budget, Control Costs</p>
<p>Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module</p>	<p>Lecture - Seminar Form; Slidecast, Exercise, Quiz, Group work; Presentation</p>

Modul-Nr./ Module-Code	BMSB2000
Modulbezeichnung / Module title	International Law
Semester or Trimester	2 nd
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This course attempts to give an insight into the legal foundation of European and International law. The lectures explain legal relationships between contract parties in cross-border cases as well as the legal foundation of the work of international and supranational organisations. The participants of the module will have a better understanding of the legal questions regarding cross-border transactions and of the functioning of International and European Organisations and their legal basis.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Claudia Danker
Name der/des Hochschullehrer/s / Name of lecturer	Prof. Dr. Claudia Danker
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (1 hour) with Application practice (60 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Students learn fundamentals of the legal systems on an international level. With the examination provided, they prove their understanding of the already attained knowledge.</p> <p><u>Applying knowledge and understanding</u> Students practice all topics taught in application tasks and prove their understanding while working on their assignments and presentations.</p> <p><u>Making judgements</u> Students learn to analyse situations and are encouraged to devise and sustain arguments</p>

	<p>about basic cases concerning international law.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> As explained under “Verwendbarkeit”, this module provides necessary skills needed for coping with the requirements of later studies.</p>
Inhalte des Moduls / Syllabus	<p>It is not possible to regard merely law as a purely national matter. Most aspects of law are influenced by and interacting with International and European sources of law. The international exchange of goods, people, services, and capital – especially in the market of the EU –, the growing mobility of companies as well as the worldwide communication require a certain view in dealing with cross-border transactions.</p> <p>In this context, international organizations, such as UN, EU etc., as well as contractually agreed instruments for dispute settlement, are particularly important. The intergovernmental cooperation of international and supranational organizations affect economic developments with regard to the protection of fundamental rights and freedoms in view of restrictions of competition. Altogether, the knowledge of International and European Law gained in this lecture, encourages the critical understanding of the workings of national law.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures; group and project work; 2 small assignments and presentations

Modul-Nr./ Module-Code	BMSB2200
Modulbezeichnung / Module title	Corporate Finance
Semester or Trimester	3 rd
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Corporate Finance is the area of finance dealing with monetary decisions business enterprises make and the tools and analyses used to make these decisions. This module

	is the basis for all other finance courses, the financial aspects of a business and the marketing plan
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Marcus Scheibel
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Marcus Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> The module delivers the basic approaches for understanding of figures and numerical data and the calculation basis to determine the efficiency of investments and tools of financing these.</p> <p><u>Applying Knowledge & Understanding</u> The theoretical knowledge is being applied in tasks close to reality, case studies and every day information in the news</p> <p><u>Making judgements</u> Students learn how decisions influence profitability and liquidity and as a result the success of business decisions.</p> <p><u>Communication</u> These basic subjects are a mix of ex cathedra lecturing where the students are actively involved by questions, class (individual and group) work and discussions and seminars where students presenting and defending the results of their homework</p> <p><u>Learning Skills</u> Treat and work with the data and monetary framework as decision basis for entrepreneurial and general business decisions</p>
Inhalte des Moduls / Syllabus	<p>Concept of value: Goals and governments of corporations, PV, bonds, common stocks, NPV and IRR;</p> <p>Introduction to risk: Risk and Return, portfolio theory and the CAPM, risk and cost of capital;</p> <p>Financing decision and market efficiency: Efficient markets and behavioral finance, corporate financing;</p>

	Capital structure and payout policy: Payout policy, does debt policy matter, how much should a corporation borrow; Financial planning and working capital management: Financial analysis, WC management
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures and seminars

Modul-Nr./ Module-Code	BMSB2300
Modulbezeichnung / Module title	International Financial Markets and Institutions
Semester or Trimester	3 rd
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Financial markets finance much of the expenditures by corporations, governments, and individuals while financial institutions are the key intermediaries in financial markets. This module is a tool for understanding international finance and why financial markets exist. It supports the modules "International Risk Management", "Asset Management" and "Mergers & Acquisition"
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Marcus Scheibel
Name der/des Hochschullehrer/s Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Marcus Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (1 hour) with Application practice (60 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge & Understanding:</u> Students learn the complex world of international finance and the use of financial markets mainly for the use of financing international activities of non-bank corporates – to a limited extent also for investing access cash. <u>Applying knowledge & understanding:</u>

	<p>The gained theoretical knowledge is being applied in tasks close to reality and case studies.</p> <p><u>Making judgments:</u> By the mix of theory and reality, students learn to analyze real situations by using and validating theoretical concepts in different business situations.</p> <p><u>Communication:</u> This basic subject is a mix of ex cathedra lecturing where the students are actively involved by questions and discussions as well as by seminars presenting and defending the results of their homework.</p> <p><u>Learning skills:</u> Students will be able to understand the financial environment and financial decisions in a company.</p>
Inhalte des Moduls / Syllabus	Overview of the financial environment, the Fed & the ECB and monetary policy, debt security markets, equity markets, commercial banking and other financial institutions with a special focus on the Baltic Sea Region
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures and seminars.

Modul-Nr./ Module-Code	BMSB2400
Modulbezeichnung / Module title	Sustainability Management
Semester or Trimester	3 rd
Dauer des Moduls / Duration of the module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Questions related to economic, environmental and social sustainability are vital for every company and for every student, regardless of the course being enrolled. The module helps the student to identify the guiding ethical principles in companies, to apply sustainability guidelines and standards and to implement sustainability as a cross-functional concept. In addition, the internationalization of companies requires a different understanding with a specific focus on how to behave sustainably in a globalised world.
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Eileen Murphy

Lehrsprache / Language of Instruction	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (118 h self-study; 32 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written Examination (1,5 hours) with Application practice (30 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> Students understand that aspects related to economic, environmental, and social sustainability are an essential part of every business. Furthermore, they learn how sustainability approaches determine / influence the success of a company.</p> <p><u>Applying Knowledge & Understanding</u> Students develop an audit questionnaire based upon one sustainability guideline (e.g. UN Global Compact, GRI, ISO) and perform a sample audit in a company.</p> <p><u>Making judgments</u> By evaluating the sample audit, the students learn in which way sustainability standards are applied on a worldwide level. Moreover, they learn about best practices in this context.</p> <p><u>Communication</u> Results of the audit are presented in oral and written form.</p> <p><u>Learning skills</u> This module prepares students to a sensitive approach to all questions that are related to sustainability. Moreover, they will learn how to manage sustainability guidelines and standards and can apply them in any given company.</p>
Inhalte des Moduls / Syllabus	Introduction -, Development of Sustainability in corporations, Concepts, Conflicting interests Corporate culture Business, Cases Corporate Social Responsibility - Definition, Relevance & Drivers, Benefits & Drawbacks, Strategic Approach – introduction to new circular business models: Implementation, Guidelines, Management Systems, Communication Governance & Leadership - Corporate Governance
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture – Seminar Form; Case studies

Modul-Nr./ Module Code	BMSB2500
Modulbezeichnung / Module title	SAP Business Computing
Semester / Trimester	3 rd Semester
Dauer des Moduls / Duration of the module	1 semester

Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-module	Enterprise Resource Planning (ERP) Reporting and Visualization
Häufigkeit des Angebots des Moduls / The module is offered	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	As the students gain basic knowledge about standard software for supporting business processes, the ERP sub-module is a good supplement for all other modules providing knowledge about business functions in Controlling, Sales, Production Planning and Human Resources Management. Practical reporting and visualization knowledge is useful and applicable in all other modules as well as for the own thesis.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Knut Verbarg
Name der/des Hochschullehrer/s / Name of the lecturer	WS24 / Prof. Dr. Knut Verbarg
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Punkte / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4 (2+2)
Art der Prüfung / Assessment methods (Requirements for awarding credit points)	Project work with documentation (6.000 words) and presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p>Knowledge & Understanding: Students gain basic knowledge about standard software for supporting business processes in the area of Enterprise Resource Planning. The goal of the course is the students are able to evaluate the functionality of ERP systems and support in the selection and introduction of a suitable application. They become acquainted with modern BI (business intelligence) tools, understanding their potential and features.</p> <p>Applying knowledge & understanding Furthermore, they gain essential insights about the objectives and the functionality of ERP systems and tools. The theory acquired has to be applied in complex case studies using mainly SAP software.</p> <p>Making judgements Students are encouraged to devise and sustain arguments for identifying and evaluating the operational and strategic potential of IT systems and tools.</p> <p>Communication</p>

	<p>Students are expected to present and discuss the results of their SAP based case studies in class.</p> <p>Learning skills</p> <p>Nearly all companies use complex IT systems to support their business processes. Therefore, the students should gain knowledge about the objectives and functionality of standard business software in the area of Enterprise Resource Planning (ERP). They should gain practical experience in using an ERP system to support selected business processes. Students are able to leverage reporting knowledge and tools in realistic business scenarios and during their course of studies.</p>
Inhalte des Moduls / Syllabus	<p>Part ERP:</p> <ul style="list-style-type: none"> • Basics of standard Business Software • Introduction to the essential functions of an ERP system • Support of selected processes using SAP • Practical exercises using SAP S/4HANA <p>Complex and realistic case studies in different business areas (such as Sales, Controlling, HR, Materials Management, Production Planning and Execution)</p>
	<p>Part Reporting and Visualization: Concepts and Architecture of Data Warehousing</p> <p>Reporting (tables, charts, geographic maps) with state-of-the-art BI tools as (at the time of writing this) MS Excel, SAP Analytics Cloud</p> <p>Rules and tricks for designing professional visualizations like the International Business Communication Standard (IBCS)</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, practical exercises in the PC lab, case studies, class discussions, group projects

Modul-Nr./ Module-Code	BMSB2600
Modulbezeichnung / Module title	Analytical Statistics
Semester or Trimester	3 rd
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Preparatory course for further mathematically oriented subjects in the degree course

Modulverantwortliche/r Lecturer in charge	Prof. Dr. Gero Szepannek
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Gero Szepannek
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p>Knowledge & Understanding: Students gain essential insights about the following topics: analysing a single statistical variable_ / Probability and distributions / measures of location and variability / multidimensional data: correlation and regression / confidence interval / testing statistical hypothesis</p> <p>Applying knowledge and understanding All theory acquired has to be applied to presenting and analysing statistical aspects of current national and international business situations.</p> <p>Making judgements The discussion of current national and international business situations results in interpreting of statistical parameters.</p> <p>Communication: Results obtained are discussed in class.</p> <p>Learning skills: The work carried out in this module prepares students for the more complex discussion in the Project-course and encourages them to individually pursue further statistical analysis of economic situations.</p>
Inhalte des Moduls / Syllabus	The student is able to describe and interpret the data for a given observed situation with the help of statistical measures using appropriate software. He is also able to formulate a statistical hypothesis and test it using statistical software.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	2 hours/week lecture (seminar form) + 2 hours/week PC practical exercise

Modul-Nr./ Module-Code	BMSB2700 / BMSB3300
Modulbezeichnung / Module title	2nd Foreign Language III (A2 / B1) 2nd Foreign Language IV (A2+ / B1+)
Semester or Trimester	3 rd & 4 th

Dauer des Moduls / Duration of the module	2 semesters
Art der Module (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject (The students can choose one of the following languages: German as a foreign language – Norwegian – Polish – Russian – Swedish)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: sub-modules	BMSB2710: German as a foreign language III (B1)
	BMSB3310: German as a foreign language IV (B1+)
	BMSB2720: Norwegian III (B1) BMSB3320: Norwegian IV (B1+)
	BMSB2730: Polish III (A2) BMSB3330: Polish IV (A2+)
	BMSB2740: Russian III (A2) BMSB3340: Russian IV (A2+)
	BMSB2750: Swedish III (B1) BMSB3350: Swedish IV (B1+)
Häufigkeit des Angebots des Moduls / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	<u>BMSB2700 2nd Foreign Language III:</u> BMSB1500 2nd Foreign Language I BMSB2100 2nd Foreign Language II
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The language courses prepare the students for their internship or future professional employment in the relevant countries.
Lehrsprache / Language of Instruction	English/German and the language taught
Zahl der zugeteilten ECTS credits / Number of ECTS credits	10 ECTS credits (5+5)
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	300 hours (172 h self-study + 128 h contact time)
SWS / Contact hours per week	8 SWS (4+4)
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	2nd Foreign Language III (A2 / B1) Written examination (2 hours) + oral examination (approx. 15 min)
	2nd Foreign Language IV (A2+ / B1+) Written examination (2 hours) + oral examination (approx. 15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2nd Foreign Language III (A2 / B1): 2,5 %
	2nd Foreign Language IV (A2+ / B1+): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	The main focus is on communicating in academic, professional and business situations, oriented towards the level of A2 or B1 of the CEFR
Inhalte des Moduls / Syllabus	2nd Foreign Language III (A2 / B1) 1) Development of linguistic competence, e.g. academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills used in a professional environment

	2nd Foreign Language IV (A2+ / B1+) 1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Further development of written and oral communication skills used in a professional environment
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Further practice of communicative tasks, e.g. class discussion, individual, pair and group work, presentations

Bezeichnung des Moduls / Module title	
German as a Foreign Language III (B1), German as a Foreign Language IV (B1+)	
Modul-Nr. / Module code	BMSB2710 BMSB3310
Semester or Trimester	3 rd / 4 th
Dauer des Moduls / Duration of the module	2 semesters
Art der Module (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB2710: German as a Foreign Language I (A1) BMSB3310: German as a Foreign Language II (A2)
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in German speaking countries as well as to work for international companies doing business with German speaking business partners.
Lehrsprache / Language of instruction	German
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB2710 German as a Foreign Language III (B1): Written examination (2 hours) + oral examination (approx. 15 minutes) BMSB3310 German as a Foreign Language IV (B1+): Written examination (2 hours) + oral examination (approx. 15 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2710 German as a Foreign Language III (B1): 2,5 %

	BMSB3310 German as a Foreign Language IV (B1+): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Syllabus	<p>1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation</p> <p>2) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Module / Module title	
Norwegian III (B1) / Norwegian IV (B1+)	
Module-Nr. / Module code	BMSB2720 BMSB3320
Semester or Trimester	3 rd / 4 th
Dauer des Moduls / Duration of the module	2 semesters
Art der Module (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB2720: Norwegian I (A1) BMSB3320: Norwegian II (A2)
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Norway as well as to work for international companies

	doing business with Norwegian speaking business partners.
Lehrsprache / Language of instruction	Norwegian
Zahl der zugeteilten ECTS credits / Number of ECTS-Credit	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB2720 Norwegian III (B1): Written examination (2 hours) and oral examination (approx. 15 min) BMSB3320 Norwegian IV (B1+): Written examination (2 hours) and oral examination (approx. 15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2720 Norwegian III (B1): 2,5 % BMSB3320 Norwegian IV (B1+): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Syllabus	1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	- Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Module / Module title	
Polish III (A2) / Polish IV (A2+)	
Module-Nr. / Module code	BMSB2730 BMSB3330
Semester or Trimester	3 rd / 4 th
Dauer des Moduls / Duration of the module	2 semesters
Art der Module (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB1530: Polish I (A1) BMSB2130: Polish II (A2)
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Poland as well as to work for international companies doing business with Polish speaking business partners.
Lehrsprache / Language of instruction	Polish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB2730 Polish III (A2): Written examination (2 hours) and oral examination (approx.15 min) BMSB3330 Polish IV (A2+): Written examination (2 hours) and oral examination (approx.15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2730: Polish III (A2): 2,5 % BMSB3330: Polish IV (A2+) 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of A2 of the CEFR
Inhalte des Moduls / Syllabus	1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken.

	<ul style="list-style-type: none"> - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Module / Module title	
Russian III (A2) / Russian IV (A2+)	
Modul-Nr. / Module code	BMSB2740 BMSB3340
Semester or Trimester	3 rd & 4 th
Dauer des Moduls / Duration of the module	2 semesters
Art der Module (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Module / The module is offered...	Annually
Zugangsvoraussetzungen / Prerequisites for attending	BMSB1540: Russian I (A1) BMSB2140: Russian II (A1+)
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Russian speaking countries as well as to work for international companies doing business with Russian speaking business partners.
Lehrsprache / Language of Instruction	Russian
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB2740 Russian III (A2): Written examination (2 hours) and oral examination (15 min) BMSB3340 Russian IV (A2+): Written examination (2 hours) and oral examination (15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2740 Russian III (A2): 2,5 % BMSB3340 Russian IV (A2+): 2,5 %

Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of A2 of the CEFR
Inhalte des Moduls / Syllabus	<p>1) Further development of language knowledge such as academic, professional and business vocabulary as well as grammar and pronunciation</p> <p>2) Further development of intercultural awareness</p> <p>3) Development of written and oral communication skills so that the students</p> <ul style="list-style-type: none"> - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans
Lehr- und Lernmethoden des Moduls / Teaching methods of the module	<ul style="list-style-type: none"> - Use of various communicative tasks to practice the language knowledge and skills including, pair and group work, role play, presentations - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text

Bezeichnung der Module / Module title	
Swedish III (B1) / Swedish IV (B1+)	
Module-Nr. / Module code	BMSB2750 BMSB3350
Semester or Trimester	3 rd & 4 th
Dauer des Moduls / Duration of the module	2 semesters
Art der Module (Pflicht, Wahl, etc.) / Module Type (Compulsory, Elective etc.)	Compulsory optional subjects
Häufigkeit des Angebots der Lehrveranstaltungen / The module is offered....	Annually
Zugangsvoraussetzungen / Prerequisites	BMSB1550 Swedish I (A1) BMSB2150 Swedish II (A2)
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The language course prepares the students to work and do their internships in Sweden as well as to

	work for international companies doing business with Swedish speaking business partners.
Lehrsprache / Language of instruction	Swedish / German
Zahl der zugeteilten ECTS credits / Number of ECTS credits	3 rd semester 5 ECTS credits 4 th semester 5 ECTS credits
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	3 rd semester: 150 hours (86 h self-study; 64 h contact time) 4 th semester: 150 hours (86 h self-study; 64 h contact time)
SWS / Contact hours per week	3 rd semester: 4 SWS 4 th semester: 4 SWS
Art der Prüfung / Assessment methods	BMSB2750 Swedish III (B1): Written examination (2 hours) and oral examination (approx. 15 min) BMSB3350 Swedish IV (B1+): Written examination (2 hours) and oral examination (approx. 15 min)
Gewichtung der Note in der Gesamtnote / Weight in final grade	BMSB2750 Swedish III (B1): 2,5 % BMSB3350 Swedish IV (B1+): 2,5 %
Qualifikationsziele des Moduls / Learning outcomes of the module	To communicate in academic, professional and business situations, oriented towards the level of B1 of the CEFR
Inhalte des Moduls / Syllabus	1) Further development of language knowledge such as academic and professional vocabulary as well as grammar and pronunciation 2) Development of written and oral communication skills so that the students - can understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure, etc. - can deal with most situations likely to arise whilst travelling in an area where the language is spoken. - can produce simple connected text on topics, which are familiar, or of personal interest. - can describe experiences and events, dreams, hopes & ambitions and briefly give reasons and explanations for opinions and plans.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the module	- Use of various communicative tasks to practice the language knowledge and skills including, pair

	<p>and group work, role play, presentations</p> <ul style="list-style-type: none"> - Use of different teaching aids, e.g. modern textbooks, multimedia material and different sources for additional reading and listening material - Use of different types of text
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Modul-Nr./ Module-Code	BMSB2800
Modulbezeichnung / Module title	Comparative Country Studies in the Baltic Sea Region
Semester or Trimester	4 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	This module teaches background knowledge on which the special modules of later semesters build
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Eileen Murphy
Name der/des Hochschullehrer/s / Name of lecturer	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtwockload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (1 hour) with Application practice (60 hours)
Gewichtung der Note in der Gesamtnote / Share of grade in overall grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and Understanding</u> Students are provided with a broad understanding of the political and economic history of the region and its interplay with the current trends of development of the Baltic Sea Region.</p> <p><u>Applying knowledge and understanding</u> Students apply the knowledge of the overall framework in dealing with individual topics.</p> <p><u>Making judgements</u> Students are encouraged to compare the situation in the different countries of the target region and to come to conclusions and</p>

	<p>recommendations for further action & development.</p> <p><u>Communication</u> The classes consist of parts held as lecturers and of seminar-style parts, where students have to present the results of their work in oral group presentations (and in the accompanying readers) and discuss the results presented by fellow-students.</p> <p><u>Learning skills</u> The module lays the foundation knowledge necessary for a profound country comparison in other modules (e.g. on Law, Trade etc.) and for assessing current developments in the region.</p>
Inhalte des Moduls / Syllabus	<p>The Baltic Sea Region (BSR) - Definition - Geographical and Economic aspects - Political and economic alliances between member states, regions, and organisations (BCCA, CBSS, Hanseatic League, Nordic Council, etc.)</p> <p>Students will be provided with a perspective plans for the integration of the Sustainable Development Goals (SDGs) in their region's national and international policies</p> <p>The module will cover Inter- and transdisciplinary approaches which play a key role in finding sustainable development solutions in the region with a view to achieving the SDGs indicated by the United Nations 2030 Agenda for Sustainable Development.</p> <p>The module will cover strategies against climate change, renewable energy and current practices towards sustainable societies. Students will also understand the steps currently being taken towards a more circular economy in the region and how marine governance is managed.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, group work, student presentations

Modul-Nr./ Module-Code	BMSB2900
Modulbezeichnung / Module title	International Risk Management
Semester or Trimester	4 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)

Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	To succeed in today's world, corporations need to manage their business risks. In this module students learn to identify, assess, and measure risks. And with the help of advanced financial tools develop countermeasures to mitigate different international business risks
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Marcus Scheibel
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Marcus Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (1 hour) with Application practice (60 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> Students learn the complex world of international risk management and the use of advanced financial tools such as options and futures to mitigate the business risk different types of corporation face.</p> <p><u>Applying knowledge & understanding:</u> The gained theoretical knowledge is applied in case studies and analyses of the reality on the international financial markets. Thereby students learn to understand the problems, chances and risks in international business.</p> <p><u>Making judgments:</u> By the mix of theory and reality students learn to analyse real situations by using and validating theoretical concepts in different business situations.</p> <p><u>Communication:</u> This basic subject is a mix of ex cathedra lecturing where the students are actively involved by questions and discussions as well as by seminars presenting and defending the results of their homework.</p> <p><u>Learning skills:</u> Students will be able to understand the financial environment and financial decisions in a company.</p>
Inhalte des Moduls / Syllabus	Overview of risk management, project risk, using options to mitigate risk (understanding and valuing options, real options), hedging

	with forwards, futures & swaps, credit risk and the value of corporate debt, managing international risk (exchange rates, multinational capital budgeting, country risk analysis) The case studies and examples focus on the Baltic Sea Region
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures and seminars

Modul-Nr./ Module-Code	BMSB3000
Modulbezeichnung / Module title	Human Resource Management
Semester or Trimester	4 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The work carried out in this module prepares students for the complex discussion of human resource problems in the current political and economic situation.
Modulverantwortliche/r / Lecturer in charge	WS2
Name der/des Hochschullehrer/s / Name of the lecturer	WS2
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and Understanding</u> Basic competence in knowledge and methods of current human resource work within enterprises (see “Curriculum of the module”).</p> <p><u>Applying knowledge and understanding</u> The lectures are accompanied by students’ presentations and some case studies.</p> <p><u>Making judgements</u> The discussion of current human resources issues (national and international) results in assessing the consequences for different economic players, particularly employers and employees.</p>

	<p><u>Communication</u> Results obtained are discussed in class.</p> <p><u>Learning skills</u> The work carried out in this module enables the students to understand current discussions of human resource topics and prepares them for their future life as working members of society.</p>
Inhalte des Moduls / Syllabus	Basics of Personnel Management - Personnel planning as the framework and starting point of personnel management - Manpower requirements planning - Personnel recruitment and selection of personnel - Personnel appraisal - Personnel placement and work structuring - Personnel remuneration, certificate of success and social benefits - Personnel development - Personnel controlling - Personnel administration - Staff reduction und personnel exemption (personnel layoff)
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture

Modul-Nr./ Module-Code	BMSB3100
Modulbezeichnung / Module title	Principles of International Marketing
Semester or Trimester	4 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is a prerequisite for the course 'Applied International Marketing'. The module is designed to provide students with a sound foundation in the field of international marketing which shall serve as a basis for further business studies. Special emphasis is placed on theories practices in Europe and in the Baltic Sea region.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Axel Noack
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Axel Noack
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) and a presentation (20 minutes)

Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> The module is designed to provide students with the necessary knowledge and skills in the field of international marketing to understand the international environment thoroughly and work effectively in it. Particular attention is paid to the practice of international marketing in the states of the Baltic sea area.</p> <p><u>Applying knowledge & understanding</u> Lectures, case studies, class discussions</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about international marketing issues.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Syllabus	Conceptual Overview – The International Marketing Environment – Market Research and Market Selection – Market Access Modes - Strategy – The Market - Strategy – The Competition – The International Marketing Mix – Managing and Controlling International Marketing Operations – Current Trends
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, project work

Modul-Nr./ Module-Code	BMSB3200
Modulbezeichnung / Module title	Introduction to Trade
Semester or Trimester	4 th semester
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is a prerequisite for Majors related to Trade.

Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Eileen Murphy
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 h (86 h self-study + 64 h contact time)
SWS / Contact hours per week	4
Art der Prüfung / Assessment methods)	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge and understanding</u> Students will be able to understand alternative theories of international trade and analyze international trade models. They will evaluate the impact of tariffs and non-tariff barriers as well as preferential trade arrangements on intensity of international trade.</p> <p><u>Applying knowledge and understanding</u> The module provides students with an ability to predict movements in the value of international trade in the economies with different development level. The students will be able to compare and critically evaluate the policy options. They will learn how to apply taught knowledge in analyzing current international trade issues.</p> <p><u>Making judgments</u> Students are encouraged to devise and sustain arguments about international marketing issues.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>

Inhalte des Moduls / Syllabus	<p>This introductory module focuses on the core concepts of international trade. The module is aimed at models and theories which provide insights of and explain the trade patterns, the effect of trade on various economies, as well as understanding of different trade policies and their impact and consequences. The module also introduces the role and relevance of trade related institutions.</p> <ul style="list-style-type: none"> The module considers the basic models of free trade and protectionism, applying them to help foster understanding of factor mobility, economies of scale and imperfect competition and the impact of tariffs and quotas. Specific examples will be taken both from the international arena as well as the Baltic Sea Region.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures with discussions, case studies, presentations. Throughout the semester, students will work in teams or independently to develop the final project. The intermediate results of research should be presented in class.

Modul-Nr./ Module-Code	BMSB3400
Modulbezeichnung / Module title	Internship Semester
Semester or Trimester	7 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module Type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	60 ECTS credits
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module serves to deepen all previously acquired knowledge and skills. Especially the practical application in the company.
Lehrsprache / Language of Instruction	English or German (depending on the company)
Zahl der zugeteilten ECTS credits / Number of ECTS credits	28
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	840 hours
SWS / Contact hours per week	At least 21 weeks
Art der Prüfung / Assessment methods	Written report
Gewichtung der Note in der Gesamtnote / Weight in final grade	0 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding</u> During the internship students get in contact with the real business world for example in the field Marketing, Human Resource Management, Finance, Project Management, Trade, Controlling etc.</p>

	<p><u>Applying Knowledge & Understanding</u> Knowledge of the studies are applied and deepened during the internship semester. (expertise, soft skills ...)</p> <p><u>Making judgments</u> Students are involved in the real business world during their whole internship semester. They work on their own projects or field of work.</p> <p><u>Communication</u> The results of the internship semester are presented in a report.</p> <p><u>Learning skills</u> The internship should show the students the connection between the theoretical knowledge and its application in daily business. Furthermore, it's a help to decide on the own future professional activities</p>
Inhalte des Moduls / Syllabus	Internship of 21-weeks
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Field study

Modul-Nr./ Module-Code	BMSB3500
Modulbezeichnung / Module title	Internship Evaluation
Semester or Trimester	7 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	BMSB3400 Internship Semester
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module serves to deepen all previously acquired knowledge and skills. Especially the practical application in the company.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	2
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	60 hours
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Written report
Gewichtung der Note in der Gesamtnote / Weight in final grade	0 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge & Understanding</u> Students having done their internship are encouraged to:

	<ul style="list-style-type: none"> • Reflect their internship semester • Present tasks and projects they worked on during the internship semester • Express and show advantages and disadvantages of their Internship semester • Students planning an internship learn from the experience of their fellow students <p><u>Applying Knowledge & Understanding</u> The students' knowledge is applied and deepened during the internship, this process is reflected in the evaluation, presented to and discussed with students planning their internship.</p> <p><u>Making judgments</u> Students will get an insight into the process of acquiring an intern place as well as into the practical work during the internship. They get a reasonable understanding of different industries and companies and their current projects during the presentation. They also get ideas for their own internship.</p> <p><u>Communication</u> The results of the internship semester are presented in a report.</p> <p><u>Learning skills</u> The internship will offer the student the opportunity to apply their theoretical knowledge in the daily business and/or to acquire specific practical skills and knowledge necessary for future professional activities. Students planning their internship get an overview over different internship possibilities.</p>
Inhalte des Moduls / Syllabus	Systematic analysis of the internship (written report): project / Strengths / Weaknesses conclusions for studying – conclusions for future career – intercultural aspects – social aspects
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Field study

Modul-Nr./ Module-Code	BMSB3600
Modulbezeichnung / Module title	Practical Insights into International Business (Excursion)
Semester / Trimester	8 th
Dauer des Moduls / Duration of the Module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module Type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-Modules	
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester

Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: 3 rd semester
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	The students will significantly improve their international and cross-cultural competence. Furthermore, the students will deepen their theoretical knowledge of their studies. They will see how real business is run and how theoretical models are applied.
Lehrsprache / Language of Instruction	English or German (depending on the visited company)
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (118 self-study; 32 contact time)
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Project work with a documentation (3.500 words) and a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	-
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students become acquainted with destinations studied in earlier modules. They deepen their international and cross-cultural competence. Furthermore, students learn about a variety of companies.</p> <p><u>Applying Knowledge & Understanding</u> Under the guidance of the professor in charge, students prepare the excursion and contribute to the final report. Moreover, this Module is mainly designed to establish a strong link between theoretical knowledge and the requirements of day-to-day business processes.</p> <p><u>Making judgments</u> Students learn to notice and consider the differences between regions and institutions.</p> <p>Students learn to assess the validity of theoretical concepts in current business life.</p> <p><u>Communication</u> Results of (group) work are presented in oral and written form (reports, minutes, excursion reports)</p> <p><u>Learning skills</u> This Module prepares students for the organisation of further excursions. This Module is a linking step between theoretical modules, internship and work after graduation.</p>
Inhalte des Moduls / Syllabus	Specific topics depending on the academic profile of the professors in charge.

	<p>General structure:</p> <ul style="list-style-type: none"> • a preparation phase, in which students acquaint themselves with the companies/institutions/ universities to be visited • the preparation of questions for the visit • visiting the company / institutions / university themselves and • the preparation of the written report.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Project (individual data pooling, group work, group discussion, preparation of a field trip report, preparation of a video spot)

Modul-Nr./ Module-Code	BMSB3700
Modulbezeichnung / Module title	Applied Project Management
Semester or Trimester	8 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory Subject
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modulese	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	BMSB1900
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	Preparation of the degree course's annual International Symposium. Conferences are an essential tool of exchange with experts, independent of the working field. Students gain a basic theoretical understanding and an overview of the practical tools.
Lehrsprache / Language of Instruction	English or German (Depending on the topic and target audience)
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (118 h self-study; 32 h contact hour)
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Project work with a documentation (2,500 words)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students gain essential insight into the purpose and nature of academic conferences.</p> <p><u>Applying Knowledge & Understanding</u> Students prepare and carry out each step in preparing for an academic conference (specifying the topic, devising workshops, choosing presenters, defining the target audience, inviting guests etc.)</p> <p><u>Making judgments</u></p>

	<p>Students learn to understand the interplay of objectives and basic frameworks.</p> <p><u>Communication</u> Results of (group) work are presented in oral and written form (reports, minutes, conference proceedings)</p> <p><u>Learning skills</u> This module prepares students for the organisation of different events. Students learn to interact with other stakeholders in event organisations within their university.</p>
Inhalte des Moduls / Curriculum of the Module	The topic changes from year to year depending on the academic profile of the professor in charge.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Project (individual data collection, group work, group discussion, Conference proceedings)

Modul-Nr./ Module-Code	BMSB3800
Modulbezeichnung / Module title	Scientific Circle for Bachelor Thesis
Semester / Trimester	8 th
Dauer des Moduls / Duration of the module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls /If applicable: Sub-Modules	-
Häufigkeit des Angebots des Moduls / The Module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	205 ECTS-Credits incl. BMSB3400 Internship and BMSB3500 Internship Evaluation
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The Scientific Circle is an essential part of working on the Bachelor Thesis and the corresponding colloquium.
Lehrsprache / Language of Instruction	English or German (depending on the company for which the bachelor thesis is written)
Zahl der zugewiesenen ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (118 h self-study; 32 h contact time)
Art der Prüfung / Assessment methods	Completing the procedure set by the degree course (see separate document- Evaluation sheet)
Gewichtung der Note in der Gesamtnote / Weight in final grade	0 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	Students show that – on the basis of the theoretical and practical knowledge gained during their studies – they are able to independently resolve a scientifically and commercially relevant problem by studying the facts, providing new insights, drawing conclusions and giving recommendations.

Inhalte des Moduls / Syllabus	The module is the preparation period, in which the students are acquainted with the requirements for the bachelor thesis.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Independent work, consultations

Modul-Nr./ Module-Code	BMSB3900	
Modulbezeichnung / Module title	Bachelor Thesis	
Semester / Trimester	8 th	
Dauer des Moduls / Duration of the module	1 semester	
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject	
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-Modules	BMSB3910 Written Bachelor Thesis	
	BMSB3920 Colloquium	
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester	
Zugangsvoraussetzungen / Prerequisites for attending	BMSB3910 Written Bachelor Thesis: 210 ECTS-Credits incl. BMSB3400 Internship; BMSB3500 Internship Evaluation; BMSB3800 Scientific Circle for Bachelor-Thesis	
	BMSB3920 Colloquium: 237 ECTS-Credits	
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	The module is the final element of the studies, with students having to bring together all theoretical and practical skills gained in the course of 7 semesters.	
Lehrsprache / Language of Instruction	English or German (depending on the company for which the bachelor thesis is written)	
Zahl der zugeteilten ECTS credits / Number of ECTS credits	12	15
	3	
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	450 hours (386 self-study; 64 h contact time)	
Art der Prüfung / Assessment methods	Written Bachelor-Thesis with sub-sequently presentation (colloquium) of the Bachelor-Thesis	
Gewichtung der Note in der Gesamtnote / Weight in final grade		
Qualifikationsziele des Moduls / Learning outcomes of the module	Students show that – on the basis of the theoretical and practical knowledge gained during their studies – they are able to independently resolve a scientifically and commercially relevant problem by studying the facts, providing new insights, drawing conclusions and giving recommendations.	
Inhalte des Moduls / Syllabus	The Module consists of two parts: 1) The preparation of the bachelor thesis under the guidance of the supervisor 2) Viva (defense of the bachelor thesis)	
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Independent work, consultations; presentation (colloquium)	

Compulsory Elective Subjects:

Reading version of the *Studienordnung* (Study Regulations) for International Management Studies in the Baltic Sea Region (BMS)

Students must select at least 6 compulsory elective subjects in the 5th subject semester and at least 6 compulsory elective subjects in the 6th semester by 15 April of the fourth semester.

Specialisation area: Management and Innovation

Modul-Nr./ Module Code	BMSB4000
Modulbezeichnung / Module title	Lean Management
Semester or Trimester	5 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	Lean management is a comprehensive approach to all major questions a manager has to deal with. Regardless if employee motivation, customer focus or supplier integration is concerned or the focus is on benchmarking or implementation of a balanced scorecard. The ability to understand and apply those techniques is essential for every successful manager, regardless if he/she works as an engineer or as a marketing assistant.
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	Prof. Dr. Eileen Murphy
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study, 64 h contact time)
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Written Examination (1,5 hours) with Application practice (30 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Particularly in times of globalization, an intensified cross-border competition and the increasing competition from domestic and foreign companies forces companies to secure their sustainable growth through lean management. Students will be acquainted to the basic theoretical principles of lean management and production and their practical application in various industries.</p> <p><u>Applying knowledge & understanding</u></p>

	<p>Students learn to evaluate approaches of customer focus and develop a questionnaire.</p> <p><u>Making judgements</u> By presenting a strength and weaknesses profile for selected topics students are confronted with facts that require a solution-oriented approach.</p> <p><u>Communication</u> Results of the group work and of case studies will be presented in oral and written form. Students need to participate in a discussion based upon good arguments that are related to the practice.</p> <p><u>Learning skills</u> Students learn to think in a strategic way. They are able to analyse a given situation, looking for alternatives and present a final solution to matters that are part of lean management.</p>
Inhalte des Moduls / Syllabus	<p>Introduction - Drivers, Opportunities & threats Plotting the course of the enterprise - Values / mission / vision / goals Success criteria - Profit Impact of Market Strategies, Role of quality Quality Management - Quality, time and costs, Quality: Deming, Juran, Crosby Focus area "Customers" - Customer satisfaction, Complaint management, Quality Function deployment Focus Area „Employees“ Focus Area „Suppliers“ Total Quality Management - "CIP", Kaizen Lean (Toyota Production System): "JiT", Jidoka Six Sigma: DMAIC Cycle</p>
Lehr- und Lernmethoden des Moduls	Lecture – Seminar Form, Group work with presentation, Case study

Modul-Nr./ Module-Code	BMSB4100
Modulbezeichnung / Module title	Innovation Management
Semester or Trimester	BMSB4110: 5 th BMSB4120: 6 th
Dauer des Moduls / Duration of the Module	2 semesters
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	BMSB4110: Innovation Management BMSB4120: Idea Generation & Assessment
Häufigkeit des Angebots des Moduls / The module is offered ...	BMSB4110: Annually (winter semester) BMSB4120: Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses

Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	Globalization and the related shorter life cycles require a more strategic approach to innovation management. Aspects of innovation management are vital for every organization and every student. The module helps the student to identify, analyze and implement product and service innovations in organizations. That is support by an understanding of creativity and business models in the context of innovation management.
Modulverantwortliche/r / Lecturer in charge:	Prof. Dr. Björn P. Jacobsen
Name der/des Hochschullehrer/s / Name of lecturer(s)	Prof. Dr. Björn P. Jacobsen
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	2 3
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written examination (1 hour)
	Oral presentation (20 minutes) with a documentation (2.500 words)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> Students understand the importance of successfully implementing product and process innovations. They learn how to take a systematic approach to innovation, from generating ideas to prototyping.</p> <p><u>Applying Knowledge & Understanding</u> Students will be required to identify and analyze product and service innovations in selected markets.</p> <p><u>Making judgments</u> Students learn to assess the relevance of innovations and their contribution to the success of the company.</p> <p><u>Communication</u> The results of the innovation identification and analysis are presented in written form.</p> <p><u>Learning skills</u> This module prepares students for a well-judged approach to all questions that are related to innovation. Also, they know how to initiate and handle innovations and can apply methods of innovation management in any given company</p>

Inhalte des Moduls / Syllabus	<p>BMSB4110: Definition and characteristics of innovation Triggers of innovation Objects of innovation Types and pace of innovation History of innovation Design Thinking (DT) background - Rationale, history, DT in practice DT elements: Basics, understand, observe, point of view, ideate, prototype, test DT tools - Tools in phases understand, observe, point of view, ideate, prototype, test</p> <p>BMSB4120: Creativity management: Background, routine of innovation and creativity, curiosity, creativity, risk-taking, collaboration</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Seminar elements, Slidecasts, Exercise, Quiz, Group Work, Presentation

Modul-Nr./ Module-Code	BMSB4200
Modulbezeichnung / Module title	Intercultural Management & Psychology
Semester or Trimester	6 th
Dauer des Moduls / Duration of the Module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls /If applicable: Sub-Modules	BMSB4210 Intercultural Management (Advanced)
	BMSB4220 Introduction to Psychology
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommended: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	This module provides students with an understanding of the complexity and dynamics of leadership and teamwork. Both the strategic thinking and the necessary tools, including communication and knowledge of the correct and corresponding motivational strategies to operate in an international environment as a successful leader, are transferable to all other functional teachings.
Modulverantwortliche/r / Lecturer in charge:	Prof. Dr. Björn P. Jacobsen
Name der/des Hochschullehrer/s / Name of lecturer(s)	Prof. Dr. Björn P. Jacobsen
	N.N.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtwockload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Written exam (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %

Qualifikationsziele des Moduls / Learning outcomes of the Modul

Knowledge & Understanding

Students understand the concept of effective leadership in an international context and its application and relevance to managing daily business. Also, they are capable of being a valuable team player in a multicultural team.

Furthermore, students acquire a basic understanding of the science of psychology, the different approaches developed throughout history, the interplay between reason and emotion, consciousness and subconsciousness, group and individual(s), human typology, psychological aspects of leadership, and the road and obstacles to peak performance.

Applying Knowledge & Understanding

The students learn how to address challenging situations, both from leadership and team member. Selected examples from different cultural backgrounds confront the students with specific intercultural thinking that enables them to react accordingly. They will form teams and provide them with a clear vision, mission, values and strategic goals.

Making judgments

Students will identify and analyse leadership styles and reflect on the strengths and weaknesses in the relevant context. They will be able to think in terms of value and transform it into a sustainable growth of a company value. Furthermore, they can give recommendations.

Moreover, the experiments carried out in class will ensure that students can obtain a first evaluation of the validity & usefulness of the theories discussed

Communication

Results of group work are presented in oral and written form. The students get prepared to answer relevant intercultural questions related to the topics.

Also, the results obtained are communicated in both oral presentations and readers

Learning skills

This module enables students to successfully lead intercultural teams as well as be valuable team members

	The module also prepares the students to understand themselves and others better, communicate more effectively, enhance their leadership skills, and achieve peak performance even in complex settings.
Inhalte des Moduls / Syllabus	BMSB4210: Management and Leadership - Management: Definitions, Philosophical Groundings, Behaviours and Styles Leadership Foundations - Leadership Styles, Successful Leadership, International Leadership Leadership in an International Context GLOBE Study, Insights from the GLOBE Study Teamwork - Definition, Team Building, Intercultural Challenges, Intercultural Team Building Motivation - Nature of Motivation, Content Theories, Process Theories, Motivation Applied
	BMSB4220: The reasons for human behaviour Social, behavioural & cognitive aspects - Physiological & neurobiological aspects History of Psychology Structuralism – Functionalism – Psychoanalysis – Behaviourism – Humanism – Gestalt – Existentialism – Cognitivism) Perception The senses – Consciousness – Subconsciousness – Subjective v. Objective Reasoning & Feeling Processing information – Memory – Intelligence - Motivation & Emotion Human Typology Achieving peak performance
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Seminars, Slidcasts, Exercise, Quiz, Group Work

Modul-Nr./ Module Code	BMSB4300
Modulbezeichnung / Module title	Future Management
Semester or Trimester	6 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommended: Successful completion of BMS foundation courses.
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	Above all, future management identifies and assesses early signals, trends and megatrends are vital for every organization - regardless of its size or industry focus. This module helps students to identify, analyze and assess relevant future developments. In addition, globalization and the related shorter life cycles require a more strategic approach

	to future Management, which this module meets.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Björn P. Jacobsen
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Björn P. Jacobsen
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen- setzung / Workload and its composition	150 hours (118 h self-study; 32 h contact time)
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Written Examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p>Knowledge & Understanding Students understand the importance of identifying and analyzing future developments to compete in a business environment characterized by ever shorter product life cycles. They acquire the competencies to identify, assess and apply trends in developing the service and/or product portfolio.</p> <p>Applying Knowledge & Understanding Students will be required to identify and analyze future developments in various industries. Results will be applied to a selected future management tool.</p> <p>Making judgments Students learn to assess the (ir)relevance of future developments and their potential contribution to the organisation's success.</p> <p>Communication The results of the trend identification and analysis are presented in written form.</p> <p>Learning skills This module prepares students for a well-judged approach to all questions related to future trends. In addition, they know how to identify and assess trends can apply methods of trend analysis in any given company</p>
Inhalte des Moduls / Syllabus	Background to Foresight - What and Why? The Foresight Process and Framework Foresight Methods and Tools: Overview, SWOT and Roadmapping Roadmapping: Standard Roadmap - Market, Product, Technology and Roadmapping
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Seminar; Slidecast, Exercise; Quiz, Group work; Presentation

Modul-Nr./ Code	BMSB4400
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Modulbezeichnung / Module title	International Management
Semester or Trimester	5 th or 6 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	Recommended: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	The module builds on capabilities acquired in earlier modules. It allows students to specialise in the topics dealt with and thus prepares them for further study.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Björn P. Jacobsen
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Depending on the module at the university abroad
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The thematic work in this module is based on leading academic and research sources in International Management.</p> <p><u>Applying Knowledge & Understanding</u> Students are required to devise and sustain arguments substantially.</p> <p><u>Making judgments</u> Building on the competence gained in their foundation courses. Students increasingly gather and interpret relevant data.</p> <p><u>Communication</u> Students impart their results both orally and in writing.</p> <p><u>Learning skills</u> The module prepares students for the more advanced work of further study.</p>
Inhalte des Moduls / Syllabus	Depending on the module at the university abroad
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Depending on the module at the university abroad

Specialisation area: Interntional Finance and Trade

Modul-Nr./ Module-Code	BMSB5000
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Modulbezeichnung / Module title	Valuation
Semester or Trimester	5 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other modules and degree courses	This module consists of two parts: Wealth Management and Mergers & Acquisitions and its valuation approaches. It provides an introduction of the M&A process and the pros and cons for companies doing M&A while also offering an in-depth understanding of the Discounted Cash Flow Analysis as a tool to value companies. Furthermore, it enables students to understand how wealth is managed and what techniques can be used for investment decisions. Therefore, the module offers a solid basis for a master in finance or asset management
Modulverantwortliche/r / Lecturer in charge of the module:	Prof. Dr. M. Scheibel
Name der/des Hochschullehrer/s / Name of lecturer	Prof. Dr. M. Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and their composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) and a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The students learn how to structure an M&A process and how to value companies. They also get an understanding of international capital markets, their chances and risks as place for financial investments, fundamental knowledge on portfolio theory and asset management.</p> <p><u>Applying Knowledge & Understanding</u> After an introduction into the theory and reality of the M&A process and Discounted Cash Flow valuation (which is deepened during the semester) the students develop their own M&A case by valuing a target company and estimating synergies with the buyer.</p>

	<p>After an ex cathedra, short introduction into the theory and reality of international capital markets, portfolio theory and asset management (which is deepened during the semester) the students build an own portfolio</p> <p><u>Making judgments</u> The students learn to evaluate different elements of the M&A process and the drivers which influence such a process. They learn about chances and risks of business combinations and how to value different companies.</p> <p>Students learn to use international capital markets for investing. They learn about chances and risks and how to compare and judge different assets or shares</p> <p><u>Communication</u> This subject is a mix of ex cathedra lecturing where the students are actively involved by questions and discussions as well as by seminars presenting and defending the results of their homework</p> <p><u>Learning skills</u> Prepare the students to use advanced valuation techniques and to be aware of the risks and chances of purchasing or selling companies as part of the strategy of companies</p> <p>This module enables the students to use the international capital markets either for financial investing in a non-financial company, a bank, fund manager or insurance company as well as for their private wealth management and retirement provision</p>
Inhalte des Moduls / Syllabus	<p>Introduction to Mergers & Acquisitions, the M&A process, business forecasting, valuation techniques – Discounted Cash Flow analysis, synergies</p> <p>Overview of capital markets, introduction to asset management, overview of company valuation based on comparable companies' analysis using multiples, earnings multiples, book value multiples, revenue multiples and sector-specific multiples</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures and seminars (case studies)

Modul-Nr./ Module Code	BMSB5100
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Modulbezeichnung / Module title	Economic Integration and MNEs
Semester / Trimester	5 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-module	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	It helps to deepen the understanding of strategic decisions and its economic rationales. Furthermore, this module provides necessary theoretical, methodological and practical skills needed for later studies in international business.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Dirk Engel
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Dirk Engel
Lehrsprache / Language of Instruction	English
Zahl der zugewiesenen ECTS-Punkte / Number of ECTS credits	5
Gesamtwahlleistung und ihre Zusammen-setzung / Workload and its composition	150 h (118 h self-study; 32 h contact time)
SWS / Semester per week	2
Art der Prüfung / Assessment methods	Written Examination (1,5 hours) with Application practice (30 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and understanding</u> The students will get knowledge in and able to deal with theories of foreign direct investment of multinational enterprises and its practical applications working on cases and empirical studies based on micro databases.</p> <p><u>Applying knowledge and understanding</u> Students will learn how to apply taught knowledge through gathering and processing information, comprehending management decisions in international business and articulating what they have discovered.</p> <p><u>Making judgments</u> Students learn to analyze management decision situations and are encouraged to devise and sustain arguments about certain investment decisions.</p> <p><u>Communication</u> Case studies as well as academic papers illustrating determinants and effects of</p>

	<p>investments abroad are discussed in the class.</p> <p><u>Learning skills</u> The module equips students with knowledge and practical skills for the demands of the international workplace in an MNE or for further study.</p>
Inhalte des Moduls / Syllabus	<p>The main purpose of this module is to provide students with a framework for making decisions related to investments abroad. Main topics are: Economic rationales for economic integration; Theories to foreign direct investment; MNEs' geographic scope; Parent company-subsidiary relationship; Economic effects of FDI</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lecture, seminaristic (discussion of scientific papers), presentation by students, control questions

Modul-Nr./ Module-Code	BMSB5200
Modulbezeichnung / Module title	Managing Value
Semester or Trimester	6 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The Module "Managing Value - Business Plan" builds on the knowledge acquired in previous studies in all relevant fields, ranging from research, planning, marketing, personnel, management, organization, to cost accounting and financing. By applying the acquired skills to a practical example, students are encouraged to see the interrelatedness and the interdependencies between all the subjects.
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Marcus Scheibel
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Marcus Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtwoad und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4

Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) and a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> By writing and modelling a professional business plan in a real-life scenario and presenting and defending it to a critical audience, previous theoretical knowledge should be transferred firmly to practical skills.</p> <p><u>Applying knowledge and understanding</u> Students have to come to terms with situations where they have to make decisions with limited resources and information but still plan a future path that leads to sound business development.</p> <p><u>Making judgements</u> Lectures, case studies, class discussions, projects</p> <p><u>Communication</u> Presenting and defending a business plan is an indispensable skill to be acquired in the course</p> <p><u>Learning skills</u> The course prepares students to make business decisions in a dynamic environment, by analyzing situations thoroughly, often on the basis of limited information, making sound decisions and implementing those in a competitive setting.</p>
Inhalte des Moduls / Syllabus	Financial Planning - Cost Accounting - Excel model - Interdependence of Income Statement, the Balance Sheet and the Cash Flow Statement.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures & seminars with practical exercises in the PC-Lab; case studies

Modul-Nr./ Module Code	BMSB5300
Modulbezeichnung / Module title	International Commercial Law and Dispute Resolution
Semester / Trimester	6 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-module	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommended: Successful completion of BMSB1400 Basics of Business Law BMSB2000 International Law

Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Other internationally orientated business, law or finance related degree programs
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. iur. Christian Piroutek, LL.M.
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. iur. Christian Piroutek, LL.M.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Punkte / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 h (118 h self-study; 32 h contact time)
SWS / Semester per week	2
Art der Prüfung / Assessment methods	Written examination (2 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and understanding</u> Students gain essential knowledge and understanding of the law and practice relating to conducting cross-border business in general and sales contracts in particular. In addition, students learn how to avoid and solve commercial disputes that may arise in this regard.</p> <p>After completing the course, students are in particular familiar with the basics of international private law (e.g. determining the applicable law to the contract), the United Nations Convention on Contracts for the International Sale of Goods ("CISG") and the UNIDROIT principles for commercial contracts.</p> <p>Furthermore, students obtain a strong conceptual understanding of the distinct systems of dispute resolution in the context of international commercial business activities, in particular mediation, arbitration or court litigation, with a focus on international commercial arbitration.</p> <p><u>Applying knowledge and understanding</u> Students are capable of applying their knowledge and understanding of commercial law and dispute resolution in case studies and group discussions on specific legal issues.</p> <p><u>Making judgments</u> Students are capable of using comparative legal materials and identifying, analysing and form their own opinions on legal implications in the context of cross border business and the main legal authorities that apply in this regard</p>

	<p><u>Communication</u> Students are enabled to communicate arguments and conclusions using basic legal methodology and core legal concepts by being actively involved in Q&A's, group exercises and discussions.</p> <p><u>Learning skills</u> Students are enabled to understand and apply basic legal concepts and authorities by using legal methodology in the context of international commercial law and dispute resolution. To this end, they get acquainted with (digital) tools for legal research and are able to independently identify and use the primary and secondary legal sources that apply in this regard.</p>
Inhalte des Moduls / Syllabus	<p>Nature and sources of international commercial law – Distinction between common law and civil law jurisdictions – Key risks associated with international trade and the challenges for international commercial law – Determination of the applicable law — Background, application and scope of the UNIDROIT principles and the CISG – Key provisions of the CISG including a comparison to national laws and regulations</p> <p>Comparison of different dispute resolution methods in the context of international commercial contracts, i.e. mediation, arbitration and litigation – Nature and sources of international commercial arbitration – The arbitration agreement – Powers and duties of the arbitral tribunal – Conduct of the arbitration – UNCITRAL and ICC Arbitration Rules – recognition and enforcement of arbitral awards – Key provisions of the New York Convention</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	The module is taught by a mixture of lectures and interactive sessions focusing on case studies including Q&A's, group exercises (e.g. mock trials) and discussions.

Modul-Nr./ Code	BMSB5400
Modulbezeichnung / Module title	International Finance and Trade
Semester or Trimester	5 th or 6 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester

Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	The module builds on capabilities acquired in earlier modules. It allows students to specialise in the topics dealt with and thus prepares them for further study.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Marcus Scheibel
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtwoad und ihre Zusammen-setzung / Workload and its composition	150 hours
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Depends on the module at the university abroad
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The thematic work in this module is based on leading academic and research sources in International Finance and Trade.</p> <p><u>Applying Knowledge & Understanding</u> Students are required to devise and sustain arguments substantially.</p> <p><u>Making judgments</u> Building on the competence gained in their foundation courses. Students increasingly gather and interpret relevant data.</p> <p><u>Communication</u> Students impart their results both orally and in writing.</p> <p><u>Learning skills</u> The module prepares students for the more advanced work of further study.</p>
Inhalte des Moduls / Syllabus	Depends on the module at the university abroad
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Depends on the module at the university abroad

Specialisation area: Markets and Communication

Modul-Nr./ Module-Code	BMSB6000
Modulbezeichnung / Module title	Marketing - Business Plan
Semester or Trimester	5 th
Dauer des Moduls / Duration of the module	1 semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)

Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of basic management courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The Module "Business Plan" builds on the knowledge acquired in previous studies in all relevant fields, ranging from research, planning, marketing, personnel, management, organization, to cost accounting and financing. By applying the acquired skills to a practical example, students are encouraged to see the interrelatedness and the interdependencies between all the subjects. Special emphasis is placed on theories practices in Europe and in the Baltic Sea region.
Modulverantwortliche/r / Lecturer in charge of the module	Prof. Dr. Axel Noack
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Axel Noack
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtwoad und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) with a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> By writing, and modelling a professional business plan in a real-life scenario and presenting and defending it to a critical audience, previous theoretical knowledge should be transferred firmly to practical skills.</p> <p><u>Applying knowledge and understanding</u> Students have to come to terms with situations where they have to make decisions with limited resources and information but still plan a future path that leads to sound business development.</p> <p><u>Making judgements</u> Lectures, case studies, class discussions, projects</p> <p><u>Communication</u> Presenting and defending a business plan is an indispensable skill to be acquired in the course</p> <p><u>Learning skills</u> The course prepares students to make business decisions in a dynamic</p>

	environment, by analyzing situations thoroughly, often on the basis of limited information, making sound decisions and implementing those in a competitive setting.
Inhalte des Moduls / Syllabus	Products and Services - Sustainable Competitive Advantage - Creating Customer Value - Market Analysis - Distribution Management – Communication Management - Pricing and Revenues – Cost accounting – Financing - Organization and Management.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Combination of lectures & seminars, (case studies, class discussions, projects.)

Modul-Nr./ Module-Code	BMSB6100
Modulbezeichnung / Module title	Intercultural Media Analysis
Semester or Trimester	5 th
Dauer des Moduls / Duration of the module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (winter semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Advertising and other communication media used by companies form an integral part of consumers lives. Understanding the processes is not only essential to sound business management. In an international business setting, it is also important to understand the influence of culture and other factors on communication decisions, and how these challenges can be dealt with in practice. Special emphasis is placed on theories practices in Europe and in the Baltic Sea region.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Axel Noack
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Axel Noack
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (118 h self-study; 32 h contact time)
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) and a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<u>Knowledge & Understanding:</u> Students are supplied with the necessary theoretical background to understand the processes involved in media decisions,

	<p>with a particular emphasis on how practical decisions are reached. On this basis, the influence of culture on company communications is analyzed. A suitable culture model is offered in order to reach a structured understanding of the challenges involved. By analyzing a particular country and writing a structured analysis, students gain a thorough understanding of how these challenges can be dealt with in practice.</p> <p><u>Applying knowledge and understanding</u> Lectures, case studies, class discussions</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about issues related to international communication management.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form</p> <p><u>Learning skills</u> The module provides essential skills needed to pursue further studies with a high level of confidence and autonomy</p>
Inhalte des Moduls / Syllabus	The media landscape in different countries – communication processes - political, economic, social, technological and legal influences - appealing to consumers - cultural influences - culture models - efficiency and effectiveness - global and local communication - strategic choices.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, project work

Modul-Nr./ Module-Code	BMSB6200
Modulbezeichnung / Module title	e-Marketing
Semester or Trimester	6 th
Dauer des Moduls / Duration of the module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is designed to provide students with a sound understanding of current marketing trends on the internet and selected other innovative forms (e.g. mobile

	marketing). Special emphasis is placed on theories practices in Europe and in the Baltic Sea region.
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammen-setzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) and a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> The module is designed to provide students with the necessary knowledge and skills in the field of electronic marketing to understand the current trends thoroughly and work effectively with them. Particular attention is paid to the practice of usability of internet portals and online advertising.</p> <p><u>Applying knowledge & understanding</u> Lectures, case studies, class discussions, projects</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about e marketing issues.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Syllabus	Basic forms of e-marketing – tech-nological developments – current developments – usability on the internet – online advertising – mobile marketing.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, projects.

Modul-Nr./ Module-Code	BMSB6300
Modulbezeichnung / Module	Social Media Marketing
Semester or Trimester	6 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-

Häufigkeit des Angebots des Moduls / The Module is offered	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	Social media have quickly become an essential part of peoples´ lives, and companies can use this new channel to communicate in new comprehensive ways with customers and other target groups. Understanding the theoretical background and the processes involved enables students to effectively use social media as part of a complete communication mix. Knowing how social media activities and their performance can be monitored, analysed and measured enables the students to devise and apply social media strategies in an effective, goal-directed manner. Special emphasis is placed on theories practices in Europe and in the Baltic Sea region.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Axel Noack
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Axel Noack
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtwoad und ihre Zusammensetzung / Workload and its composition	150 hours (118 h self-study; 32 h contact time)
SWS / Semester periods per week	2
Art der Prüfung (Voraussetzung für die Vergabe von Leistungspunkten) / Assessment methods (Requirements for awarding credit points)	Project work with documentation (6.000 Words) and a presentation (20 Minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding:</u> Students are given the opportunity to study the necessary theoretical background and understand the processes involved in designing and implementing social media strategies. On this basis, the role of social media as part of the communication mix is analysed.</p> <p><u>Applying knowledge and understanding</u> In lectures, case studies, class discussions and group project work, students learn to apply the introduced concepts, methods and instruments to problems from practice.</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about issues related to social media strategies and their effective implementation.</p> <p><u>Communication</u></p>

	Students are expected to present their arguments independently in written and oral form. <u>Learning skills</u> The module provides essential skills for pursuing further studies in the field with a high level of confidence and autonomy.
Inhalte des Moduls / Syllabus	Social media networks, technological background, social media strategies, social media marketing, social media relations, networking, recruitment, social media monitoring
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, project work

Modul-Nr./ Code	BMSB6400
Modulbezeichnung / Module title	International Markets and Communication
Semester or Trimester	5 th or 6 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	The module builds on capabilities acquired in earlier modules. It allows students to specialise in the topics dealt with and thus prepares them for further study.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Axel Noack
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5
Gesamtwockload und ihre Zusammen-setzung / Workload and its composition	150 hours
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Depends on the module at the university abroad
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The thematic work in this module is based on leading academic and research sources in International Markets and Communication.</p> <p><u>Applying Knowledge & Understanding</u> Students are required to devise and sustain arguments substantially.</p> <p><u>Making judgments</u> Building on the competence gained in their foundation courses. Students increasingly gather and interpret relevant data.</p>

	<u>Communication</u> Students impart their results both orally and in writing. <u>Learning skills</u> The module prepares students for the more advanced work of further study.
Inhalte des Moduls / Syllabus	Depends on the module at the university abroad
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Depends on the module at the university abroad

Specialisation area: German Business

Modul-Nr./ Module-Code	BMSB7000
Modulbezeichnung / Module title	Betriebswirtschaftliche Steuerlehre I
Semester / Trimester	5.
Dauer des Moduls / Duration of the module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered	Jährlich (Wintersemester)
Zugangsvoraussetzungen / Prerequisites for attending	Keine (Das Modul ist grundlegend und kann daher ohne spezielle Zugangsvoraussetzungen besucht werden)
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Dieses Modul befähigt die Studierenden zum Verständnis des steuerrechtlichen Rahmens im Unternehmensbereich
Lehrsprache / Language of Instruction	Deutsch
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Beate Sieven
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Ulrich Niehus Prof. Dr. Beate Sieven
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 Stunden (86 h Selbststudium; 64 h Kontaktzeit)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Klausur 2 Stunden
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<u>Wissen und Verstehen:</u> Vermittlung von Wissen auf dem Gebiet der Unternehmensbesteuerung, insb. zur Einkommen-, Gewerbe- und Umsatzsteuer. Erkennen von Interdependenzen zwischen der Unternehmensbesteuerung und weiteren betriebswirtschaftlichen Fächern, insb. der Bilanzierung und der Finanzierung, aber auch zur Rechtswissenschaft, hier insb. zum Gesellschaftsrecht. <u>Anwenden von Wissen und Verstehen:</u>

	<p>Die Studierenden wenden alle steuerlichen Themen in Übungsaufgaben an und beweisen ihr Verständnis an realen Fallstudien.</p> <p><u>Beurteilungen abgeben:</u> Die Studierenden lernen, steuerliche Situationen zu analysieren, und entwickeln ihre Fähigkeiten und Kenntnisse in der Unternehmensbesteuerung.</p> <p><u>Kommunikation</u> Die Ergebnisse der Fallbeispiele werden in der Vorlesung analysiert und diskutiert. Ferner schreiben die Studierenden eine schriftliche Prüfung am Ende des Semesters.</p> <p><u>Lernstrategien:</u> Studierende können steuerliche Rechtsquellen sowie die Fachliteratur lesen und verstehen. Ferner kennen sie die Methoden, um steuerliche Sachverhalte zu subsumieren.</p>
Inhalte des Moduls / Syllabus	Grundlagen der Steuerarten Einkommensteuer, Gewerbesteuer und Umsatzsteuer
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesungen mit Gruppenarbeit, Fallstudien und Übungen

Modul-Nr./ Module-Code	BMSB7100
Modulbezeichnung / Module title	Betriebswirtschaftliche Steuerlehre II
Semester / Trimester	6.
Dauer des Moduls / Duration of the module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered	Jährlich (Sommersemester)
Zugangsvoraussetzungen / Prerequisites for attending	Keine
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Dieses Modul befähigt die Studierenden zum Verständnis internationaler Steuerlehre und zur Besteuerung der Kapitalgesellschaften. Es vertieft die Kenntnisse und Fähigkeiten der Studierenden aus weiteren Kursen und wirtschaftswissenschaftlichen Studiengängen
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Dr. Beate Sieven
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Beate Sieven
Lehrsprache / Language of Instruction	Deutsch

Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 Stunden (86 h Selbststudium; 64 h Kontaktzeit)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Klausur 2 Stunden
Gewichtung der Note in der Gesamtnote / Weight in final grade	4%
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Wissen und Verstehen:</u> Die Studierenden bekommen einen Einblick in Mechanismen der internationalen Unternehmensbesteuerung grenzüberschreitender Aktivitäten sowie der laufenden Körperschaftsbesteuerung.</p> <p><u>Anwenden von Wissen und Verstehen:</u> Die Studierenden wenden alle steuerlichen Themen in Übungsaufgaben an und beweisen ihr Verständnis an realen Fallstudien.</p> <p><u>Beurteilungen abgeben:</u> Die Studierenden lernen, steuerliche Situationen zu analysieren und vertiefen ihre bisherigen Fähigkeiten und Kenntnisse in der Steuerlehre.</p> <p><u>Kommunikation</u> Die Ergebnisse der Fallbeispiele werden in der Vorlesung analysiert und diskutiert. Ferner schreiben die Studierenden eine schriftliche Prüfung am Ende des Semesters.</p> <p><u>Lernstrategien:</u> Studierende können steuerliche Rechtsquellen sowie die diesbezügliche Fachliteratur lesen und auswerten. Darüber hinaus erkennen sie die systemtragenden Grundsätze und sind in der Lage, die gegenwärtige Rechtslage vor diesem Hintergrund einer kritischen Würdigung zu unterziehen.</p>
Inhalte des Moduls / Syllabus	<p>Internationales Steuerrecht: unilaterale Maßnahmen zur Vermeidung der Doppelbesteuerung, Behandlung ausländischer Einkünfte im EStG und KStG, Doppelbesteuerungsabkommen, Einkünfteabgrenzung bei grenzüberschreitenden Sachverhalten</p> <p>Besteuerung von Kapitalgesellschaften I: periodische, laufende Besteuerungssachverhalte von Kapitalgesellschaften, Behandlung und Vertiefung der Körperschaftsbesteuerung, insbesondere verdeckte Gewinnausschüttungen /</p>

	Einlagen, abziehbare/nicht abziehbare Aufwendungen sowie Besonderheiten bei Verlusten
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesungen mit Gruppenarbeit, aktuelle Fallstudien

Modul-Nr./ Module Code	BMSB7200
Modulbezeichnung / Module title	Wirtschaftsrecht I
Semester oder Trimester	5. Semester
Dauer des Moduls / Duration of the Module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Submodules	-
Häufigkeit des Angebots des Moduls: / The module is offered:...	Jährlich (jedes Wintersemester)
Zugangsvoraussetzungen / Prerequisites for attending	Keine
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Verwendbar für andere wirtschaftswissenschaftliche Studiengänge
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Claudia Danker
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Claudia Danker
Lehrsprache / Language of Instruction	Deutsch
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 Stunden (86 h Selbststudium; 64 h Kontaktzeit)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Klausur (2 Stunden)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p>Zusammen mit WINFB3100</p> <p><u>Wissen und Verstehen:</u> Vermittlung von Grundlagenwissen über das Wirtschaftsrecht und über das Funktionieren des Rechtssystems in Deutschland und in der EU; Studenten entwickeln die Fähigkeit, einfach gestaltete Sachverhalte einer der juristischen Methodenlehre entsprechenden Lösung zuzuführen.</p> <p><u>Anwendung von Wissen und Verstehen:</u> Lernen und Anwenden juristischer Methodik bei ausgewählten, einfach gestalteten Sachverhalten auf den Gebieten des Wirtschaftsrechts</p> <p><u>Beurteilungen abgeben:</u> Studenten lernen Sachverhalte des Wirtschaftslebens detailgenau zu analysieren und hierauf aufbauend</p>

	<p>verschiedene juristische Sichtweisen auf Basis des geltenden Rechts zu entwickeln</p> <p><u>Kommunikation:</u></p> <p>Fälle und Lösungsansätze werden unter Anleitung diskutiert und schließlich auch formuliert. Dabei werden oftmals verschiedene vertretbare Lösungswege aufgezeigt.</p> <p><u>Lernstrategien:</u></p> <p>Studenten lernen mit Gesetzessammlungen und Nachschlagewerken umzugehen. Sie erwerben die Erfordernisse und juristische Herangehensweise für spätere juristische Lehrveranstaltungen</p>
Inhalte des Moduls / Syllabus	Methoden der Rechtsanwendung – Verfassungs- und europarechtliche Grundlagen – Wirtschaftsverwaltungsrecht mit den Grundlagen des Verwaltungsrechts, insb. Gewerberecht – Subventions- und europäisches Beihilferecht
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesung und Übung

Modul-Nr./ Module Code	BMSB7300
Modulbezeichnung / Module title	Wirtschaftsrecht II
Semester oder Trimester	6. Semester
Dauer des Moduls / Duration of the Module	1 Semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Type of module (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Submodules	-
Häufigkeit des Angebots des Moduls: / The module is offered:...	Jährlich (jedes Sommersemester)
Zugangsvoraussetzungen / Prerequisites for attending	-
Verwendbarkeit des Moduls für andere Studiengänge / Applicability of the module for other module and degree courses	Verwendbar für alle Studiengänge mit VWL- und BWL-Basisveranstaltungen
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Claudia Danker
Name der/des Hochschullehrer/s / Name of the lecturer	Prof. Dr. Claudia Danker Prof. Dr. Christian Piroutek, LL.M.
Lehrsprache / Language of Instruction	Deutsch
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 Stunden (86 h Selbststudium; 64 h Kontaktzeit)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Klausur (2 Stunden)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	Zusammen mit BWLB4610

	<p>Generelles Qualifikationsziel ist es, die Studierenden in vertiefte wirtschaftsrechtliche Fallkonstellationen einzuführen innerhalb derer sich Unternehmen bewegen. Sie sollen in die Lage versetzt werden, aufbauend auf ihren Kenntnissen, Lösungen innerhalb der verschiedenen Bereiche des öffentlichen und privaten Wirtschaftsrechts zu finden und praxisorientiert nach Vor- und Nachteilen zu bewerten.</p> <p>Nach dem Besuch der Lehrveranstaltungen verfügen die Studierenden über folgende Fähigkeiten:</p> <p><u>Wissen und Verstehen:</u> Wirtschaftsverwaltungsrecht mit den Grundlagen des Verwaltungsrechts, Einstieg in das Wirtschaftsverwaltungsrecht, insb. Gewerberecht.</p> <p>Darüber hinaus wird Grundlagenwissen zu den wirtschaftlich relevanten Vertragstypen, insbesondere Kauf-, Miet-, Dienst- und Werkverträge, und deren Gestaltung in der Praxis vermittelt.</p> <p><u>Anwenden von Wissen und Verstehen:</u> Lernen und Anwenden juristischer Methodik anhand ausgewählter praxisnaher Fallbeispiele. Die Studierenden wenden hierbei die erworbenen Kenntnisse und Fähigkeiten unter Entwicklung eigener rechtlicher Einordnungen und Beurteilungen an.</p> <p><u>Beurteilungen abgeben:</u> Wissenschaftliche Auseinandersetzung mit ausgewählten Problembereichen der Rechtswissenschaft. Die Studierenden bewerten verschiedene tatsächliche Konstellationen auf juristischen Grundlagen.</p> <p><u>Kommunikation:</u> Studierende lernen in theoretischen und praktischen Übungen, Ergebnisse in rechtsgutachterlicher Weise darzustellen, zu kommunizieren und zu verteidigen.</p> <p><u>Lernstrategien:</u> Die Studierenden erwerben ein vertieftes Verständnis des juristischen Denkens bei der Beurteilung wirtschaftsrechtlicher</p>
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	<p>Fragestellungen. Sie sind fähig, ihr erworbenes rechtswissenschaftliches Grundlagen- und Spezialwissen auf konkrete Fallgestaltungen anzuwenden und gutachterlich aufzubereiten. Die Erarbeitung von juristischen Lösungen erfolgt eigenständig und im Team. Dies ermöglicht eine vertiefte argumentative Auseinandersetzung mit juristischen Fallkonstellationen.</p> <p>Darüber hinaus werden die Studierenden befähigt, eigenständig spezifische juristische Recherchertools zu nutzen.</p>
Inhalte des Moduls / Syllabus	<p>Öffentliches Wirtschaftsrecht II</p> <p>Wirtschaftsverwaltungsrecht mit den Grundlagen des Verwaltungsrechts, Einstieg in das Wirtschaftsverwaltungsrecht, insb. Gewerberecht.</p> <p>Wirtschaftsprivatrecht II</p> <p>Vertiefung des Rechts vertraglicher Schuldverhältnisse, insbesondere zu Kauf-, Miet-, Dienst- und Werkverträgen sowie Grundlagen zum Verbrauchsgüterkauf und zu Allgemeinen Geschäftsbedingungen (AGB); Einführung in die Praxis der Vertragsgestaltung</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Vorlesung mit Fallstudien und Übungen

Modul-Nr./ Code	BMSB7400
Modulbezeichnung / Module title	International German Business
Semester or Trimester	5 th or 6 th
Dauer des Moduls / Duration of the Module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Submodules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Each semester
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other module and degree courses	The module builds on capabilities acquired in earlier modules. It allows students to specialise in the topics dealt with and thus prepares them for further study.
Modulverantwortliche/r / Lecturer in charge	Prof. Dr. Claudia Danker
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Credits / Number of ECTS-Credits	5

Gesamtwoad und ihre Zusammen-setzung / Workload and its composition	150 hours
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods	Depends on the module at the university abroad
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge & Understanding</u> The thematic work in this module is based on leading academic and research sources in International German Business.</p> <p><u>Applying Knowledge & Understanding</u> Students are required to devise and sustain arguments substantially.</p> <p><u>Making judgments</u> Building on the competence gained their foundation courses. Students increasingly gather and interpret relevant data.</p> <p><u>Communication</u> Students impart their results both orally and in writing.</p> <p><u>Learning skills</u> The module prepares students for the more advanced work of further study.</p>
Inhalte des Moduls / Syllabus	Depends on the module at the university abroad
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Depends on the module at the university abroad

Section III: Final Provisions

§ 9 Interim Regulations

- (1) These Study Regulations apply to all students who are subject to the Subject-Specific Examination Regulations of UAS Stralsund's bachelor's degree course International Management Studies in the Baltic Sea Region (BMS) of 9th May 2022 as amended by the first amendment of 13th December 2023.
- (3) For students who started their studies in the Bachelor's program International Management Studies in the Baltic Sea Region (BMS) before the winter semester 2024/2025, the study regulations for the Bachelor's program International Management Studies in the Baltic Sea Region (BMS) at Stralsund University of Applied Sciences dated June 21, 2017, as amended by the third amendment to the study regulations dated June 19, 2020, shall continue to apply, but no longer than until August 31, 2032.

§ 10 Entry into Force

(1) The Study Regulations enter into force on the day after they are made available to members of the university via publication on the website.

(2) The Study Regulations for the degree course International Management Studies in the Baltic Sea Region (BMS) at UAS Stralsund of 21 Juni 2021 cease to have effect on the entry into force of these Study Regulations.

Issued on the basis of the resolution made by the Senate of AUS Stralsund of 26th April 2022 and following approval from the Rector of 9th May 2022.

Stralsund, 9th May 2022

**The Rector of
Stralsund University of
Applied Sciences
Prof. Dr.-Ing. Petra Maier**

Publication note:

These statutes were published on UAS's Stralsund's website on 10th May 2022.

Appendices

Appendix I – Internship Guidelines (INITIAL INTERNSHIP NOT APPLICABLE)

Internship Semester

Table of Contents:

1. Introduction
2. Scope and Degree-Course Specific Contents of the Internship Semester
 - 2.1. Scope
 - 2.2. Degree-Course Specific Contents
3. Registration and Recognition of the Internship Semester
4. Selection of Internship Placement
5. Admission to Internship Semester
6. Legal and Social Status of the Students
 - 6.1. Legal Status
 - 6.2. Payment
 - 6.3. Insurance/Liability
 - 6.4. Intern Contract
7. Supervision of Students
8. Completing Internship Semesters Abroad

1. Introduction

The bachelor's degree course includes an internship semester. The goal of the internship semester is to apply the knowledge gained during studies to work situations and/or to gain subject-specific skills and knowledge, as well as to be introduced to subject-specific work practice and common tasks from the future field of profession.

The internship semester in the degree course International Management Studies in the Baltic Sea Region (BMS) at UAS Stralsund is usually completed in the seventh subject semester.

The internship semester should introduce students to their future field of profession.

The students are responsible for organising the internship semester themselves. UAS Stralsund supports the students with the organisation of their internship and advises them with regard to their choice of internship company.

2. Scope and Degree-Course Specific Contents of the Internship Semester

2.1. Scope

The internship semester covers a continuous internship period of at least 21 weeks. In general, periods of absence must be made up for. If the internship objective is not affected by the absence, it is not necessary for the absence to be made up for if it can be proven that the student is not responsible for his/her absence (e.g. illness, company closure, military manoeuvres) and the absence did not exceed a total of 6 working days.

The internship company must give the students an introduction to the tasks they are expected to complete, bordering areas and broader contexts. It would be desirable for them to take part in team meetings regarding their field of work and provide them with an insight into related fields of work at the company.

The tasks expected of the student should be compatible with the student's subject knowledge and length of internship, correspond with the level of training and be in accordance with the objectives of the internship semester. It is recommended that the tasks should be structured and that the tasks expected are updated according to their progress and the current limiting conditions.

2.2. Degree-Course Specific Contents

The following aspects describe the expected content of the internship semester:

During their internship semester, students should work independently or in a team under expert leadership on tasks that belong to typical fields for graduates of the degree course International Management Studies in the Baltic Sea Region (BMS).

The contents of the internship semester should be planned in such a way that topics related to the contents of the degree course can be considered using an appropriate amount of practice and theory.

If possible, the internship should take place abroad and in businesses or organisations that have business ties to the Baltic Sea Region.

3. Registration and Recognition of the Internship Semester

Before beginning their internships, the students must register their internship semester with the Internship Officer responsible for internship semesters for their degree course. This person will decide whether the internship placement will be recognised.

The internship semester shall be recognised as 'successfully completed' or not recognised as 'not successfully completed'.

The respective subject representative shall make this decision and grant recognition in agreement with the Internship Officer. The decision regarding recognition must be made by the end of the semester in which the follow-up courses take place. The students will be informed of the result.

Recognition is granted:

- on the basis of the internship reports produced by the students,
- in accordance with the activity reports provided by the internship companies.

If at all possible, the internship report shall be completed by the students during their internships. The correctness of the report shall be checked and signed by the internship company and it must then be submitted to the respective subject representative within two weeks after the end of the internship. The report should be at least 10 A4 pages long. In particular, the report should name the tasks that were given to the students and describe important work results. The report must provide details of the length of time it took to complete the tasks and the departments at the company for which the work was done. Further stipulations regarding the format and contents of the internship report can be agreed between the internship company and the supervising subject representative.

The activity report (see appendix) must be completed by the internship company and describes the kind and duration of tasks during the individual stages of the internship. If there have been periods of absence during the internship semester, the supervising subject representative at UAS Stralsund will decide in consultation with the internship supervisor at the internship company whether the absence will affect the recognition of the internship semester.

If the Faculty initially refuses to recognise the internship semester, it stipulates under which circumstances recognition could be granted.

4. Selection of Internship Placement

The internship semester must be completed outside of the university; at a company, an authority or institution (internship company).

The internship company shall make sure that the internship shall deal with aspects that are relevant to the degree course. The tasks of the internship semester have to complement the study contents in a useful manner or be appropriately related to the study contents.

The students are required to search for their own internship position. They apply for a suitable position as an intern. The students must provide details about the internship position to the Internship Officer at UAS Stralsund's respective faculty, who must grant approval prior to the commencement of the internship semester.

If students fail to gain a position as an intern at the internship companies that they have applied to, UAS Stralsund will support them in their search for an internship by naming internship companies that have previously been willing to take on students.

5. Admission to the Internship Semester

Admission to the internship semester is only granted for students who are able to prove they have already gained 60 ECTS credits.

6. Legal and Social Status of the Students

6.1. Legal Status

Unless otherwise stated in the University's *Grundordnung* (Basic Regulations), during the internship semester, students remain enrolled as regular university students with all corresponding rights and obligations.

6.2. Payment

Students doing an internship semester have no legal entitlement to payment. However, as students are required to have gained certain study achievements in order to gain admission to the internship semester, it can be expected that the students are in a position to perform a good standard of work, and therefore efforts should be made to setup agreements with the internship company about appropriate remuneration.

6.3. Insurance/Liability

During the internship semester, students are covered for work accidents by the trade association responsible for the internship company. The provisions of student health insurance in accordance with § 5(1)(10) SGB V also apply for students doing an internship semester.

However, in accordance with court rulings from the Federal Social Court, students are not required to pay into mandatory health, pension and unemployment insurances for employees (court ruling from the Federal Social Court of 17 December 1980, Ref.: 12 RK 10/79).

It is recommended that students take out liability insurance, if not already required by the internship company or the liability risk is not covered by the internship company's insurance.

6.4. Intern Contract

A contract signed by the student and the internship company shall form the legally binding basis for the internship relationship for the duration of the internship semester. This internship contract must be signed by the corresponding Internship Officer prior to the start of the internship semester.

The contract should make provisions for the following points:

a) Obligations of the internship company:

- to train the students in accordance with these guidelines for the internship semester for the agreed duration of the internship,
- to instruct the students with regard to valid regulations, in particular work regulations and health and safety regulations, as well as the provisions pertaining to confidentiality and secrecy,
- to allow the member of staff from UAS Stralsund overlooking the subject-specific aspects, to supervise the students,
- if applicable, to grant students leave to take examinations at the University,
- to provide the students with written proof of the kind and duration of the individual tasks,
- to check and sign the internship report that must be written by the students,
- to allow students to make up for periods of absence in accordance with 2.1,

b) Obligations of the student:

- to take advantage of the training opportunities on offer,
- to carry out the tasks stipulated in the contract with due care,
- to obey orders from the internship company and persons commissioned by the internship company,
- to observe the valid regulations, in particular work regulations and health and safety regulations, as well as the provisions pertaining to confidentiality and secrecy,
- to write an internship report,
- to inform the internship company immediately of any absence and, if the absence is due to illness, to submit a doctor's certificate by the 3rd day of illness.

c) Issues regarding the students' insurance cover

d) The possibility of termination prior to the agreed length of contract

It is possible for special provisions to be made between the internship company and the students.

The following persons will be named in the internship contract:

- the internship supervisor at the internship company,
- the relevant Internship Officer at UAS Stralsund, and
- the subject representative supervising the subject aspects.

The enclosed contract (see appendix) should be used for completing the contract. Deviations from the contract must be checked by the Internship Officer and countersigned on approval.

7. Supervision of Students

An internship supervisor shall be named by the respective internship company, who shall plan the course of the internship semester with the students and supervise them during their internship at the company.

Students will also be supervised by the named subject representative at UAS Stralsund with regard to subject and organisational aspects. This person is also the contact person for the internship company for any issues regarding the internship semester.

8. Completing Internship Semesters Abroad

The realisation of the internship semester at private and public companies and institutions abroad is desirable if they are able to teach the knowledge and skills that correspond with the internship semester's objective. Apart from students contacting companies independently, support can also be requested from corresponding companies via submission of a request to the International Affairs Officer at UAS Stralsund.

Appendix II – Activity Report

Mr./Ms. _____

Born on _____ in _____

Residential address:

was employed as a university intern from _____ to _____

for practical training in the following areas:

from	to	weeks	type of employment

Total number of weeks:

Days of absence during employment _____, of which _____ days were due to illness, _____ day due to other absence.

The internship report was written by the students and has been approved for submission to UAS Stralsund.

(company stamp and signature)

Appendix III – Intern Contract

The following

CONTRACT

is concluded between _____
- hereinafter internship company -

(name, address, telephone no. etc.)

and

Mr./Ms. _____

Born on _____ in _____

Residential address _____

Student at UAS Stralsund

on the degree course _____

at the Faculty of _____

- hereinafter student -.

§ 1 General Information

The student is completing an internship semester as part of the above-named degree course. The Internship Guidelines, Part 2: Internship Semester is a component of this contract.

§ 2 Student Tasks

The following tasks are planned for the student:

§ 3 Obligations of the Contract Parties

(1) The internship company is obliged to

1. train the student during the period from _____ to _____ (= a minimum of 20 weeks) for the internship semester pursuant to the provisions named in § 1 and, furthermore, to allow him/her to make up for possible periods of absence,
2. grant the student leave to take examinations at the University,
3. check and sign the internship report that must be written by the student,
4. issue the student with a professional reference on request,
5. provide the student with written proof of the kind and duration of the individual tasks,
6. allow the subject representative from UAS Stralsund to supervise the student,
7. instruct the student with regard to valid regulations, in particular work regulations and health and safety regulations, as well as the provisions pertaining to confidentiality and secrecy.

(2) The student is obliged to behave accordingly for the purpose of his/her training, in particular

1. to take advantage of the training opportunities on offer,
2. to carry out the tasks stipulated in the guidelines with due care,
3. to obey orders from the internship company and person commissioned by the internship company to supervise the internship,
4. to observe the valid regulations, in particular work regulations and health and safety regulations, as well as the provisions pertaining to confidentiality and secrecy,
5. to write an internship report,
6. to inform the internship company immediately of any absence and, if the absence is due to illness, to submit a doctor's certificate by the third day of illness.

§ 4 Reimbursement of Expenses and Payment Entitlement

§ 5 Internship Supervisor

The internship company appoints Mr./Ms. _____ as the internship supervisor of the student. The supervisor is both contact person for the student and the subject representative from UAS Stralsund for all questions related to this employment contract.

§ 6 Insurance Cover / Liability

(1) By operation of law, during the internship semester, students are covered for work accidents by the trade association responsible for the internship company. In the event of an insurance claim, the internship company will provide UAS Stralsund with a copy of the accident notice for information purposes.

(2) If required by the internship company, the student must prove that s/he has valid liability insurance that covers the duration and the contents of the internship contract.

§ 7 Early Termination of Contract

The contract can be terminated or cancelled due to an important reason at any time and without notice.

The contract is terminated via written declaration from one of the parties addressed to the other contract party, after prior consultation with the respective subject representative.

§ 8 Copies of this Contract

Three identical copies of this contract must be signed. Both contract parties and UAS Stralsund each receive a copy.

§ 9 Other Arrangements

(place and date)

(place and date)

Internship company:

Student:

(signature)

(signature)

UAS Stralsund agrees to cooperate with the internship company in all matters related to the realisation of the internship. In accordance with § 5 of this contract, UAS Stralsund names Mr./Ms. _____
(Internship Officer)

as the contact for the internship supervisor at the internship company for all organisational matters.

The Faculty names Mr./Ms. _____

as the subject representative at UAS Stralsund.

UAS Stralsund will inform the internship company about all matters related to the realisation of the internship and any changes to the Internship Guidelines during the internship period shall only be made after prior consultation with the internship company.

(place and date)

Internship Officer at the above-mentioned
faculty

Appendix IV – Course Schedule

Curriculum International Management Studies in the Baltic Sea Region (BMS) - Bachelor of Arts valid as of WS2024/2025												
Module-Code	Subjects	Semester	Lecturer	Exam	1	2	3	4	5	6	7	8
					SWS/CP	SWS/CP	SWS/CP	SWS/CP	SWS/CP	SWS/CP	SWS/CP	SWS/CP
BMSB1000	Introduction to Business Management		Noack	K1+EA	4 / 5							
BMSB1100	Introduction to Intercultural Management		Jacobsen	K1,5+EA	4 / 5							
BMSB1200	Academic Core Competencies		Loebnitz	Dok.+Präs.	4 / 5							
BMSB1300	Accounting		Scheibel	K2	4 / 5							
BMSB1400	Basics of Business Law		Piroutek	K2	4 / 5							
BMSB1500	2nd Foreign Language I (A1 of CEFR)			K2	4 / 5							
BMSB1510	German as a Foreign Language I (A1)											
BMSB1520	Norwegian I (A1)											
BMSB1530	Polish I (A1)											
BMSB1540	Russian I (A1)											
BMSB1550	Swedish I (A1)											
BMSB1600	Principles of Economics		Murphy	K2		4 / 5						
BMSB1700	Introduction to Logistics & Supply Chain Management		Murphy	K2		4 / 5						
BMSB1800	Mathematics and Data Literacy		Wosnitza	K1+ÜS		4 / 5						
BMSB1900	Project Management		Jacobsen	K1,5+EA		4 / 5						
BMSB2000	International Law		LA Burke / Danker	K1+EA		4 / 5						
BMSB2100	2nd Foreign Language II (A1+ / A2 of CEFR)			K2		4 / 5						
BMSB2110	German as a Foreign Language II (A2)											
BMSB2120	Norwegian II (A2)											
BMSB2130	Polish II (A2)											
BMSB2140	Russian II (A1+)											
BMSB2150	Swedish II (A2)											
BMSB2200	Corporate Finance		Scheibel	K2			4 / 5					
BMSB2300	International Financial Markets and Institutions		Scheibel	K1+EA			4 / 5					
BMSB2400	Sustainability Management		Murphy	K1,5+EA			4 / 5					
BMSB2500	SAP Business Computing		Verbarg	PA			4 / 5					
BMSB2600	Analytical Statistics		Szepannek	K2			4 / 5					
BMSB2700	2nd Foreign Language III (A2 / B1 of CEFR)			K2+MP			4 / 5					
BMSB2710	German as a Foreign Language III (B1)											
BMSB2720	Norwegian III (B1)											
BMSB2730	Polish III (A2)											
BMSB2740	Russian III (A2)											
BMSB2750	Swedish III (B1)											
BMSB2800	Comparative Country Studies in the Baltic Sea Region		Murphy	K1+EA				4 / 5				
BMSB2900	International Risk Management		Scheibel	K1+EA				4 / 5				
BMSB3000	Human Resources Management		N.N.	K2				4 / 5				
BMSB3100	Principles of International Marketing		Noack	PA				4 / 5				
BMSB3200	Introduction to Trade		Murphy	K2				4 / 5				
BMSB3300	2nd Foreign Language IV (A2+ / B1+ of CEFR)			K2+MP				4 / 5				
BMSB3310	German as a Foreign Language IV (B1+)											
BMSB3320	Norwegian IV (B1+)											
BMSB3330	Polish IV (A2+)											
BMSB3340	Russian IV (A2+)											
BMSB3350	Swedish IV (B1+)											
	Majors in semester 5								30			
	Majors in semester 6									30		
BMSB3500	Internship Evaluation			Report							2 / 2	
BMSB3600	Practical Insights into International Business (Excursion)		All BMS's lecturer	PA								2 / 5
BMSB3700	Applied Project Management		All BMS's lecturer	PA								2 / 5
BMSB3800	Scientific Circle for Bachelor Thesis			Dok.								5
BMSB3900	Bachelor Thesis											
BMSB3910	Written Bachelor Thesis											12
BMSB3920	Colloquium											3
	ECTS per semester				30	30	30	30	30	30	30	30
	Contact hours per week				24	24	24	24				
Majors (electives) to choose in semesters 5 or 6												
		Semester							5.	6.		
									SWS/CP	SWS/CP		
BMSB4000	Lean Management		Murphy	K1,5+EA					2 / 5			
BMSB4100	Innovation Management		Jacobsen									
BMSB4110	Innovation Management			K1					2 / 2			
BMSB4120	Idea Generation & Assessment			MP + Dok.						2 / 3		
BMSB4200	Intercultural Management & Psychology			K2								
BMSB4210	Intercultural Management (Advanced)		Jacobsen							4 / 5		
BMSB4220	Introduction to Psychology		WS3 / LA									
BMSB4300	Future Management		Jacobsen	K1+EA						2 / 5		
BMSB4400	International Management		Worldwide *						5	5		
International Finance and Trade												
BMSB5000	Valuation		Scheibel	PA					4 / 5			
BMSB5100	Economic Integration and MNEs		Engel	K1,5+EA					2 / 5			

BMSB3400 INTERNSHIP SEMESTER - 28 ECTS-Points

BACHELOR-THESIS (9 WEEKS)

BMSB5200	Managing Value	Scheibel	PA			4 / 5	
BMSB5300	International Commercial Law and Dispute Resolution	Piroutek	K2			2 / 5	
BMSB5400	International Finance and Trade	Worldwide *				5	5
Markets and Communication							
BMSB6000	Marketing - Business Plan	Noack	PA			4 / 5	
BMSB6100	Intercultural Media Analysis	Noack	PA			2 / 5	
BMSB6200	E-Marketing	Noack	PA				4 / 5
BMSB6300	Social Media Marketing	Noack	PA				2 / 5
BMSB6400	International Markets and Communications	Worldwide *				5	5
German Business							
BMSB7000	Betriebswirtschaftliche Steuerlehre I	Niehus/Sieven	K2			4 / 5	
BMSB7100	Betriebswirtschaftliche Steuerlehre II	Sieven	K2				4 / 5
BMSB7200	Wirtschaftsrecht I (mit WINFB3100)	Danker	K2			4 / 5	
BMSB7300	Wirtschaftsrecht II (mit BWLB4610)	Danker/Piroutek	K2				4 / 5
BMSB7400	International German Business	Worldwide *				5	5

Methods of examination: K2 - Written Examination 2 hours; K1 - Written Examination 1 hour; K1 + EA - Written Examination 1 hour with a application practice (60 hours); K1,5 + EA - Written Examination 1.5 hours with a application practice (30 hours); K1 + ÜS - Written examination 1 hour with certificate for exercises; Dok. + Präs. - a documentation with a presentation; PA - Project work with a documentation and presentation; Dok. - Documentation; MP+Dok. - oral examination with a documentation

* This module can only be taken abroad. The content of the module, lecturer and assessment depends on the university abroad.