

Bachelor-Studiengang

**International
Sustainability
Management**

Modulbeschreibungen

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Educational Aim

The educational aim of the Bachelor program International Sustainability Management is the acquisition of different competencies on the basis of a wide and critical interdisciplinary knowledge in the overlapping areas of management research, ecologically oriented economics and entrepreneurial practice. With the help of scientific theories, principles and methods, students will be enabled to analyze, evaluate and interpret the basic questions of sustainable management that are vital for the development and future viability of business and society in global and intercultural contexts.

Furthermore, additional aims are to develop the ability to phrase appropriate and relevant questions, take different perspectives, win surprising insights, as well as develop new approaches. This will thereby open potentials for changes (in one self and in others), as well as promote a sense of critical and honest reflection in order to form relations, take up executive functions, and play an active role in teams. This is furthered by the goal of showing responsibility in said teams when discussing subjects like globalization, circular economy, sustainability of energy and resources, ecological and social assessment of business action, innovation for a sustainable development, green growth, and the post-growth economy.

These competencies are completed by linguistic competence in two foreign languages, by practice-based projects, and along with the experience and knowledge gained in the internship, designed to help students get an insight into the reality of business. An integral component of this educational aim is to develop a distinctive personality, which is oriented towards ethical-normative questioning, the social implications of business, and the consequences of one's own actions.

International Sustainability Management (ISM)					
Semester					
6	Internship 18 ECTS		Bachelor thesis including its defence 12 (11+1) ECTS		
5	Current Issues in Sustainability Management: Research Colloquium CURRS 6 ECTS // 4 H/W M	Culture Consumption & Sustainability: Field studies CUCOS 6 ECTS 4 H/W M	Elective: Ethics in Management *Globalisation *Sustainability *Practice 6 ECTS 3 H/W E	Change & Innovation CHIN 6 ECTS 3 H/W M	Elective: Culture & Language *Foreign lg. 2.3 *Host language *Area Studies 6 ECTS 4 H/W CE
4	Sustainable Entrepreneurship & Social Innovation SENT 6 ECTS 3 H/W M	International Finance & Sustainability IFAS 6 ECTS 3 H/W M	Advanced Company Project APRO 6 ECTS 4 H/W M	Managerial Accounting MACC 6 ECTS 4 H/W M	Foreign language 2.2 6 ECTS 4 H/W CE
3	Area Studies ARST 6 ECTS 4 H/W CE	Circular Economy & Lifecycle Management CELMA 6 ECTS 3 H/W M	Introductory Company Project IPRO 6 ECTS 6 H/W M	Resources RESO 6 ECTS 6 H/W M	Foreign language 2.1 6 ECTS 4 H/W CE
2	Sustainable Development SUDE 6 ECTS 3 H/W M	Intercultural Marketing INMA 5 ECTS 3 H/W M	Basic Principles in Strategic Management STRA 5 ECTS 3 H/W M	Business Environment BENV 10 ECTS 8 H/W M	Introduction to scientific research methods SCIE 10 ECTS 8 H/W M
1	Global Economy GECCO 6 ECTS 4 H/W M	Introduction to Management and its Quantitative Methods IMQM 10 ECTS 8 H/W M			Compulsary Elective: 1. English 2 2. German 2 3. GCS 4 ECTS 4 H/W CE
					Compulsary Elective: 1. English 1 2. German 1 4 ECTS 4 H/W CE

M = Mandatory

E = Elective

H/W = Hours per week

Curriculumsübersicht

Curriculumsübersicht												
Modul-Code	Bezeichnung	Semester						Gesamt			Prüfung	Gewicht
		1	2	3	4	5	6	SWS	Selbst	ECTS		
13.1.1 GEEO	Global Economy	6						4		6	Exam 120	3%
13.1.2 IMQM	Introduction in Management and its Quantit	10						8		10	Exam 240	5%
13.1.3 BENV	Business Environment	5	5					8		10	Case Study	5%
13.1.4 SCIE	Introduction to Scientific Research Methods	5	5					8		10	Learner's Por	5%
13.1.5 xxx	First Language 1	4						4		4	Exam 90, Test	2%
13.1.5 EFL1	English as a Foreign Language 1											
13.1.5 GER1	German 1											
13.2.1 SUDE	Sustainable Development		6					4		6	Essay	3%
13.2.2 INMA	Intercultural Marketing		5					3		5	Presentation	2,50%
13.2.3 STRA	Basic Principles in Strategic Management		5					3		5	Exam 120	2,50%
13.2.5 xxx	First Language 2		4					4		4	Exam 90, Test	2%
13.2.5 EFL2	English as a Foreign Language 2											
13.2.5 GER2	German 2											
13.3.1 ARST	Area Studies			6				4		6	Presentation	3%
13.3.2 CELMA	Circular Economy & Lifecycle Management			6				3		6	Seminar Paper	3%
13.3.4 IPRO	Introductory Project			6				6		6	Project Work	3%
13.3.4 RESO	Resources			6				6		6	Presentation	3%
13.3.5 xxx	Foreign Language 2.1			6				4		6	Exam 90, Test	3%
13.3.5 ARA1	Arabic 1											
13.3.5 CHI1	Chinese 1											
13.3.5 FRA1	French 1											
13.3.5 ITA1	Italian 1											
13.3.5 JAP1	Japanese 1											
13.3.5 POR1	Portuguese 1											
13.3.5 RUS1	Russian 1											
13.3.5 SPA1	Spanish 1											
13.4.1 SENT	Sustainable Entrepreneurship & Social Innovation			6				4		6	Seminar Paper	3%
13.4.2 IFAS	International Finance & Sustainability			6				3		6	Seminar Paper	3%
13.4.3 APRO	Advanced Project			6				4		6	Project Work	3%
13.4.4 MACC	Managerial Accounting			6				4		6	Exam 180	3%
13.4.5 xxx	Foreign Language 2.2			6				4		6	Exam 90, Test	3%
13.4.5 ARA2	Arabic 2											
13.4.5 CHI2	Chinese 2											
13.4.5 FRA2	French 2											
13.4.5 ITA2	Italian 2											
13.4.5 JAP2	Japanese 2											
13.4.5 POR2	Portuguese 2											
13.4.5 RUS2	Russian 2											
13.4.5 SPA2	Spanish 2											
13.5.1 CURRS	Current Issues in Sustainability Management					6		3		6	Essay	3%
13.5.2 CUCOS	Culture, Consumption & Sustainability					6		3		6	Presentation	3%
13.5.3 xxx	Ethics in Management					6		3		6	Essay	3%
13.5.3a EIMG	Ethics in Management: Globalization and Ethics											
13.5.3b EIMS	Ethics in Management: Sustainability and Ethics											
13.5.3a EIMP	Ethics in Management: Ethics in Practice											
13.5.4. CHIN	Change and Innovation					6		3		6	Learner's Por	3%
13.5.5 xxx	Foreign Language 2.3					6		4		6	Exam 90, Test	3%
13.5.5 ARA3	Arabic 3											
13.5.5 CHI3	Chinese 3											
13.5.5 FRA3	French 3											
13.5.5 ITA3	Italian 3											
13.5.5 JAP3	Japanese 3											
13.5.5 POR3	Portuguese 3											
13.5.5 RUS3	Russian 3											
13.5.5 SPA3	Spanish 3											
13.5.5 HOLA	Host Language											
13.6.1 INTS	Service Internship						18			18	Int. Analysis	9%
13.6.2 BACH	Bachelor Thesis including its defence						12			12		16%
		30	30	30	30	30	30			180		100%
Summe Semesterstunden												
Summe Workload		900	900	900	900	900	900					
WL-Stunden/Jahr		1800		1800		1800						

Global Economy

Status: March 2015

Module-Nr./ Code	13.1.1 GECO
Module title	Global Economy
Semester or trimester	1 st semester
Duration of module	One Semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	-
Frequency of module	Once a year
Entry requirements	None
Applicability of the module	<p>This module has interconnections to most other modules, especially the modules Sustainable Development (SUDE), Area Studies (ARST), International Finance & Sustainability (IFAS) as well as to Ethics: Globalization (EIMG).</p> <p>The module is applicable to the other study programs "International Business", "International Relations", "Politics, Philosophy and Economics", "Citizenship and Civic Engagement" and "Globalization, Governance and Law"</p>
Person responsible for the module	Prof. Dr. André Reichel
Name(s) of the instructor(s)	Prof. Dr. André Reichel
Teaching language	English
Number of ECTS credits	6

Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours =56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written Examination (120') § 14 (2) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will:</p> <ul style="list-style-type: none"> – present a critical introduction to the history of globalization – discuss the most basic concepts and ideas that define international relations and international business – present theories and models that facilitate the analysis of international economic activity and policy – describe the environmental factors, major institutions and basic regulations that affects and is affected by business and political action – denominate and present the processes of globalization from an interdisciplinary perspective, and the implications for business, politics and civil society
Content of the module	<p>The course content includes:</p> <ul style="list-style-type: none"> – History of globalization and economic thought – Classical notions of comparative advantage and the wealth of nations – Marxian critique of political economy and globalization – Globalization as innovation: Joseph A. Schumpeter – Keynes and the end of globalization – Global economic institutions after Bretton Woods – International Actors: governments, intergovernmental bodies, supranational institutions, and Multinationals

	<ul style="list-style-type: none"> – Free trade in the light of social and environmental challenges – Post-colonial perspectives on globalization – The future of globalization between 'clash of cultures' and cooperation
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	-
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Bordo, M. D., Taylor, A. M., & Williamson, J. G. (Eds.). (2003). <i>Globalization in historical perspective</i>. Chicago: University of Chicago Press.</p> <p>Osterhammel, J., & Petersson, N. P. (2005). <i>Globalization: A Short History</i>. Princeton University Press.</p> <p><u>Optional Reading:</u></p> <p>Keynes, J. M. (1933). National Self-Sufficiency. <i>The Yale Review</i>, 22(4), 755–769.</p> <p>Krugmann, Paul; Obstfeld, Maurice; Melitz, Marc J. (2011): International Economics: Theory & Policy. 9. ed., Boston (u.a.): Pearson.</p> <p>Maddison, A. (2007). <i>Contours of the World Economy 1-2030 AD: Essays in Macro-Economic History</i>. Oxford University Press.</p> <p>Samuelson, P. A. (2004). Where Ricardo and Mill rebut and confirm arguments of mainstream economists supporting globalization. <i>The Journal of Economic Perspectives</i>, 18(3), 135–146H.</p> <p>Sharma, Ruchir (2012): Breakout Nations: in Pursuit of the Next Economic Miracles. New York (u.a.): Norton.</p> <p>Sitkin, Alan; Bowen, Nick (2013): International business: Challenges & Choices. 2. ed., Oxford: Oxford Univ. Press.</p>

	<p>Stutz, Frederick P. (2007): The world economy: resources, location, trade and development. 5. ed., Boston (u.a.): Pearson.</p> <p>Tomlinson, J. (1994). A Phenomenology of Globalization? Giddens on Global Modernity. <i>European Journal of Communication</i>, 9(2), 149–172. http://doi.org/10.1177/0267323194009002003</p>
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Introduction to Management and its Quantitative Methods

Status: August 2015

Module-Nr./ Code	13.1.2 IMQM
Module title	Introduction to Management and its Quantitative Methods
If relevant, course units within the module	-
Learning outcomes of the module	<p>The performance objectives are to be achieved through an integrative approach.</p> <p>A broad range will be covered. Students are meant to acquire a 360° perspective of administrative tasks, personnel-related responsibilities and the diverse roles of a manager as well as an understanding of conceptual tools and analytical methods to be able to describe business activities and suggest coherent solutions to problems in an integrative way. The learning of tasks and the understanding of how to apply methods and tools shall be supported by a constructivist approach to knowledge building and based on the use of case studies and practice exercises.</p> <p>Students who have successfully participated in this module will be able to</p> <ul style="list-style-type: none"> – describe the fundamentals of management as well as the roles, tasks and responsibilities of a manager in different types of organizations, – define the players and institutions relevant to areas of managerial activity and their interdependence – differentiate the goals and tasks of general and functional management, as well normative, strategic and operational management – demonstrate the concept of the value chain, thereby distinguishing primary, coordination and supporting activities – describe management as a comprehensive function of planning, deploying and controlling resources, based on the PDCA-Cycle – identify an appropriate way to handle different managerial situations and challenges (quantitative, qualitative,

	<p>objectivistic, interpretative)</p> <ul style="list-style-type: none"> – Describe the financial flows along the value chain as well as the requirements and principles of accounting, financing and investmentsolve problems in Linear Algebra and Analysis and apply these mathematical methods to quantitative problems in management – to apply knowledge and challenge the use of knowledge critically when addressing current issues and working on selected case studies
Content of the module	<ul style="list-style-type: none"> – The historical approach and selected concepts of the evolution of management as a discipline – The enterprise as a multifunctional socio-technical system, as illustrated by M. E. Porter's value chain – The goals and tasks of general, functional and project management – The normative, strategic and operational levels of management – The rolls, responsibilities, tasks and capabilities of management, as understood after critical reflection and from a constructivist perspective – The resources of an organization and the situation-specific deployment of the managerial tools, especially when developing goals, planning, organizing, delegating and controlling outcomes under complex ambiguous conditions – The integration of quantitative methods in managerial processes, in particular: <ul style="list-style-type: none"> ○ concepts of financial activities ○ principles of managerial accounting ○ foundations of financial reporting ○ understanding of the investment process ○ valuation methods ○ Linear Algebra: solving linear systems of simultaneous equations by means of Gaussian elimination; application of these methods in the context of Leontief's Input–Output–Model. ○ Linear Programming: graphical method for solving problems with two variables; systematic solution by means of the simplex algorithm. ○ Analysis: Differentiation of real-valued functions of one variable. Discussion of properties of typical economical functions of one variable; determination of roots, local extremal values and points of inflection such as break-even points and maximum returns. Description of

	absolute/relative rates of change in economic functions; elasticity: elastic, inelastic and proportional-elastic behaviour. Simple rules of integration for real-valued functions of a single variable. Determination of consumer surplus and producer surplus.
Study Semester (or Trimester)	1 st semester
Duration of module	Single semester
Frequency of module	Once a year
Number of allocated ECTS credits	10
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 300 hours (contact hours = 112, self-study = 188 hours)
Hours per week	8
Course type (mandatory, elective, etc.)	Mandatory
Applicability of the module	This module is part of the IB program
Entry requirements	None
Person responsible for the module	Prof. Dr. André Reichel
Name(s) of the instructor(s)	Prof. Dr. Henk van Elst Prof. Dr. Melodena Balakrishnan
Teaching language	English
Assessment type / requirement for the award of credits	Written Examination 240' (end of term) § 14 (2) CER 01.02.2014
Weighting of the grade within the total grade	5 %
Teaching and learning methods of the module	Interactive lectures, training sessions with the application of quantitative methods in managerial decision making processes.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	The concept is based on a cycle of management lectures supported by parallel lectures and exercises in quantitative methods. The cycle will be coordinated by the responsible instructor including briefing, syllabus, common scripts, and de-briefing.
Literature (Required reading/supplementary recommended reading)	<p><u>Required readings:</u> Daft, Richard L. (2014): New era of management. 11. ed., int. ed., Belmont: Cengage. [Selected chapters]</p> <p>Watson, Denzil, Head, Antony (2010): Corporate Finance. 5. ed., Harlow (u.a.): Financial Times Prentice Hall. [Selected chapters]</p> <p>van Elst, Henk (2014–2015): Business Mathematics – Lecture notes. Karlsruhe: Karlshochschule International University.</p> <p>Dowling, Edward T. (2009): Schaum's Outline of Mathematical Methods for Business and Economics. New York (u.a.): McGraw-Hill. [Selected chapters]</p>

	<p><u>Supplementary Readings:</u></p> <p>Schreyögg, Georg, Koch, Jochen (2010): Grundlagen des Managements: Basiswissen für Studium und Praxis. 2. Aufl., Wiesbaden: Gabler.</p> <p>Thommen, Jean-Paul, Achleitner, Ann-Kristin (2012): Allgemeine Betriebswirtschaftslehre - Umfassende Einführung aus managementorientierter Sicht. 7. Aufl., Wiesbaden: Gabler.</p> <p>Further readings, case studies and exercises will be submitted in class.</p>
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Business Environment

Status: July 2015

Module-Nr./ Code	13.1.3 BENV
Module title	Business Environment
If relevant, course units within the module	-
Learning outcomes of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – Describe political, economic, socio-cultural, technological, environmental and legal factors that influence entrepreneurial activities on a local, regional and national level and their interrelations – present, classify and interpret current economic issues and the main macro-economic theoretical approaches and models – describe the basic environmental factors, players, institutions and instruments of (economic and) political activities and critically interpret political decisions regarding the use of the community's resources – explain the importance of the legal system in a national and international context and take entrepreneurial actions drawing on a knowledge of civil law, business law, trade law and labour law – conduct a PESTEL analysis
Content of the module	<ul style="list-style-type: none"> – Political, economic, social, technological, environmental and legal conditions for entrepreneurial activities – Decision-makers, instruments and objectives of economic policy – The importance of political institutions and relations for entrepreneurial activities – Economic systems – Basic principles of macro-economics – Analysis of economic circulation and macro-economic accounting – Development of economic indicators – Main areas of macro-economics – Societal and demographic framework for entrepreneurial activities – The role of law in regulating interaction in

	<p>society and as a location factor</p> <ul style="list-style-type: none"> – Public law: guarantee of freedom and a reliable legal framework – Forms of civil law relevant to entrepreneurial activities. e.g.: <ul style="list-style-type: none"> ○ Basic principles of sales contracts ○ Basic principles of contracts for work and labour ○ Basic principles of company law ○ Basic principles of trade law ○ Basic principles of labour law – Comparison of different legal cultures and forms of cross-border business ventures – PESTEL analysis
Study Semester (or Trimester)	1 st and 2 nd semester
Duration of module	Two semesters
Frequency of module	Once a year
Number of allocated ECTS credits	10
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 300 hours (contact hours = 112, self-study = 188 hours)
Hours per week	
Course type (mandatory, elective, etc.)	Mandatory
Applicability of the module	This module is part of the IB program
Entry requirements	None
Person responsible for the module	Prof. Michael Gassner
Name(s) of the instructor(s)	Prof. Michael Gassner Dr. Jens Siebel
Teaching language	English
Assessment type / requirement for the award of credits	Case Study (at the end of the 2 nd semester) § 14 (12) CER 01.02.2014
Weighting of the grade within the total grade	5 %
Teaching and learning methods of the module	<p>Combination of interactive lectures, seminars and self-study:</p> <p>Interactive lectures (instruction)</p> <p>Seminars with case studies of location decisions and country analyses (constructed by students under supervision)</p> <p>Self-study: autonomous preparation and follow-up (construction and reflection)</p>
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	<p>Case studies, business games, simulations, excursions to political institutions or corporations with current location decisions</p> <p>The topics of the guest lectures by international experts are “the effects of economic and political developments on international security, as well</p>

	as political and economic relations" (e.g. business game "politics and international security (POL&IS)" as 4-day conference and excursion)
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Capon, Claire (2009): Understanding the business environment. 3. ed., Harlow (u.a.): Financial Times Prentice Hall.</p> <p>Gassner, Michael (2009): PESTEL – Strategie zur Beherrschung externer Risiken, in: Lutz Becker (Hg.), Digitale Fachbibliothek Management und Führungspraxis, Düsseldorf: Symposion.</p> <p>Kerth, Klaus, Asum, Heiko, Stich, Volker (2011): Die besten Strategietools in der Praxis: welche Werkzeuge brauche ich wann? Wie wende ich sie an? Wo liegen die Grenzen? 5. Aufl., München: Hanser.</p> <p>Wetherly, Paul; Otter, Doron (2014): The Business Environment. Themes and Issues in a Globalizing World. 3rd Revised edition Oxford University Press</p> <p><u>Additional list of recommended reading:</u></p> <p>Bofinger, Peter (2011): Grundzüge der Volkswirtschaftslehre: eine Einführung in die Wissenschaft von Märkten. 3. Aufl., München (u.a.): Pearson Studium. [excerpts]</p> <p>Führich, Ernst (2014): Wirtschaftsprivatrecht: Bürgerliches Recht, Handelsrecht, Gesellschaftsrecht. Basiswissen des Bürgerlichen Rechts und des Handels- und Gesellschaftsrechts für Wirtschaftswissenschaftler und Unternehmenspraxis. 12. Aufl., München: Vahlen. [excerpts]</p> <p>Guckelsberger, Ulli, Kronenberger, Stefan (2009): Grundzüge der Volkswirtschaftslehre: Lehr- und Übungsbuch. 5. Aufl., Ludwigshafen: Kiehl.</p> <p>Johnson, G., Scholes, K., Whittington, R. (2011): Exploring corporate Strategy: text & cases. 9. ed., Financial Times Prentice Hall.</p>

Introduction to Scientific Research Methods

Status: January 2014

Module-Nr./ Code	13.1.4 SCIE
Module title	Introduction to Scientific Research Methods
Semester	1 st and 2 nd semester
Duration of the module (Semester)	Two semesters
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	-
Frequency of module	Once a year
Entry Requirements	None
Applicability of the module	This basic module has interconnections to all program-specific modules as well as to all general management modules.
Person responsible for the module	Prof. Dr. Henk van Elst
Name(s) of the instructor(s)	Prof. Dr. Henk van Elst, Prof. Dr. Wendelin Küpers
Teaching language	English
Number of ECTS-Credits	10
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 300 hours (contact hours = 112, self-study = 188 hours)
Hours per week	8
Assessment type / requirement for the award of credits	Learner's Portfolio § 14 (7) CER 01.02.2014
Weighting of the grade within the total grade	5 %
Qualification objectives of the module	Students who have successfully participated in this module will be able to:

	<ul style="list-style-type: none"> – appropriately apply methods and work techniques of empirical research and adequately implement qualitative and quantitative methods of analysis (e.g. frequency distributions, measures of central tendency, variance and association, correlation between two variables, linear regression) – understand and describe different approaches to the philosophy of science and epistemology; explain the relationship between the philosophy of science and standards of academic research in the management, economic and social sciences – prepare texts, graphs, spreadsheets and presentations using standard software; thereby, be able to communicate in an academically suitable manner as well as convincingly present results
Content of the module	<ul style="list-style-type: none"> – The philosophy of science and epistemology – Diverse methods of academic inquiry (scientific interest, research question, theories, hypotheses, methods, inter-textual discourse, literature research) – Diverse methods of empirical social research, including the basic statistical principles that support quantitative methodologies – The foundations of descriptive and inferential statistics – The standards of scientific communication (e.g. norms of citation and bibliography) – Different techniques for learning and carrying out academic work
Teaching and learning methods of the module	Lectures, Exercises, Self-Study
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	General use of the SPSS and EXCEL/OpenOffice software packages for statistical data analysis.
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Berg, B. L. (2009): Qualitative research methods for the social sciences. 7. ed., Boston (u.a.): Allyn & Bacon.</p> <p>Donnelley, J. P., Trochim, M. L., (2010):</p>

	<p>Research methods: The concise knowledge base WORKBOOK. 2 ed., Mason: Atomic Dog Publishing/Cengage.</p> <p>van Elst, H. (2008–2015): Foundations of Descriptive and Inferential Statistics. eprint arXiv:1302.2525v3 [stat.AP]. [Chs. 1 to 5 and 9 to 13]</p> <p>Flick, U. (2014): An introduction to qualitative research. 5. ed., Los Angeles: Sage.</p> <p>Levin, J. A., Fox, J. A. (2014): Elementary Statistics in Social Research Essentials. 3. ed., München: Pearson. [selected chapters]</p> <p>Trochim, M. L., Donnelley, J. P. (2005): Research methods: The concise knowledge base. 3. ed., Mason: Atomic Dog Publishing Cengage. [free and complete online access to material: http://www.socialresearchmethods.net/kb/index.php]</p> <p><u>Supplementary Readings:</u></p> <p>Alasuutari, P., Bickman, L. (2008): SAGE Handbook of Social Research Methods. Los Angeles (u.a.): Sage.</p> <p>Bickman, L., Rog, D. J. (2009): SAGE Handbook of applied social research methods. Los Angeles (u.a.): Sage.</p> <p>Brink, A. (2007): Anfertigung wissenschaftlicher Arbeiten. 3. ed., München: Oldenbourg Verlag.</p> <p>Denzin, N. K., Lincoln, Y. S. (2008): The landscape of qualitative research. Los Angeles (u.a.): Sage.</p> <p>Matthew, D., Sutton, C. D. (2011): Social research: An introduction. 2. ed., Los Angeles (u.a.): Sage Sage.</p> <p>Saunders, M., Lewis, P. (2012): Research methods for business students. 6. ed., Harlow: Financial Times Prentice Hall.</p> <p>Silverman, D. (2013): Doing Qualitative</p>
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	Research. 4. ed., Los Angeles (u.a.): Sage.
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English as a Foreign Language 1

Status: January 2014

Module-Nr./ Code	13.1.5 EFL1
Module title	English as a foreign language (Business English) 1
Semester or trimester	1 st Semester
Duration of module	Single Semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	English level C1
Applicability of the module	Interconnections with EFL2.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Lee Webb, Alaa Khalil, Larissa Vilhena, Bryan Lee, Sean McGurrin
Teaching language	English
Number of ECTS credits	4
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 120 hours (contact hours = 56, self-study = 64 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the upper C1.1 level 80 % of assessment in a written examination (90') and 20 % in a test (15' oral form [job interview simulation]: listening comprehension and oral expression) § 14 (2) / § 14 (3) SPO 01.02.2014
Weighting of the grade within the total grade	2 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – communicate in a broad variety of business situations in the English language, – know advanced terminology used in business as well as parts of the language for specific purposes and apply the terminology in practical business situations, – write complex texts, – use important rhetorical skills in English business communication environments, – participate actively in practical situations, initiating both subject-oriented discussions as well as interpersonal talk. <p>English level C1.1 (according to the Common European Framework of Reference for Languages)</p>
Content of the module	<p>Introduction to general business English terminology and vocabulary for specific purposes, introduction to business communication skills (written and oral), application of knowledge and skills in basic role plays and case studies, practice listening skills using audiovisual media, systematic grammar revision etc.</p>
Teaching and learning methods of the module	<p>Interactive lectures, case studies, role plays: exercises focussing on listening comprehension and oral production, reading comprehension and writing production.</p>
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	<p>Special features are specified at the beginning of the semester.</p>
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p>Trappe, Tonya, Tullis, Graham (2012): Intelligent business: Coursebook: intermediate business English. Harlow (u.a.): Pearson Longman.</p> <p>Trappe, Tonya, Tullis, Graham (2012): Intelligent business: Coursebook: upper intermediate business English. Harlow (u.a.): Pearson Longman.</p>

	<p>Trappe, Tonya, Tullis, Graham (2011): Intelligent Business: Advanced Coursebook/CD Pack. Harlow (u.a.): Pearson Longman.</p> <p>Cotton, David, Falvey, David, Kent, Simon (2010): Market Leader: intermediate business English: Course book. Harlow (u.a.): Pearson Longman.</p> <p>Flinders, Steven, Sweeney, Simon (1996): Business English pair work 1. London: Penguin Books.</p> <p>Crowther-Alwyn, John (2013): Business roles: 12 simulations for business English. Cambridge: Cambridge University Press.</p> <p>Allison, John, Powell, Mark (2009): In company: case studies. 2. ed., Oxford: Macmillan.</p> <p>Emmerson, Paul (2010): Business grammar builder. 2. ed., Oxford: Macmillan.</p> <p><u>Periodicals:</u></p> <ul style="list-style-type: none"> • The Economist: London, New York • Newsweek: the international newsmagazine. New York • New York Times • Financial Times • BBC News
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German as a Foreign Language 1

Status: January 2014

Module-Nr./ Code	13.1.5 GER1
Module title	German as a Foreign Language 1
Semester or trimester	1 st Semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory module with elective possibilities
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with GER2.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Dr. Uta Köhler-Escobar Nils Kohlmann
Teaching language	German. (English if the students do not meet language requirements)
Number of ECTS credits	4
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 120 hours (contact hours = 56, self-study = 64 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1-A2 or B1-B2 according to the Common European Framework of

	<p>Reference for Languages, CEFR Written examination, 90' and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014</p>
Weighting of the grade within the total grade	2 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>either</p> <ul style="list-style-type: none"> – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language (target level A1-A2, with no previous knowledge of the language), <p>or</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents (target level B1-B2, with previous knowledge of the language with approx. three years of German at school).
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Communication skills in everyday situations – Pronunciation and intonation – General vocabulary – Basic grammar – Business vocabulary – Simple application of the language in professional situations – Production of simple texts – Initial contact with the civilisation and culture of the German-speaking world <p>Target level A1-A2, specifically:</p> <ul style="list-style-type: none"> – The basics of the phonetic and written form of the foreign language

	<ul style="list-style-type: none"> – Basic grammatical structures – Basic lexis – Learning aids <p>Target level B1-B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made <u>before the beginning of the semester</u>.</p> <p><u>Language textbook:</u></p> <p>Aufderstraße, Hartmut, Müller, Jutta, Storz, Thomas (2007): Delfin Lehrbuch + Arbeitsbuch, Teil 1, Lektion 1-7. Niveau A1. Ismaning: Hueber.</p> <p>Aufderstraße, Hartmut, Müller, Jutta, Storz, Thomas (2008): Delfin Lehrbuch + Arbeitsbuch, Teil 2, Lektion 8-14. Niveau A2. Ismaning: Hueber.</p> <p>Aufderstraße, Hartmut, Müller, Jutta, Storz, Thomas (2007): Delfin Lehrbuch + Arbeitsbuch, Teil 3, Lektion 15-20. Niveau B1. Ismaning: Hueber.</p> <p>Koithan, Ute, Lösche, Ralf-Peter (2013): Aspekte: Mittelstufe Deutsch: 2, Lehrbuch + Arbeitsbuch. Niveau B2. München: Klett-Langenscheidt.</p>

Sustainable Development

Status: March 2015

Module-Nr./ Code	13.2.1 SUDE
Module title	Sustainable Development
Semester or trimester	2 nd Semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory module
If relevant, course units within the module	-
Frequency of module	Once a year
Entry requirements	None
Applicability of the module	<p>This module has interconnections to most other modules, especially the modules Global Economy (GECO), Area Studies (AREA), Circular Economy & Lifecycle Management (CELMA), Sustainable Entrepreneurship & Social Innovation (SENT), International Finance & Sustainability (IFAS), Current Issues in Sustainability Management (CURRS), Culture, Consumption & Sustainability (CUCOS), Ethics: Sustainability (ETSU).</p> <p>The module is applicable to the other study programs "International Business", "International Relations", "Politics, Philosophy and Economics", "Citizenship and Civic Engagement" and "Globalization, Governance and Law".</p>
Person responsible for the module	Prof. Dr. André Reichel
Name(s) of the instructor(s)	Prof. Dr. André Reichel

Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Essay § 14 (6) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – identify the various constituent dimensions of sustainable development: environmental, economic, social, cultural, and political manifestations of sustainability, explain the evolving global sustainability discourse and identify its main actors and stakeholders – select appropriate responses from business, politics and civil society for dealing with social, political, environmental, technological, and global issues and stakeholders – evaluate potential opportunities for ‘going green’ – apply different models for managing and transforming non-sustainable conditions and results to more sustainable solutions – critically analyse controversies, solutions and recommendations in the sustainability debate and reflect respectfully on different individual perspectives and cultural concepts deriving from assumptions about humans, nature, development, technology and economy
Content of the module	<p>The course content includes:</p> <ul style="list-style-type: none"> – History of economic thought dealing with environmental issues – From environmental economics to ecological economics: Externalities, entropy, uneconomic growth

	<ul style="list-style-type: none"> – The development of the global sustainable development discourse: Limits to growth, Brundtland Report, Green Economy – Key sustainability concepts: weak vs. strong sustainability, intergenerational equity, triple bottom line – Non-economic theories and concepts of sustainability: Ivan Illich, Ulrich Beck, Niklas Luhmann – International institutions, global actors, NGOs, corporations, civil society and stakeholders in the sustainability debate – Sustainable business development and strategy – Rules, norms and regulations for corporate sustainability – Environmental and ecosystem assessment, indicators, monitoring, evaluation, reporting – Social and cultural dimensions of sustainability – Sustainable development from a post-colonial perspective – The emerging discourse on 'décroissance' and a postgrowth economy – Sustainable development goals and the Post-2015 Agenda <p>The above content will be brought out and discussed with the help of diverse case studies.</p>
Teaching and learning methods of the module	The course is organized around lectures and case studies aimed at illustrating important concepts and then debating them in class
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	-
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Dresner, S. (2008). The Principles of Sustainability (2nd ed.). London: Earthscan.</p> <p>Rogers, Peter P.; Jalal, Kazi F.; Boyd, John A. (2006): An introduction to Sustainable Development. Cambridge, Mass. (u.a.): Harvard University Press, 260-274.</p> <p><u>Supplementary recommended readings:</u></p> <p>Coase, Ronald (1960): The Problem of Social Cost. In: Journal of Law and Economics, October 1960, 1-44.</p>

	<p>Becker, C. Dustin; Ostrom, Elinor (1995): Human Ecology and Resource Sustainability: the Importance of Institutional Diversity. In: Annual Review of Ecology and Systematics, 26, 113-133.</p> <p>Bluhdorn, I., & Welsh, I. (2013). <i>The Politics of Unsustainability: Eco-Politics in the Post-Ecologist Era</i>. Routledge.</p> <p>Bonaiuti, M. (2010). <i>From bioeconomics to degrowth: Georgescu-Roegen's "new economics" in eight essays</i>. Routledge: New York, NY.</p> <p>Daly, H. E. (1996). <i>Beyond growth: The economics of sustainable development</i>. Boston: Beacon Press.</p> <p>Dyllick, T., & Hockerts, K. (2002). Beyond the business case for corporate sustainability. <i>Business Strategy and the Environment</i>, 11(2), 130–141. http://doi.org/10.1002/bse.323</p>
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Intercultural Marketing

Status: March 2015

Module-Nr./ Code	13.2.2 INMA
Module title	Intercultural Marketing
If relevant, course units within the module	-
Learning outcomes of the module	<p>Following the successful completion of this course, students should be able to:</p> <ul style="list-style-type: none">– understand the fundamentals of marketing strategy, operational marketing and market analysis at a national and international level– distinguish between aspects of (national) marketing strategy and cultural aspects of international marketing– appreciate the importance of intercultural awareness in investigating and operating in foreign markets– describe and discuss the similarities and differences as well as the chances and risks between national, international and intercultural Marketing– apply basic concepts of customer, market and competitor analysis at a national and an international level– explain and discuss the elements of the marketing mix (product, pricing, promotion and distribution), and be able to suggest appropriate application of marketing tools in the context of a foreign market– define the objectives of doing business in more than one market and how to optimize marketing systems to give better results– evaluate marketing decisions and suggest viable marketing initiatives for international products and marketing campaigns– appreciate the difference between branding at the national, regional and global level– explain and discuss cultural barriers to trade and explore ways of overcoming them
Content of the module	<ul style="list-style-type: none">– the basic concepts and tools of Strategic Marketing at the national and international level, including segmentation, positioning,

	<p>USP and branding</p> <ul style="list-style-type: none"> – the influence of local culture on the decision-making context when attempting to apply Marketing Strategy in foreign markets – the development of Marketing strategy and adjustment of Marketing strategies to fit local (international) culture, market conditions and customer needs – customer, company and competitor analysis at the national and international level – the application of core concepts of Operational Marketing (e.g. 4Ps, CRM and communication mix) in the context of meeting customer needs across different cultures – the application of Marketing concepts and tools to facilitate decision-making in and across foreign markets, including: country of origin effect, country image, international branding, cultural positioning and Marketing in the Internet – the definition of Market and Marketing Research and explanation of their usefulness in investigating foreign market potential – the essential elements for planning international Marketing programs
Study Semester (or Trimester)	2 nd semester
Duration of module	Single semester
Frequency of module	Once a year
Number of allocated ECTS credits	5
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 150 hours (contact hours = 42, self-study = 108 hours)
Hours per week	3
Course type (mandatory, elective, etc.)	Mandatory
Applicability of the module	
Entry requirements	None
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Prof. Dr. Melodena Balakrishnan
Teaching language	English
Assessment type / requirement for the award of credits	Presentation §14 (9) CER 01.02.2014
Weighting of the grade within the total grade	2,5%
Teaching and learning methods of the module	<p>In addition to classroom instructions, the course includes:</p> <ul style="list-style-type: none"> – case studies – a business game – training films

	<ul style="list-style-type: none"> – student presentations – cultural exercises – Marketing assessment
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Cateora, Philip R.; Graham. John, L. (2008): International marketing. 11. ed., New York (u.a.): McGraw Hill.</p> <p><u>Supplementary recommended reading:</u></p> <p>Dahlén, Michael; Lange, Frederick; Smith, Terry (2010): Marketing Communications: a brand narrative Approach. Chichester: Wiley.</p> <p>Kurtz, David L. (2014): Principles of Contemporary Marketing. 16. ed., internat. ed., Mason, Ohio: Cengage.</p> <p>Hanson, W.; Kalyanam, K. (2007): Internet Marketing & e-Commerce. Mason, Ohio: Thomson.</p>

Introduction in Strategic Practice

Status: March 2015

Module-Nr./ Code	13.2.3 STRA
Module title	Introduction in Strategic Practice
Semester or trimester	2 nd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	Introduction to Management and its Quantitative Methods
Applicability of the module	This module is part of the IB program
Person responsible for the module	Prof. Frank Widmayer
Name(s) of the instructor(s)	Prof. Frank Widmayer
Teaching language	English
Number of ECTS credits	5
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 150 hours (contact hours = 42, self-study = 108 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Written examination 120' § 14 (2) CER 01.02.2014
Weighting of the grade within the total grade	2.5 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to</p> <ul style="list-style-type: none"> – explain the significance and the steps of strategic decision-making processes in a global context – illustrate key approaches of strategy – identify concrete strategies for the construction and interaction of institutions with(in) its socio-cultural environment – explain strategic dynamics and analyse the relative strength of different strategic positions as a basis for decisions & actions and examining possible conflicts – develop own strategies, taking into account their practices, processing and effects – apply methods to implement a strategy
Content of the module	<ul style="list-style-type: none"> – Strategic mindsets and strategic concepts – The process of strategizing – Strategic methods and frameworks – Strategic management and business development – Critical reflection on strategy and society
Teaching and learning methods of the module	Interactive lectures, groupwork, working with documentary material, case studies, media
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Guest lectures by industry practitioners and academics
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p><u>Required reading:</u></p> <p>Stacey, R. D. (2011): Strategic Management and Organizational Dynamics. 6. Ed., Harlow (u.a.): Financial Times Prentice Hall.</p> <p><u>Supplementary list of recommended reading:</u></p> <p>Carlzon J. (1987): Moments of Truth. Cambridge: Ballinger/Harper's. (selected excerpts)</p> <p>Luthans F., Doh J.P. (2014): International Management: Culture, Strategy, and Behavior.</p>

	<p>9. Ed., New York: McGraw-Hill</p> <p>Mead R., Andrew T.G. (2009): International Management: Culture and Beyond. 4. Ed., Chichester (u.a.): Wiley.</p> <p>Further literature will be presented resp. distributed in class (internet sources, media, reader and/or handouts).</p> <p><u>Supplementary reading in German:</u></p> <p>Pfriem, R. (2011): Unternehmensstrategien: ein kulturalistischer Zugang zum Strategischen Management. 2. Aufl., Marburg: Metropolis Verlag. (Grundlagen der Wirtschaftswissenschaft, Bd. 12).</p> <p>Nagel, R., Wimmer, R. (2014): Systemische Strategieentwicklung – Modelle und Instrumente für Berater und Entscheider. 6. Aufl., Stuttgart: Schäffer-Poeschel.</p>
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English as a Foreign Language 2

Status: January 2014

Module-Nr./ Code	13.2.5 EFL2
Module title	English as a foreign language (Business English) 2
Semester or trimester	2 nd Semester
Duration of module	Single Semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	The successful completion of the module 13.1.5 EFL1 is required.
Applicability of the module	Interconnections with EFL1.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafort
Name(s) of the instructor(s)	Lee Webb, Alaa Khalil, Larissa Vilhena, Bryan Lee, Sean McGurrin
Teaching language	English
Number of ECTS credits	4
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 120 hours (contact hours = 56, self-study = 64 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the upper level of C1.2 80% of assessment in a written examination (90') and 20% in a test (15' oral form [presentation in class]: listening comprehension and oral expression) § 14 (2) / § 14 (3) SPO 01.02.2014

Weighting of the grade within the total grade	2 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – communicate with ease in a broad variety of business situations in the English language, – know the advanced terminology used in business as well as the language for specific purposes and apply it confidently in practical business situations, – write complex and coherent texts, – express themselves spontaneously and fluently in different situations, – differentiate shades of meaning in complex contexts. <p>English Level C1.2 (according to the Common European Framework of Reference for Languages)</p>
Content of the module	<p>Introduction to advanced business English terminology and vocabulary for specific purposes on an abstract and idiomatic level, advanced communication skills (written and oral), application of knowledge and skills in complex role plays and case studies, practice listening skills using audiovisual media, systematic grammar revision etc.</p>
Teaching and learning methods of the module	<p>Interactive lectures, case studies, role plays: exercises focussing on listening comprehension and oral production, reading comprehension and writing production</p>
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	<p>Special features are specified at the beginning of the semester.</p>
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p>Trappe, Tonya, Tullis, Graham (2012): Intelligent business: Coursebook: intermediate business English. Harlow (u.a.): Pearson Longman.</p> <p>Trappe, Tonya, Tullis, Graham (2012): Intelligent business: Coursebook: upper intermediate business English. Harlow (u.a.):</p>

	<p>Pearson Longman.</p> <p>Trappe, Tonya, Tullis, Graham (2011): Intelligent Business: Advanced Coursebook/ CD Pack. Harlow (u.a.): Pearson Longman.</p> <p>Cotton, David, Falvey, David, Kent, Simon (2010): Market Leader: intermediate business English: Course book. Harlow (u.a.): Pearson Longman.</p> <p>Flinders, Steven, Sweeney, Simon (1996): Business English pair work 1. London: Penguin Books.</p> <p>Crowther-Alwyn, John (2013): Business roles: 12 simulations for business English. Cambridge: Cambridge University Press.</p> <p>Allison, John, Powell, Mark (2009): In company: case studies. 2. ed., Oxford: Macmillan.</p> <p>Emmerson, Paul (2010): Business grammar builder. 2. ed., Oxford: Macmillan.</p> <p><u>Periodicals:</u></p> <ul style="list-style-type: none"> • The Economist: London, New York • Newsweek: the international newsmagazine. New York • New York Times • Financial Times • BBC News
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German as a Foreign Language 2

Status: January 2014

Module-Nr./ Code	13.2.5 GER2
Module title	German as a Foreign Language 2
Semester or trimester	2 nd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory module with elective possibilities
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	GER1
Applicability of the module	Interconnections with GER1.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Dr. Uta Köhler-Escobar Nils Kohlmann
Teaching language	German (English if the students do not meet language requirements)
Number of ECTS credits	4
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 120 hours (contact hours = 56, self-study = 64 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A2, B1, B2 or C1 according to the CEFR 4 ECTS: Written examination (90') and test

	(15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	2 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language (target level A2, with little knowledge of the language), <p>or</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of business communication situations, – draw up accompanying written documents (target level B1-B2, with previous knowledge of the language with approx. three years of German at school). <p>or</p> <ul style="list-style-type: none"> – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in German.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Extension of lexical knowledge and consolidation of grammatical structures and contents as well as the progressive development of listening comprehension skills and written and spoken production skills. – Information on culture and civilisation is also included regularly in the course.

	<p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – The basics of the phonetic and written form of the foreign language – Basic grammatical structures – Basic lexis – Learning aids <p>Target level B1-B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Learning aids <p>Target level B2 and C1, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Specialist business vocabulary – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p><u>Recommendations to purchase books are made before the beginning of the semester.</u></p> <p><u>Language textbooks:</u></p> <p>Aufderstraße, Hartmut, Müller, Jutta, Storz, Thomas (2008): Delfin Lehrbuch + Arbeitsbuch, Teil 2, Lektion 8-14. Niveau A2. Ismaning: Hueber.</p> <p>Aufderstraße, Hartmut, Müller, Jutta, Storz,</p>

	<p>Thomas (2007): Delfin Lehrbuch + Arbeitsbuch, Teil 3, Lektion 15-20. Niveau B1. Ismaning: Hueber.</p> <p>Koithan, Ute, Lösche, Ralf-Peter (2010): Aspekte: Mittelstufe Deutsch: 2, Lehrbuch + Arbeitsbuch. Niveau B2. München: Klett-Langenscheidt.</p> <p>Koithan, Ute, Lösche, Ralf-Peter (2010): Aspekte: Mittelstufe Deutsch: 3, Lehrbuch + Arbeitsbuch. Niveau C1. München: Klett-Langenscheidt.</p>
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Area Studies

Status: January 2014

Module-Nr./ Code	13.3.1. ARST
Module title	Area Studies
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory module with elective possibilities
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None
Applicability of the module	<p>This module is interrelated with the modules Global Economy (GECO), Sustainable Development (SUDE), Introduction in Strategic Practice (STRA), and Culture, Consumption & Sustainability (CUCOS).</p> <p>This module is also applicable to the study programs “International Business”, “Intercultural Management and Communication”, “International Relations”, “Politics, Philosophy and Economics”, “Citizenship and Civic Engagement” and “Globalization, Governance and Law”.</p>
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Prof. Dr. Francisco Javier Montiel Alafont, Prof. Dr. Andreas Müller, Prof. Dr. Desmond Wee, Yikai Cao, Alaa Khalil, Lee Webb
Teaching language	English (in individual cases it can be taught in the language spoken in the business and cultural area if the students are sufficiently proficient in the language – level C1)
Number of ECTS credits	6

Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Presentation § 14 (9) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – describe the mutual influence of global processes and local developments, – understand the social and cultural basis of business activities in the relevant cultural area of the host country and assess it for their own business activity – discuss alternatives for business activity (market entry) taking into account the context (economic data on the region) and make suggestions, – formulate business development and marketing perspectives for the target region, relating it specifically to their own program (e.g. inbound and outbound tourism, trade fair activities, marketing and media landscape, typical cultural institutions in the country etc.); these perspectives are the subject of the student assignment with instructor guidance.
Content of the module	<ul style="list-style-type: none"> – Global dynamics (politics, society and population, economics, ethics, etc.) and their crystallization in local processes – The main features of integrated civilisation and culture – Demography and regional stereotypes – Socio-economic society structures – Environmental and social geography – Current economy and politics – Composition and dynamics of the market and its media – Case studies on representative companies – International aspects of business activities in the host country, as well as market and demand requirements, in particular as regards exchanges between the host and home country

	<ul style="list-style-type: none"> – Strategies for business activity in the target area <p>Options (at least one cultural area to be selected. The culture specific part of the module will be offered as a block):</p> <ul style="list-style-type: none"> – Latin American studies – Anglo-American studies – Arabic studies – East /South-East Asian studies <p>Further area studies can be provided depending on students' interest.</p>
Teaching and learning methods of the module	Interactive lectures. Business case studies
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Area experts as co-lecturers
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Schäfer, Wolf (2010): Reconfiguring Area Studies for the Global Age. In: Globality Studies Journal, 22, 31.12.2010.</p> <p>Flemes, Daniel (ed.) (2010): Regional Leadership in the Global System: Ideas, Interests and Strategies of Regional Powers. Farnham (u.a.): Ashgate.</p> <p>Diverse (depend on the business and cultural area selected, recommendations will be given at the beginning of the course)</p> <p><u>Supplementary recommended readings:</u></p> <p>Bolten, Jürgen (2007): Einführung in die interkulturelle Wirtschaftskommunikation. Göttingen: Vandenhoeck & Rupprecht. (UTB, Bd. 2922).</p> <p>Walter, Rolf (2006): Geschichte der Weltwirtschaft: eine Einführung. Wien: Böhlau. (UTB, Bd. 2724).</p> <p>Diverse (depend on the business and cultural area selected, recommendations will be given at the beginning of the course)</p>

Circular Economy & Lifecycle Management

Status: March 2015

Module-Nr./ Code	13.3.2 CELMA
Module title	Circular Economy & Lifecycle Management
If relevant, course units within the module	-
Learning outcomes of the module	<p>Students who have successfully participated in this module will:</p> <ul style="list-style-type: none">– present an introduction to the history of ecological and entropy thinking in economics– discuss the most basic concepts that define the circular economy, industrial ecology, and the cradle2cradle approach– present theories and models that facilitate the analysis of material flows and lifecycle data of products and services in both production as well as the use phase of products– describe the environmental factors, major institutions and basic regulations that effect circular economy activities on the national, regional and global level– understand and evaluate lifecycle oriented business models and strategies as a core part of a firm's sustainability commitment
Content of the module	<p>The course content includes:</p> <ul style="list-style-type: none">– Introduction to ecology and entropy as economic concepts– Industrial ecology between product-, process- and user-orientation– Cradle2cradle thinking and design for environment– Approaches to lifecycle assessment and lifecycle product management (including services)– Legal requirements for the circular economy– Collaborative approaches to the circular economy– Re-use, re-design and re-manufacturing as new

	business models for corporate sustainability – Circular economy, re-distribution and global supply chains The maker movement, do-it-together, repair cafés and their impact on circular economy initiatives
Study Semester (or Trimester)	3 rd semester
Duration of module	Single semester
Frequency of module	Once a year
Number of allocated ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 42, self-study = 138 hours)
Hours per week	3
Course type (mandatory, elective, etc.)	Mandatory
Applicability of the module	This module has interconnections with ISM specific modules, especially the modules Sustainable Development (SUDE), Strategic Perspectives (STRA), Sustainable Entrepreneurship & Social Innovation (SENT), Current Issues in Sustainability Management (CURRS) and Culture, Consumption & Sustainability (CUCOS).
Entry requirements	None
Person responsible for the module	Prof. Dr. André Reichel
Name(s) of the instructor(s)	Johannes Dietrich (TU Berlin) Max Regenfelder (ReUse e.V., Berlin)
Teaching language	English
Assessment type / requirement for the award of credits	Seminar Paper § 14 (5) CER 01.02.2014
Weighting of the grade within the total grade	3%
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	<u>Required reading:</u> Lacy, Peter; Jakob Rutqvist (2015): <i>Waste to Wealth: The Circular Economy Advantage</i> . New York: Palgrave Macmillan. Stark, John (2011): <i>Product Lifecycle Management</i> . Springer: London. <u>Optional Reading:</u>

Ehrenfeld, John (2004): Industrial ecology: a new field or only a metaphor? *Journal of Cleaner Production*, 12(8–10): 825–831.

Frankl, Paolo; Rubik, Frider (2013): Life Cycle Assessment in Industry and Business: Adoption Patterns, Applications and Implications. Springer Science & Business Media.

Preston, Felix (2012): A global redesign? shaping the circular economy. Energy, Environment and Resource Governance. London: Chatham House.

Tukker, Arnold (2015): Product services for a resource-efficient and circular economy – a review. *Journal of Cleaner Production* 97, 76–91.

Introductory Project

Status: January 2014

Module-Nr./ Code	13.3.3 IPRO
Module title	Introductory Project
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	As a general rule, the successful completion of the modules 13.1.4 SCIE and 13.2.3 STRA is required.
Applicability of the module	<p>This module is targeted at the transfer between theory and practice and has interconnections to all earlier and simultaneous modules of the program.</p> <p>This module is part of all the Bachelor programs at Karlshochschule International University. The subject of the project varies according to the program specialisation of the students.</p>
Person responsible for the module	Prof. Dr. Dirk Nicolas Wagner
Name(s) of the instructor(s)	Prof. Dr. Dirk Nicolas Wagner Tim Born Barbara Vossel
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total work load = 180 hours (Contact hours = 84, self-study = 96 hours)

Hours per week	6
Assessment type / requirement for the award of credits	Project work § 14 (11) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>In teams of 5-6 participants, the students find a project (from a pool of external projects), plan it autonomously and implement it as far as it is feasible, starting with the generation of an idea and concluding with a presentation of the results. In this process, they learn creative techniques and project management methods and develop communication and team-working skills.</p> <p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – to develop a project idea and alternative approaches using selected creative techniques, – to plan a project, carry it out and supervise it using appropriate methods, present it in its various steps, including the following: <ul style="list-style-type: none"> ○ formulate a project brief ○ describe and assume the roles in a project team ○ draw up a project structure plan and a milestones plan ○ draw up a Gantt chart or a similar tool ○ plan and allocate resources using objective, time-related and budgetary criteria ○ draw up and present a project report and other reports (progress report, change request, meeting minutes etc.) ○ implement specific controlling instruments <p>The students are also able to work in teams and recognise the opportunities and problems that arise from teamwork. They are also able to find ways out of a crisis and solve conflicts. The project also gives them experience in collaboration based on the division of labour.</p>
Content of the module	<ul style="list-style-type: none"> – Introduction to the concept of the module – Historical outline and its role in an

	<p>institutional context</p> <ul style="list-style-type: none"> – Development, formulation and evaluation of a project idea and alternative approaches using selected creativity techniques – Project management starting with the project brief and concluding with the presentation of the results – Definition of the project objective – Formulation of the project brief – Composition of a project team – Draw up a project structure plan and a milestones plan – Draw up Gantt charts or use a similar tool – Plan and allocate resources using objective, time-related and budgetary criteria and find alternatives – Time buffer and uncertainty, critical path – Reporting and controlling instruments: progress report, change request, meeting minutes etc. – Implement controlling instruments – Overview of the architecture and application of selected project tools – Teambuilding, communication in a project, conflict management and crisis management – Revision and critical analysis
Teaching and learning methods of the module	<p>Interactive lectures Exercises for project management and creativity techniques Team work</p>
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	<p>An internal or external project defined and managed by the students should be completed or carried out up to a specific milestone.</p>
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Verzuh, Eric (2012): The fast forward MBA in Project Management. 4. ed., Hoboken: Wiley & Sons.</p> <p><u>Supplementary recommended reading:</u></p> <p>Becker, Lutz, Ehrhardt, Johannes, Gora, Walter (Hrsg.) (2009): Projektführung und Projektmanagement. Düsseldorf: Symposion.</p> <p>Sutherland, Jeffrey Victor (2014): Scrum. A revolutionary approach to building teams,</p>

	<p>beating deadlines, and boosting productivity. Random House Business</p> <p>Boos, Evelyn (2011): Das große Buch der Kreativitätstechniken. München: Compact.</p> <p>Hartleben, Ralph E. (2012): Werbekonzeption und Briefing: ein praktischer Leitfaden zum Erstellen zielgruppenspezifischer Werbekonzepte. 3. Aufl., Erlangen: Publicis.</p> <p>Levine, Harvey A. (2005): Project portfolio management. San Francisco: Jossey-Bass.</p> <p>Michalko, Michael (2006): Thinkertoys: A handbook of creative-thinking techniques. 2. ed., Berkeley (u.a.): Ten Speed Press.</p> <p>Schelle, Heinz (2014): Projekte zum Erfolg führen: Projektmanagement systematisch und kompakt. 7. Aufl., München: dtv.</p>
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Resources: Financial Resources, Human Resources, Organization**Status: January 2014**

Module-Nr./ Code	13.3.4 RESO
Module title	Resources: Financial Resources, Human Resources, Organization
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	Seminars, accompanied by tutorials to optimise the link between theory and practice
Frequency of module	Once a year
Entry requirements	Module 13.1.2 IMQM
Applicability of the module to other programs	This module is part of all the Bachelor programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Dirk Wagner
Name(s) of the instructor(s)	Prof. Dr. Meloda Balakrishnan, Prof. Dr. Armin Pfannenschwarz, Prof. Dr. Dirk Wagner, Prof. Frank Widmayer
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total work load = 180 hours (Contact hours = 84, self-study = 96 hours)
Hours per week	6
Assessment type / requirement for the award of credits	Presentation § 14 (9) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – execute strategy based through a management process where they <ul style="list-style-type: none"> –assess –select –recruit/procure –organize –allocate & –develop financial and human resources, – manage resources in a purposeful way in the context of varying conditions (“constraints”), strategies and conflict situations (“tensions”), – apply different methods of researching and making decisions regarding the procurement measures required in a company, – describe the tasks and instruments of financial management (financial consequences of productivity-based decisions, alternative forms of financing, short and long-term financial and liquidity planning, capital expenditure budgeting including its mathematical principles), – understand the role of human resource management within the context of general management, explain and critically question the most important structures and processes of HRM and apply selected methods and tools of personnel management, – analyse the composition of the organization and its formal structure, interpret the objectives and conditions of structuring an organization and assess organization structures with a view to the situation and cultural context.
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Content of the module	<ul style="list-style-type: none"> -Differentiation between the factors work and capital - The interrelation between productivity-based and financial decisions in a company - Decisions on the employment of capital (principles, static and dynamic methods of capital expenditures budgeting) - Decisions on the procurement of capital (systemisation and presentation of various financing types) - Tasks and instruments of financial management - Principles of financial and liquidity planning - Development and implementation of HR strategies - HR planning and procurement - HR selection - Personnel leadership, employee loyalty, personnel development - Views of man, work structuring, motivation, performance and reward - Conditions, objectives and concept of international HRM - Diversity as a challenge for personnel development - Interdependency between the organization and the individual - Organization with the context of starting a company - The organization from an institutional, functional and instrumental perspective - Organizational conditions and tensions - Structures and processes in conflict areas of formal and informal organization - The impact of corporate culture on organization structuring
Teaching and learning methods of the module	Augmented-learning game with interactive lectures, group work and group discussions
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	<u>Required reading:</u>

Torrington, Derek, Hall, Laura, Taylor, Steven (2009): Fundamentals of Human Resource Management: Managing People at Work. Harlow (u.a.): Financial Times Prentice Hall.

Brealey, Richard A., Myers, Stewart, Allen, Franklin (2011): Principles of Corporate Finance. Concise ed., 2. ed., New York: McGraw-Hill Education.

Child, John (2009): Organization: Contemporary Principles and Practice. 9. ed., Malden (u.a.): Blackwell Publishing.

Supplementary recommended reading:

Levitt, Steven, Dubner, Stephen (2009): Freakonomics: a Rogue Economist Explores the Hidden Side of Everything: New York (u.a.): Harper.

Jones, Gareth (2013): Organizational Theory, Design, and Change: Text and Cases. Global ed., 7. ed, Boston (u.a.): Pearson.

Watson, Denzil, Head, Antony (2010): Corporate Finance. 5. ed., Harlow (u.a.): Financial Times Prentice Hall.

Burr, Wolfgang, Stephan, Michael, Werkmeister, Clemens (2011): Unternehmensführung. 2. Aufl., München: Vahlen.

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Arabic 1

Status: January 2014

Module-Nr./ Code	13.3.5 ARA1
Module title	Arabic 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Arabic has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with ARA2 and ARA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Alaa Khalil
Teaching language	Arabic (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – know the basics of the Arabic alphabet and, with guidance, structure simple sentences and classify individual elements, – know the basics of the phonetic system and name the most important differences between the Arabic language and their own language using examples, – produce simple sentences and carry out the most important ritual conversations (e.g. greeting someone).
Content of the module	<ul style="list-style-type: none"> – The alphabet (sounds and written), the article, gender, the nominal sentence, numbers, the adjective, radical, the broken plural, declination and conjugation, prepositions. – The house; the telephone conversation; in town; breakfast with the family; at the market; giving directions; receiving somebody; going out; the Arab League; Europe. – The phonetic and graphic code of the foreign language. – The type of basic grammatical structure (root languages, iconographic languages, spoken languages) and construction principles. – Basic vocabulary. – Learning aids.
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p><u>Language textbook:</u></p> <p>Krahl, Günther, Reuschel, Wolfgang, Schulz, Eckehard (2011): Lehrbuch des modernen Arabisch. 1. Aufl., Leipzig: AKV Edition Hamouda.</p>

Chinese 1

Status: January 2014

Module-Nr./ Code	13.3.5 CHI1
Module title	Chinese 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Chinese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with CHI2 and CHI3. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Xiaojun Gundermann-Han,
Teaching language	Chinese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated in

	<p>this module will be able to:</p> <ul style="list-style-type: none"> – know the basics of the Chinese alphabet and, with guidance, structure simple sentences and classify individual elements, – know the basics of the phonetic system and name the most important differences between the Chinese language and their own language using examples, – produce simple sentences and carry out the most important ritual conversations (e.g. greeting someone).
Content of the module	<ul style="list-style-type: none"> – The phonetic and graphic code of the foreign language. – The type of basic grammatical structure (root languages, iconographic languages, spoken languages) and construction principles. – Basic vocabulary. – Learning aids.
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Chen, Fu, Zhu, Zhiping, Cordes, Ruth (2005): Wir lernen Chinesisch. Beijing: Verlag für Volksbildung. (Medienkombination)</p> <p>Zhang, Hong, Zhu, Xiaoxing (2007): Chinesisch erleben. Beijing: China Book Trading. (Medienkombination)</p> <p>Gu, Wen, Meinshausen, Frank (2005): Umgangschinesisch effektiv: ein Crash-Kurs der chinesischen Umgangssprache. Stuttgart: Schmetterling.</p>

French 1

Status: January 2014

Module-Nr./ Code	13.3.5 FRA1
Module title	French 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if French has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with FRA2 and FRA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Ariane Fleuranceau, Gerard Massé, Marine Roland-Hohenstein
Teaching language	French (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1.1. (Beginners), A2-B1 (Intermediate), B2 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test

	(15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language. <p>Intermediate:</p> <ul style="list-style-type: none"> – understand and deal with topics which are familiar (work, school, leisure, etc.) or of personal interest. Can describe experiences and events, briefly justify and explain opinions and plans. <p>Advanced:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Communication skills in everyday situations – Pronunciation and intonation – General vocabulary – Basic grammar – Business vocabulary – Simple application of the language in professional situations – Production of simple texts – Initial contact with the civilisation and culture of the French-speaking world <p>Target level A1, specifically:</p> <ul style="list-style-type: none"> – The basics of the phonetic and written form of the foreign language – Basic grammatical structures – Basic lexis – Learning aids <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of

	<p>the foreign language and work on L1 phonetic interference</p> <ul style="list-style-type: none"> – More complex grammar structures and varieties – Basic lexis – Learning aids <p>Target level B1 and B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho A1: méthode de français. Paris: CLE International.</p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho A2: méthode de français. Paris: CLE International.</p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho B1.1: méthode de français. Paris: CLE International.</p> <p>Carlo, Catherine, Causa, Mariella (2010): Civilisation Progressive du Français: Niveau Débutant. Paris: CLE International.</p> <p>Penfornis, Jean-Luc (2004): Vocabulaire Progressif du Français des Affaires. Paris: CLE International.</p> <p>Steele, Ross (2004): Civilisation Progressive du Français: Niveau Intermédiaire. Paris: CLE International.</p>

Italian 1

Status: January 2014

Module-Nr./ Code	13.3.5 ITA1
Module title	Italian 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Italian has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with ITA2 and ITA3. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Jaqueline LoMascolo
Teaching language	Italian (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1.1. (Beginners), A2-B1 (Intermediate), B2 (Advanced) according to the Common European Framework of Reference for Languages, CEFR

	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language. <p>Intermediate:</p> <ul style="list-style-type: none"> – understand and deal with topics which are familiar (work, school, leisure, etc.) or of personal interest. Can describe experiences and events, briefly justify and explain opinions and plans. <p>Advanced:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Communication skills in everyday situations – Pronunciation and intonation – General vocabulary – Basic grammar – Business vocabulary – Simple application of the language in professional situations – Production of simple texts – Initial contact with the civilisation and culture of the Italian-speaking world <p>Target level A1, specifically:</p> <ul style="list-style-type: none"> – The basics of the phonetic and written form of the foreign language – Basic grammatical structures – Basic lexis – Learning aids <p>Target level A2, specifically:</p>

	<ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of the foreign language and work on L1 phonetic interference – More complex grammar structures and varieties – Basic lexis – Learning aids <p>Target level B1 and B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Learning aids
Teaching and learning methods of the module	Task-based learning Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Zorzan, Lorenza (2010): Con Piacere A1: Lehr- und Arbeitsbuch. Stuttgart: Klett.</p> <p>Rovere-Fenati, Beatrice (2011): Con Piacere A1: Trainingsbuch. Stuttgart: Klett.</p> <p>Zorzan, Lorenza (2011): Con Piacere A2 : Lehr- und Arbeitsbuch. Stuttgart: Klett.</p>

Japanese 1

Status: January 2014

Module-Nr./ Code	13.3.5 JAP1
Module title	Japanese 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (mandatory, elective, etc.)	Mandatory (if Japanese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with JAP2 and JAP3. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Tanya Wodopia
Teaching language	Japanese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total	3 %

grade	
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – know the basics of the Japanese alphabet and, with guidance, structure simple sentences and classify individual elements, – know the basics of the phonetic system and name the most important differences between the Japanese language and their own language using examples, – produce simple sentences and carry out the most important ritual conversations (e.g. greeting someone).
Content of the module	<ul style="list-style-type: none"> – The phonetic and graphic code of the foreign language. – The type of basic grammatical structure and construction principles. – Basic vocabulary. – Learning aids.
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Clarke, H.D.B., Hamamura, Motoko (2003): Colloquial Japanese: The complete course for beginners. London (u.a.): Routledge.</p>

Portuguese 1

Status: January 2014

Module-Nr./ Code	13.3.5 POR1
Module title	Portuguese 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Portuguese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with POR2 and POR3. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Vilza Cristina Muricy-Geiger
Teaching language	Portuguese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1 (Beginners), A2-B1 (Intermediate), B2 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test (15' oral form listening comprehension and oral

	expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language. <p>Intermediate:</p> <ul style="list-style-type: none"> – understand and deal with topics which are familiar (work, school, leisure, etc.) or of personal interest. Can describe experiences and events, briefly justify and explain opinions and plans. <p>Advanced:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Communication skills in everyday situations – Pronunciation and intonation – General vocabulary – Basic grammar – Business vocabulary – Simple application of the language in professional situations – Production of simple texts – Initial contact with the civilisation and culture of the Portuguese-speaking world <p>Target level A1, specifically:</p> <ul style="list-style-type: none"> – The basics of the phonetic and written form of the foreign language – Basic grammatical structures – Basic lexis – Learning aids <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of the foreign language and work on L1

	<p>phonetic interference</p> <ul style="list-style-type: none"> – More complex grammar structures and varieties – Basic lexis – Learning aids <p>Target level B1, B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Eberlein O.F. Lima, Emma (2009): Novo Avenida Brasil: curso básico de português para estrangeiros. 2, Sao Paulo: E.P.U.</p> <p>Eberlein O.F. Lima, Emma (2009): Novo Avenida Brasil: curso básico de português para estrangeiros. 3, Sao Paulo: E.P.U.</p> <p>Prata, Maria (2010): Beleza! Brasilianisches Portugiesisch für Anfänger. A1+A2, Stuttgart: Klett. (Lehrbuch mit 2 Audio-CDs)</p> <p>Prata, Maria (2010): Beleza! Brasilianisches Portugiesisch für Anfänger. Stuttgart: Klett. (Arbeitsbuch)</p> <p>Osborne, Esmenia Simões (2005): Colloquial Portuguese of Brazil: the complete course for beginners. New York: Routledge.</p>

Russian 1

Status: January 2014

Module-Nr./ Code	13.3.5 RUS1
Module title	Russian 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Russian has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with RUS2 and RUS3. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Natalia Ezhkova
Teaching language	Russian (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – know the Cyrillic alphabet and read simple texts, – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language.
Content of the module	<p>The phonetic and graphic code of the Russian language.</p> <p>Basic grammatical structures Basic lexis Learning aids</p>
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Loos, Harald, Berditschewski, Anatoli (2008): Projekty: ein Russischlehrwerk für Beruf und Alltag. Ismaning: Hueber. (Medienkombination)</p> <p>Sokolowa, Ludmila, Zeller, Heiner (2001): Kljuci 1: ein Russischlehrwerk für Erwachsene. Ismaning: Hueber. (Medienkombination)</p> <p>Sokolowa, Ludmila, Zeller, Heiner (2004): Kljuci 2: ein Russischlehrwerk für Erwachsene. Ismaning: Hueber. (Medienkombination)</p>

Spanish 1

Status: January 2014

Module-Nr./ Code	13.3.5 SPA1
Module title	Spanish 1
Semester or trimester	3 rd semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Spanish has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None (placement test)
Applicability of the module	Interconnections with SPA2 and SPA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafort
Name(s) of the instructor(s)	Maritza Bayona, Gabriela Farah de Günther, Ana Garcia Merinero, Aidé Blanca Melz
Teaching language	Spanish (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1.1. (Beginners), A2-B1 (Intermediate), B2 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test

	(15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple everyday situations in the spoken language, – understand and deal with basic standard situations (e.g. filling in forms) using their knowledge of the written language. <p>Intermediate:</p> <ul style="list-style-type: none"> – understand and deal with topics which are familiar (work, school, leisure, etc.) or of personal interest. Can describe experiences and events, briefly justify and explain opinions and plans. <p>Advanced:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Communication skills in everyday situations – Pronunciation and intonation – General vocabulary – Basic grammar – Business vocabulary – Simple application of the language in professional situations – Production of simple texts – Initial contact with the civilisation and culture of the Spanish-speaking world <p>Target level A1, specifically:</p> <ul style="list-style-type: none"> – The basics of the phonetic and written form of the foreign language – Basic grammatical structures – Basic lexis – Learning aids <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of

	<p>the foreign language and work on L1 phonetic interference</p> <ul style="list-style-type: none"> – More complex grammar structures and varieties – Basic lexis – Learning aids <p>Target level B1, B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>González Salgado, C. (2007): ene A1: der Spanischkurs; Medienkombination. Ismaning: Hueber.</p> <p>González Salgado, C., Sanz Oberberger, C. (2010): ene A2: der Spanischkurs. Medienkombination. 2. Aufl., Ismaning: Hueber.</p> <p>González Salgado, C., Alcántara Alcántara, F., Sanz Oberberger, C., Douterelo Fernández, E. (2010): ene B1.1: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>González Salgado, C. et al. (2012): ene B1.2: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>Gelabert, Maria J. (Hrsg.) (2007): Prisma avanza (B2): prisma del alumno. Madrid: Ed. Edinumen. Ismaning: Hueber.</p>

	<p>Pacheco, Azucena Encinas, González, Ana Hermoso, Espinosa, Alicia López (2007): Prisma avanza (B2): prisma de ejercicios. Madrid: Ed. Edinumen. Ismaning: Hueber.</p>
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Sustainable Entrepreneurship & Social Innovation

Module-Nr./ Code	13.4.1 SENT
Module title	Sustainable Entrepreneurship & Social Innovation
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	-
Applicability of the module	This module has interconnections with ISM specific modules, especially the modules Sustainable Development (SUDE), Strategic Perspectives (STRA), Circular Economy & Lifecycle Management (CELMA), Current Issues in Sustainability Management (CURRS) and Culture, Consumption & Sustainability (CUCOS).
Person responsible for the module	Prof. Dr. André Reichel
Name(s) of the instructor(s)	Prof. Dr. Melodena Balakrishnan Prof. Dr. Stephan Jansen
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 42, self-study = 138 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Seminar Paper § 14 (5) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated in this module will: – present a critical introduction to the role

	<p>of entrepreneurship for a sustainable society</p> <ul style="list-style-type: none"> – discuss the most basic concepts of entrepreneurship related to sustainable development – present theories and applications of social innovation in business and civil society – describe the necessary societal, political, economic, and personal drivers, enablers and barriers of sustainability entrepreneurship and social innovation – apply different concepts of entrepreneurship and social innovation to the case of sustainability management <p>critically analyze and evaluate theories, models, concepts and applications of entrepreneurship and social innovation as regards their sustainability impacts</p>
Content of the module	<p>The course content includes:</p> <ul style="list-style-type: none"> – Introduction to entrepreneurship and its relevance for economic and societal evolution – Sustainability-related entrepreneurship models: from ecopreneurship to social entrepreneurship and sustainability entrepreneurship – Theoretical background of social innovation: practice theory and sustainable transitions – Business model innovation as social innovation – Managing and innovating in the third sector: entrepreneurship in civil society – Case studies in sustainability entrepreneurship and social innovation – Entrepreneurial ethics and social responsibility
Teaching and learning methods of the module	Interactive seminar with case studies and theory session, guest lecturers from sustainability practice
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Kyrö, P. (2015). Handbook of Entrepreneurship and Sustainable</p>

	<p>Development Research. Cheltenham, UK: Edward Elgar Publishing Ltd.</p> <p>Osburg, T., & Schmidpeter, R. (2013). Social Innovation: Solutions for a Sustainable Future (2013th ed.). New York: Springer.</p> <p><u>Supplementary recommended reading:</u></p> <p>Schaltegger, S., & Wagner, M. (2011). Sustainable entrepreneurship and sustainability innovation: categories and interactions. Business Strategy and the Environment, 20, 222–237.</p> <p>Schaper, M. S. (2005). Making Ecopreneurs: Developing Sustainable Entrepreneurship. Ashgate.</p> <p>Goldsmith, S. (2010). The Power of Social Innovation: How Civic Entrepreneurs Ignite Community Networks for Good. John Wiley & Sons.</p>
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International Finance and Sustainability

Status: January 2014

Module-Nr./ Code	13.4.2 IFAS
Module title	International Finance and Sustainability
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.4 Resources
Applicability of the module	<p>This module is related to other ISM specific module like Global Economy (GECO), Sustainable Development (SUDE), Resources (RESO), Managerial Accounting (MACC), Elective: Ethics in Management (EIMx) and Current Issues in Sustainability Management (CURRS).</p> <p>This module is also taught in "International Business".</p>
Person responsible for the module	Diana Festl-Pell
Name(s) of the instructor(s)	Diana Festl-Pell
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 (contact hours = 42, self-study = 138 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Seminar Paper § 14 (5) CER 01.02.2014

Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> - discuss financial management and market theories and their applications in practice - illustrate the implications of financial planning, long-term financial decisions, working capital management and currency risk management for international business - analyse the financial process related to at least one specific and complex international management issue - interpret the concept of sustainable finance and investment, explain diverse sources of finance and critically evaluate different approaches to sustainability controlling - recognize the critical role of capital markets and fiscal policy in moving towards sustainability - critically reflect on the ethical "blindness" of capital markets from various disciplinary perspectives
Content of the modul	<ul style="list-style-type: none"> - The relation between global finance and sustainability - The role of capital markets and exchanges in promoting sustainability - The role of public and private financial institutions in promoting sustainability - Institutional guidelines and requirements for sustainability risks and opportunities - Valuation methodologies of socially responsible investments - Risk management aspects of sustainable finance - Integrated reporting and shared value reporting - Global sources of sustainability corporate performance information
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	

<p>Literature (Required reading/supplementary recommended reading)</p>	<p><u>Required reading</u></p> <p>Sun, William, Louche, Céline, and Roland Pérez (Eds.) (2011): Finance and Sustainability: Towards a New Paradigm? A Post-Crisis Agenda (Critical Studies on Corporate Responsibility, Governance and Sustainability), Vol. 2, London: Emerald Group Publishing Limited.</p> <p>Richardson, Benjamin J. (2011): From fiduciary duties to fiduciary relationships for socially responsible investing: responding to the will of beneficiaries. In: Journal of Sustainable Finance & Investment, 1(1), 5-19.</p> <p>Waygood, Steve (2011): How do the capital markets undermine sustainable development? What can be done to correct this? In: Journal of Sustainable Finance & Investment, 1(1), 81-87.</p> <p><u>Recommended Reading</u></p> <p>Jeucken, H. A. Marcel (2001): Sustainable Finance and Banking. The Financial Sector and the Future of the Planet, London: Earthscan Publications Ltd.</p>
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Advanced Project

Status: January 2015

Module-Nr./ Code	13.4.3 APRO
Module title	Advanced Project
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	As a general rule, the successful completion of the module 13.3.3 IPRO is required.
Applicability of the module	<p>This module is targeted at the transfer between theory and practice and has interconnections to all earlier and simultaneous modules of the program, especially to IPRO.</p> <p>This module is part of all the Bachelor programs at Karlsruhochschule International University. The subject of the project varies according to the program specialisation of the students.</p>
Person responsible for the module	Prof. Dr. Dirk Nicolas Wagner
Name(s) of the instructor(s)	Prof. Dr. Dirk Nicolas Wagner Tim Born Barabara Vossel
Teaching language	English/other (depends on the subject of the project and the host country)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)

Hours per week	4
Assessment type / requirement for the award of credits	Project work § 14 (11) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated in this module will be able to autonomously identify, plan and implement a selected political, social or business project in an international context, with the help of tutors (instructors) and supervisors (professors). This involves integrating, applying and implementing the knowledge acquired in the modules to date.
Content of the module	Autonomous development of a project idea and implementation of a project under supervision and in collaboration with external partners ("sponsors"). If relevant, students can base their project on work carried out in the project module in the 3 rd semester.
Teaching and learning methods of the module	Project work in a team of 5-6 participants (tutored)
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	<ul style="list-style-type: none"> – The projects are developed in close collaboration with interested companies or social organisations (e.g. SIFE, Rotaract, Leos), in some cases on location – Students draw-up a written presentation for the sponsor – The following is assessed: <ul style="list-style-type: none"> • The content and formal quality of the presentation and documentation • The academic performance of the written paper, research and analysis – Students are expected to carry out project management as regards content and timing, which is fully documented. They are expected deliver the following: <ul style="list-style-type: none"> • Put together and organise a project team • Coordinate with the sponsor and the university instructor and other stakeholders (other groups) • Draw up a project brief and target definition in writing • Milestone and project structure

	<p>planning and schedule (Gantt chart)</p> <ul style="list-style-type: none"> • Present the individual work packages (Who does what by when?) taking into consideration the personal time budget • Weekly status update for the client and the university instructor (project progress report and meeting minutes) including work packages, to-do's of the relevant time period (planned, in progress / degree of completion, completed), plan/actual comparison • Quality assurance, risk and problem management <p>Project conclusion, delivery of performance and meeting of deadlines</p>
<p>Literature (Required reading/supplementary recommended reading)</p>	<p>The selection of literature is carried out by the students with the guidance of their tutors. The following is a list of optional general background reading:</p> <p>Armstrong, Michael (2012): Armstrong's handbook of management and leadership: developing effective people skills for better leadership and management. 3. ed., London: Kogan Page.</p> <p>Bentley, Colin (2009): Prince 2: a practical handbook. 3. ed., Oxford (u.a.): Butterworth-Heinemann.</p> <p><u>Further reading in German:</u></p> <p>Hölzle, Philipp (2007): Projektmanagement: professionell führen, Erfolge präsentieren. 2. ed., Freiburg: Haufe.</p> <p>Sutherland, Jeffrey Victor (2014): Scrum. A revolutionary approach to building teams, beating deadlines, and boosting productivity. Random House Business</p> <p>Kappler, Ekkehard, Seibel, Johannes J., Sterner, Siegfried (1983): Entscheidungen für die Zukunft: Instrumente und Methoden der Unternehmensplanung. Frankfurt: Frankfurter Allgemeine Zeitung GmbH.</p> <p>Mees, Jan, Oefner-Py, Stefan, Sünnemann, Karl-Otto (1995): Projektmanagement in neuen Dimensionen: das Helogramm zum Erfolg. 2. ed., Wiesbaden: Gabler.</p>

	<p>Michalko, Michael (2006): Thinkertoys: A handbook of creative-thinking techniques. 2. ed., Berkeley (u.a.): Ten Speed Press.</p>
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<u>Managerial Accounting</u>	
Module-Nr./ Code	13.4.4 MACC
Module title	Managerial Accounting
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	<ul style="list-style-type: none"> – Introduction to Management and its Quantitative Methods – Strategic Planning – Resources: Finance, Human Resources, Organisation
Applicability of the module to other programmes	This module is part of IB, IMC, IMA , IEVM and ITM program at Karlshochschule International University.
Person responsible for the module	Diana Festl-Pell
Name(s) of the instructor(s)	Prof. Dr. Georg Hauer Diana Festl-Pell
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (180') § 14 (2) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated in this module are able to

	<ul style="list-style-type: none"> – present the meaning of corporate accounting as source of information, which generates figures that are useful for external stakeholders to assess the company's business performance (external accounting, annual financial statement) and for internal stakeholders to make business decisions based on the data (internal accounting), – define the structure and the data of the annual financial statement, describe how the balance sheet is drawn up, including bookkeeping and the profit and loss account, explain the different items of the balance sheet and the profit and loss account and understand their significance, – describe cost accounting as basis for budget planning and as basis for the calculation of products, services, contracts, projects etc., – present the meaning of cost management and define adequate methods (cost / benefit calculation, calculation of cost types, cost centres and cost units, cost accounting and cost allocation), – define what makes up project cost management and how it is carried out using an example.
Content of the module	<ul style="list-style-type: none"> – Accounting as a tool for strategy assessment – Translating transactions in accounting data – Comparison of financial and managerial accounting – Key Concepts of cost and financial accounting – Cost behaviour and cost-volume-profit-analysis – Calculation of products, services and activities – Profit planning and cost budgeting for departments and business units – Income statement and balance sheet – Accrual accounting and Asset accounting – Liabilities and equity – Cash flow and financial statement analysis

Teaching and learning methods of the module	Interactive lectures, exercises, case studies, self-study
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Integration of online quizzes and exercises
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Jones, Jefferson et al. (2012): Financial and managerial accounting: the cornerstones of business decisions. 2. ed., Mason: South-Western Cengage.</p> <p><u>Supplementary recommended reading:</u></p> <p>Troßmann, E., Baumeister, A., Werkmeister, Clemens (2011): Management-Fallstudien im Controlling. München: Vahlen.</p> <p>Weber, Jürgen, Schäfer, Utz (2008): Introduction to Controlling. 1. ed., Stuttgart: Schäffer-Poeschel.</p>

Arabic 2

Status: January 2014

Module-Nr./ Code	13.4.5 ARA2
Module title	Arabic 2
Semester or trimester	4 th semester
Duration of module	Single semester(if Arabic has been selected as second foreign language)
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 ARA1
Applicability of the module	Interconnections with ARA1 and ARA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafort
Name(s) of the instructor(s)	Alaa Khalil
Teaching language	Arabic (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – have an extended knowledge of the fundamentals of the Arabic alphabet, – identify a suitable number of individual elements, – deduct meaning from contexts, – carry out simple dialogues in everyday situations.
Content of the module	<ul style="list-style-type: none"> – The perfect, the verb sentence, the nisbe ending, the genitive link, the suffixed personal pronouns, determination (summary), the adverb, the imperfect, the demonstrative pronouns, conjunctive and apocopate, the imperative, negation. – A personal letter; at the travel agent's; at the grocer's; in a restaurant; international news; in a bookshop; my university; in a hotel. – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbook:</u></p> <p>Krahl, Günther, Reuschel, Wolfgang, Schulz, Eckehard (2011): Lehrbuch des modernen Arabisch. 1. Aufl., Leipzig: AKV Edition Hamouda.</p>

Chinese 2

Status: January 2014

Module-Nr./ Code	13.4.5 CHI2
Module title	Chinese 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Chinese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 CHI1
Applicability of the module	Interconnections with CHI1 and CHI3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Xiaojun Gundermann-Han
Teaching language	Chinese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated in

	<p>this module will be able to:</p> <ul style="list-style-type: none"> – have an extended knowledge of the basics of the Chinese alphabet, – identify a suitable number of individual elements, – deduct meaning from contexts, – carry out simple dialogues in everyday situations.
Content of the module	<ul style="list-style-type: none"> – Further phonetic and graphic characteristics of the foreign language code – Basic grammar – Extension of basic vocabulary – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Chen, Fu, Zhu, Zhiping, Cordes, Ruth (2005): Wir lernen Chinesisch. Beijing: Verlag für Volksbildung. (Medienkombination)</p> <p>Zhang, Hong, Zhu, Xiaoxing (2007): Chinesisch erleben. Beijing: China Book Trading. (Medienkombination)</p> <p>Gu, Wen, Meinshausen, Frank (2005): Umgangschinesisch effektiv: ein Crash-Kurs der chinesischen Umgangssprache. Stuttgart: Schmetterling.</p>

French 2

Status: January 2014

Module-Nr./ Code	13.4.5 FRA2
Module title	French 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if French has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 FRA1
Applicability of the module	Interconnections with FRA1 and FRA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Ariane Fleuranceau, Gerard Massé, Marine Roland-Hohenstein
Teaching language	French (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1.2 (Beginners), B1.2 (Intermediate), B2-C1 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test

	(15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple to more complex everyday situations and simple business situations in the spoken language, – write standard texts (e.g. lists) autonomously in French <p>Intermediate:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents <p>Advanced:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports) – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in French
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Extension of lexical knowledge and consolidation of grammatical structures and contents as well as the progressive development of listening comprehension skills and written and spoken production skills. – Information on culture and civilisation is also included regularly in the course. – Extension of business terminology. Use of the terminology and the structures in business situations. <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of

	<p>the foreign language and work on L1 phonetic interference</p> <ul style="list-style-type: none"> – More complex grammar structures and varieties – Basic lexis – Learning aids <p>Target level B1.2 and B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Colloquial language – Learning aids <p>Target C1, specifically:</p> <ul style="list-style-type: none"> – Specialist business vocabulary – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho A1: méthode de français. Paris: CLE International.</p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho A2: méthode de français. Paris: CLE International.</p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho B1.1: méthode de français. Paris: CLE International.</p> <p>Carlo, Catherine, Causa, Mariella (2010): Civilisation Progressive du Français: Niveau Débutant. Paris: CLE International.</p> <p>Penfornis, Jean-Luc (2004): Vocabulaire</p>

Progressif du Français des Affaires. Paris: CLE International.

Steele, Ross (2004): Civilisation Progressive du Français: Niveau Intermédiaire. Paris: CLE International.

Pécheur, J. (2010): Civilisation Progressive du Français : Niveau avancé. Paris: CLE International.

Italian 2

Status: January 2014

Module-Nr./ Code	13.4.5 ITA2
Module title	Italian 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Italian has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 ITA1
Applicability of the module	Interconnections with ITA1 and ITA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Jaqueline LoMascolo
Teaching language	Italian (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1.2 (Beginners), B1.2 (Intermediate), B2 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test (15' oral form listening comprehension and oral

	expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple to more complex everyday situations and simple business situations in the spoken language, – write standard texts (e.g. lists) autonomously in Italian <p>Intermediate:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents <p>Advanced:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports)
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Extension of lexical knowledge and consolidation of grammatical structures and contents as well as the progressive development of listening comprehension skills and written and spoken production skills. – Information on culture and civilisation is also included regularly in the course. – Extension of business terminology. Use of the terminology and the structures in business situations. <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of the foreign language and work on L1 phonetic interference – More complex grammar structures and varieties – Basic lexis – Learning aids

	<p>Target level B1.2 and B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Colloquial language – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Errico-Reiter, Rosa, Esposito, Maria A., Grandi, N. (2010): Campus Italia A1/A2: Lehr- und Arbeitsbuch, Stuttgart: Klett.</p>

Japanese 2

Status: January 2014

Module-Nr./ Code	13.4.5 JAP 2
Module title	Japanese 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (mandatory, elective, etc.)	Mandatory (if Japanese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 JAP1
Applicability of the module	Interconnections with JAP1 and JAP3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Tanya Wodopia
Teaching language	Japanese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total	3 %

grade	
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – have an extended knowledge of the basics of the Japanese alphabet, – identify a suitable number of individual elements, – deduct meaning from contexts, – carry out simple dialogues in everyday situations.
Content of the module	<ul style="list-style-type: none"> – Basic grammar – Extension of basic vocabulary – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Clarke, H.D.B., Hamamura, Motoko (2003): Colloquial Japanese: The complete course for beginners. London (u.a.): Routledge.</p>

Portuguese 2

Status: January 2014

Module-Nr./ Code	13.4.5 POR2
Module title	Portuguese 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Portuguese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 POR1
Applicability of the module	Interconnections with POR1 and POR3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Vilza Cristina Muricy-Geiger
Teaching language	Portuguese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A2 (Beginners-Intermediate), B1 (Intermediate), B2 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test (15' oral form listening comprehension and oral

	expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple to more complex everyday situations and simple business situations in the spoken language, – write standard texts (e.g. lists) autonomously in Portuguese <p>Intermediate:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents <p>Advanced:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports)
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Extension of lexical knowledge and consolidation of grammatical structures and contents as well as the progressive development of listening comprehension skills and written and spoken production skills. – Information on culture and civilisation is also included regularly in the course. – Extension of business terminology. Use of the terminology and the structures in business situations. <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of the foreign language and work on L1 phonetic interference – More complex grammar structures and varieties – Basic lexis – Learning aids

	<p>Target level B1.2 and B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Colloquial language – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Eberlein O.F. Lima, Emma (2009): Novo Avenida Brasil: curso básico de português para estrangeiros. 2, Sao Paulo: E.P.U.</p> <p>Eberlein O.F. Lima, Emma (2009): Novo Avenida Brasil: curso básico de português para estrangeiros. 3, Sao Paulo: E.P.U.</p> <p>Prata, Maria (2010): Beleza! Brazilianisches Portugiesisch für Anfänger. A1+A2, Stuttgart: Klett. (Lehrbuch mit 2 Audio-CDs)</p> <p>Prata, Maria (2010): Beleza! Brazilianisches Portugiesisch für Anfänger. Stuttgart: Klett. (Arbeitsbuch)</p> <p>Osborne, Esmeria Simões (2005): Colloquial Portuguese of Brazil: the complete course for beginners. New York (u.a.): Routledge.</p>

Russian 2

Status: January 2014

Module-Nr./ Code	13.4.5 RUS2
Module title	Russian 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Russian has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 RUS1
Applicability of the module	Interconnections with RUS1 and RUS3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Irina Mashkova
Teaching language	Russian (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – deal with simple to more complex everyday situations and simple business situations in the spoken language – write standard texts (e.g. lists) autonomously in Russian.
Content of the module	<ul style="list-style-type: none"> – Specific phonetic characteristics of Russian – More complex grammar structures – Extension of basic vocabulary – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Loos, Harald, Berditschewski, Anatoli (2008): Projekty: ein Russischlehrwerk für Beruf und Alltag. Ismaning: Hueber. (Medienkombination)</p> <p>Sokolowa, Ludmila, Zeller, Heiner (2001): Kljuci 1: ein Russischlehrwerk für Erwachsene. Ismaning: Hueber. (Medienkombination)</p> <p>Sokolowa, Ludmila, Zeller, Heiner (2004): Kljuci 2: ein Russischlehrwerk für Erwachsene. Ismaning: Hueber. (Medienkombination)</p>

Spanish 2

Status: January 2014

Module-Nr./ Code	13.4.5 SPA2
Module title	Spanish 2
Semester or trimester	4 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory (if Spanish has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.3.5 SPA1
Applicability of the module	Interconnections with SPA1 and SPA3. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Maritza Bayona, Gabriela Farah de Günther, Ana Garcia Merinero, Aidé Blanca Melz
Teaching language	Spanish (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A1.2 (Beginners), B1.2 (Intermediate), B2-C1 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test

	(15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with simple to more complex everyday situations and simple business situations in the spoken language, – write standard texts (e.g. lists) autonomously in Spanish <p>Intermediate:</p> <ul style="list-style-type: none"> – use their spoken language to take part in a suitable range of advanced business communication situations, – draw up accompanying written documents <p>Advanced:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports) – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in Spanish.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Extension of lexical knowledge and consolidation of grammatical structures and contents as well as the progressive development of listening comprehension skills and written and spoken production skills. – Information on culture and civilisation is also included regularly in the course. – Extension of business terminology. Use of the terminology and the structures in business situations. <p>Target level A2, specifically:</p>

	<ul style="list-style-type: none"> – Consolidation of the phonetic knowledge of the foreign language and work on L1 phonetic interference – More complex grammar structures and varieties – Basic lexis – Learning aids <p>Target level B1.2 and B2, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Extension of the general vocabulary and the basics of business vocabulary – Specialised texts – Colloquial language – Learning aids <p>Target C1, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Specialist business vocabulary – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>González Salgado, C. (2007): ene A1: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>González Salgado, C., Sanz Oberberger, C. (2010): ene A2: der Spanischkurs. Medienkombination. 2. Aufl., Ismaning: Hueber.</p> <p>González Salgado, C., Alcántara Alcántara, F., Sanz Oberberger, C., Douterelo Fernández, E. (2010): ene B1.1: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p>

	<p>González Salgado, C. et al. (2012): ene B1.2: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>Gelabert, Maria J. (Hrsg.) (2007): Prisma avanza (B2): prisma del alumno. Madrid: Ed. Edinumen. Ismaning: Hueber.</p> <p>Pacheco, Azucena Encinas, González, Ana Hermoso, Espinosa, Alicia López (2007): Prisma avanza (B2): prisma de ejercicios. Madrid: Ed. Edinumen, Ismaning: Hueber.</p> <p>Gelabert, Maria J., Isa, David, Menéndez, Mar (2011): Nuevo Prisma: C1, libro del alumno. Madrid: Ed. Edinumen, Ismaning: Hueber.</p> <p>Castro, Genis, Ianni, José, V. (2011): Nuevo Prisma: C1; libro de ejercicios. Madrid: Ed. Edinumen, Ismaning: Hueber.</p>
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Current Issues in Sustainability Management:

Research Colloquium

Module-Nr./ Code	13.5.1 CURRS
Module title	Current Issues in Sustainability Management: Research Colloquium
If relevant, course units within the module	-
Learning outcomes of the module	Students who have successfully participated in this module will: <ul style="list-style-type: none"> • understand contemporary issues in International Sustainability Management from a global and cross-cultural perspective. • have a better appreciation of sustainability strategies and their implementation under conditions of social and market diversity. • develop a better awareness and sensitivity to cultural differences in behaviour in order to enhance skill levels for working in multi-cultural organisations and markets.
Content of the module	Contents depend on international offers and on the learning agreement. Aforementioned outcomes will be guaranteed through selected course programs in the partner institution.
Study Semester (or Trimester)	5 th semester
Duration of module	Single semester
Frequency of module	Once a year
Number of allocated ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 42, self-study = 138 hours)
Hours per week	3
Course type (mandatory, elective, etc.)	Mandatory
Applicability of the module	
Entry requirements	None
Person responsible for the module	Prof. Dr. André Reichel
Name(s) of the instructor(s)	Prof. Dr. André Reichel Prof. Dr. Wendelin Küpers Diana Festl-Pell

	Prof. Dr. Michael Zerr
Teaching language	English
Assessment type / requirement for the award of credits	Essay § 14 (6) CER 01.02.2014
Weighting of the grade within the total grade	3%
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	<u>Required reading:</u> Reading requirements depend on international offers and on the learning agreement. Recommendations will be given at the latest in the opening session of the course.

Culture, Consumption & Sustainability:

Field Studies

Module-Nr./ Code	13.5.2 CUCOS
Module title	Culture, Consumption & Sustainability: Field Studies
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Each year
Entry requirements	
Applicability of the module	<p>The module is linked to the area studies (ARST) and rises also ethical questions linked to the electives in the same term (EIMx). Partly aspects from the module "Relations in Int'l Marketing" shall be revisited.</p> <p>No applicability of the module to other programs.</p>
Person responsible for the module	Prof. Dr. Björn Bohnenkamp
Name(s) of the instructor(s)	Prof. Dr. Björn Bohnenkamp Prof. Dr. André Reichel
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Presentation § 14 (9) CER 01.02.2014

Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – identify the variety of social expressions affecting marketing for sustainable consumption and production – decode and recognize other cultural contexts and find institutional arrangements with international participants in cross-cultural contexts – analyze the role of (sub-) cultural settings as levers for marketing strategies and operations for enhancing sustainable lifestyles – evaluate concepts on how to approach cultural differences with marketing means in a both standardized and differentiated manner – identify and systemize multi-diverse layering in society (super-diversity) for market ends
Content of the module	<ul style="list-style-type: none"> – Understanding the variety of social expressions affecting marketing for sustainable consumption and production (cases) – Decode and recognize other cultural contexts and parameters of diversity in society – Co-operative and institutional arrangements with international participants in cross-cultural contexts – (Sub-) cultural settings as levers for marketing strategies and operations for enhancing sustainable lifestyles – Evaluate concepts how to approach (sub-) cultural, regional or social differences in a both standardized and differentiated manner (standardization versus localization/differentiation) – Applying current methods in culture and diversity research (case studies)
Teaching and learning methods of the module	Interactive lectures, group work, case studies
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Guest lectures, external lectures and company visits
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Bourdieu, Pierre (1984): Distinction: a Social Critique of the Judgment of Taste. Cambridge,</p>

	<p>Mass.: Harvard University Press.</p> <p>Demooij, Marieke (2011): Consumer Behavior and Culture: Consequences for Global Marketing and Advertising. 2. ed., Thousand Oaks (u.a.): Sage.</p> <p>Humphery, K. (2015). Sustainable Consumption. In The Wiley Blackwell Encyclopedia of Consumption and Consumer Studies. John Wiley & Sons, Ltd. Retrieved from http://onlinelibrary.wiley.com/doi/10.1002/9781118989463.wbeccs222/abstract</p> <p>Xie, C., Bagozzi, R. P., & Troye, S. V. (2008). Trying to prosume: toward a theory of consumers as co-creators of value. <i>Journal of the Academy of Marketing Science</i>, 36, 109–122.</p> <p>Wetherell, Margaret, Mohanty, Chandra Talpade (eds.) (2010): The Sage handbook of identities. Los Angeles (u.a.): Sage.</p> <p>Further sources, such as current case studies, will be distributed in class. The chapters to read will also be highlighted in class following the discussions and case studies.</p>
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Ethics in Management: Globalization and Ethics

Status: January 2014

Module-Nr./ Code	13.5.3.a EIMG
Module title	Ethics in Management: Globalization and Ethics
Semester or trimester	5 th semester
Duration of module	One semester
Course type (Mandatory, elective, etc.)	Mandatory Elective
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	
Applicability of the module to other programs	This module is part of the IB, IMA, IEM, ITM, IEVM, ACM, IMM program.
Person responsible for the module	Prof. Dr. Wendelin Küpers
Name(s) of the instructor(s)	N.N.
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 42, self-study = 138 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Essay § 14 (6) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> - acquire a critical understanding of different positions, approaches, concepts, discourses and schools concerning business ethics from a philosophical, economical, managerial and practical point of view - examine the historical and cultural context of ethical reasoning, practices and applications and demonstrate an understanding of ethical issues in different international and cultural contexts - explain and assess controversies and debates around globalisation and develop various perspectives of ethics in relation to issues of globalisation - examine classical theories of development and recent critical theories of 'post-development' and critically discuss mainstream discourses of 'poverty' and 'lack' as characterizing specific societies - appreciate ethical issues and dilemma and the influence these issues have on management decision making, behaviour, policies, and practices
Content of the module	<ul style="list-style-type: none"> – Introduction to Ethical Theory – Concepts of Business Ethics (Homann, Ulrich, Wieland, – Globalization Discourse – Global Consumption Culture – Network Economy – Geopolitics – Boundless Nature – Transnationalism – Actor-Network Theory

	– Theories of Uneven Development
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Crane, A., Matten, D. (2010): Business Ethics: Managing Corporate Citizenship and Sustainability in the Age of Globalization. 3. ed., Oxford (u.a.): Oxford University Press.</p> <p>Homann, Karl, Koslowski, Peter, Luetge, Christoph (ed.) (2007): Globalisation and Business Ethics. Aldershot (u.a.): Ashgate Publishing. (Law, Ethics and Economics). pp. 3-56, 81-144, 191-236</p> <p><u>Supplementary recommended readings:</u></p> <p>Ulrich, Peter (2010): Integrative Economic Ethics: Foundations of a Civilized Market Economy. Cambridge: Cambridge University Press.</p>

Ethics in Management: Sustainability and Ethics

Status: January 2014

Module-Nr./ Code	13.5.3.b EIMS
Module title	Ethics in Management: Sustainability and Ethics
Semester or trimester	5 th semester
Duration of module	One semester
Course type (Mandatory, elective, etc.)	Mandatory Elective
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	
Applicability of the module to other programs	This module is part of the IB, IMA, IEM, ITM, IEVM, ACM, IMM program.
Person responsible for the module	Prof. Dr. Wendelin Küpers
Name(s) of the instructor(s)	N.N.
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 42, self-study = 138 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Essay § 14 (6) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated

	<p>in this module will be able to:</p> <ul style="list-style-type: none"> - acquire a critical understanding of different positions, approaches, concepts, discourses and schools concerning business ethics from a philosophical, economical, managerial and practical point of view - examine the historical and cultural context of ethical reasoning, practices and applications and demonstrate an understanding of ethical issues in different international and cultural contexts - explain and assess controversies and debates around sustainability and develop various perspectives of ethics in relation to issues of sustainability - integrate economical, ecological and social sustainability and position themselves in topics like ethical/sustainable consumerism, the interdependency between capitalism, growth paradigms and the use of natural resources, post-growth and sharing economy - examine classical theories of development and recent critical theories of 'post-development' and critically discuss mainstream discourses of 'poverty' and 'lack' as characterizing specific societies - appreciate ethical issues and dilemma and the influence these issues have on management decision making, behaviour, policies, and practices
Content of the module	<ul style="list-style-type: none"> – Introduction to Ethical Theory – Concepts of Business Ethics (Homann,

	<p>Ulrich, Wieland)</p> <ul style="list-style-type: none"> – Sustainability Discourse – Ethical/Sustainable Consumerism, – Interdependency between Capitalism, Growth Paradigms and the Exploitation of Natural Resources, – Post-Growth and Sharing Economy – Theories of Uneven Development
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p><u>Required reading:</u></p> <p>Crane, A., Matten, D. (2010): Business Ethics: Managing Corporate Citizenship and Sustainability in the Age of Globalization. 3. ed., Oxford (u.a.): Oxford University Press.</p> <p>Becker, Christian (2012): Sustainability Ethics and Sustainability Research. Dordrecht (u.a.): Springer.</p> <p><u>Supplementary recommended readings:</u></p> <p>Ulrich, Peter (2010): Integrative Economic Ethics: Foundations of a Civilized Market Economy. Cambridge: Cambridge University Press.</p> <p>Becker, Christian U. (2010): Sustainability Ethics. Online Paper available at SSRN: http://ssrn.com/abstract=1626013 or http://dx.doi.org/10.2139/ssrn.1626013</p> <p>Tencati, Antonio, Perrini, Francesco (2011): Business Ethics and Corporate Sustainability. Cheltenham (u.a.): Edward Elgar Publishing. (Studies in Transatlantic Business Ethics)</p>

Ethics in Management: Ethics in Practice

Status: January 2014

Module-Nr./ Code	13.5.3.c EIMP
Module title	Ethics in Management: Ethics in Practice
Semester or trimester	5 th semester
Duration of module	One semester
Course type (Mandatory, elective, etc.)	Mandatory Elective
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	
Applicability of the module to other programs	This module is part of the IB, IMA, IEM, ITM, IEVM, ACM, IMM program.
Person responsible for the module	Prof. Dr. Wendelin Küpers
Name(s) of the instructor(s)	Prof. Dr. Ekaterina Svetlova
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 42, self-study = 138 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Essay § 14 (6) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated

	<p>in this module will be able to:</p> <ul style="list-style-type: none"> - acquire a critical understanding of different positions, approaches, concepts, discourses and schools concerning business ethics from a philosophical, economical, managerial and practical point of view - examine the historical and cultural context of ethical reasoning, practices and applications and demonstrate an understanding of ethical issues in different international and cultural contexts - identify, analyze and critically reflect on concrete moral dilemmas and the role of an integral responsibility in organization and leadership practice - contextualize and differentiate dilemmas as distinct from puzzles, ambivalences, trade-offs, and paradoxes - to understand causes, dynamics, processes and effects of (moral) dilemma - develop preventive measurements and ways for coping or strategies, for dealing with moral dilemmas and their consequences - handle ambiguities and think in terms of imperfect solutions for moral problems, and integrating pre- or arational dimensions, including empathy and intuition
Content of the module	<ul style="list-style-type: none"> – Introduction to Ethical Theory – Concepts of Business Ethics (Homann, Ulrich, Wieland)

	<ul style="list-style-type: none"> – Definitions, context & specifics of (moral) dilemmas in past and current organization and leadership practices – Limitation of conventional rational-formal (ethical) approaches in economy and management – Learning from examples of dilemmatic situations and cases, especially related to (strategic) decision-making – Development, implications and consequences of (moral) dilemmas in organizational life-worlds and beyond – Various integrated coping strategies and competencies required for dealing with (moral) dilemmas – Proactive possibilities to avoid moral dilemmas
Teaching and learning methods of the module	Interactive lecture, seminar style (possibly including serious play exercises with role-play, games, small group work, case study analysis, and presentations)
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	<p>To promote scientific discourse, 1-2 guest lectures e.g. by scholars in the field of strategy will be integrated, if possible.</p> <p>Self-study integrating online components and the university's internal download center</p>
Literature (Required reading/supplementary recommended reading)	<p><u>Required reading:</u></p> <p>Crane, A., Matten, D. (2010): Business Ethics: Managing Corporate Citizenship and Sustainability in the Age of Globalization. 3. ed., Oxford (u.a.): Oxford University Press. (selected chapters)</p> <p>Kollock, P. (1998): Social Dilemmas: The Anatomy of Cooperation. In: Annual Review of Sociology, 24(1), 183-214</p> <p>Küpers, W. (2014): Dilemmas and Paradoxes in Chiasmic Organising. In: Inc. – In-Corporation. Phenomenology of Embodied Organisation and Management. (forthcoming Book in preparation for CBS, Copenhagen).</p>

Küpers, W. (2012): Integral Response-abilities for organising and managing Sustainability. In Eweje, Gabriel, Perry, Michael (eds.): Business and Sustainability: Concepts, Strategies and Changes, Critical Studies on Corporate Responsibility, Governance and Sustainability. Bingley: Emerald. 3, 25–58.

Nijhof, A.H.J., Fischer, O. (1997): Dealing with ethical dilemma's in organizational change processes. In: International Journal of Value-Based Management, 10(2), 173-192

White, L., Wooten, K. (1983): Ethical Dilemmas in Various Stages of Organizational Development. In: The Academy of Management Review, 8(4), 690-697

Supplementary recommended readings:

Ulrich, Peter (2010): Integrative Economic Ethics: Foundations of a Civilized Market Economy. Cambridge: Cambridge University Press.

Bloodgood, J., Bongsug, C. K. (2010): Organizational paradoxes: dynamic shifting and integrative management. In: Management Decision, 48(1), 85-104

Cameron, K. S. (2008): Paradox in Positive Organizational Change. In: Journal of Applied Behavioral Science, 44(7), 7-24

DeFillippi, R., Grabher, G., Jones, C. (2007): Introduction to paradoxes of creativity: managerial and organizational challenges in the cultural economy. In: Journal of Organizational Behavior, 28, 511-521

	<p>Eisenhardt, K. M. (2000): Paradox, Spirals, Ambivalence: The New Language of Change and Pluralism. In: Academy of Management Review, 25(4), 703-705</p> <p>Molinsky, Andrew, and Joshua D. Margolis (2005): Necessary Evils and Interpersonal Sensitivity in Organizations. In: Academy of Management Review, 30(2), 245-268</p> <p>Rasche, A. (2007): Paradoxical Foundation of Strategic Management. Heidelberg: Springer.</p> <p>Cases (List of sources will be provided)</p> <p>Litschka, M., Suske, M., Brandtweiner, R. (2011): Management Decisions in Ethical Dilemma Situations. Empirical Examples from Austrian Managers. In: Journal of Business Ethics, 104(4), 473-484</p>
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Change and Innovation

Status: July 2015

Module-Nr./ Code	13.5.4 CHIN
Module title	Change and Innovation
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	-
Applicability of the module	<p>This module has interconnections to the earlier module STRA as well as to the modules GECO and SUDE.</p> <p>This module is part of all the Bachelor programs at Karlshochschule International University.</p>
Person responsible for the module	Prof. Dr. Björn Bohnenkamp
Name(s) of the instructor(s)	Christine Riedman-Streitz Reinhard Ematinger
Teaching language	English
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total work load = 180 hours (Contact hours = 42, self-study = 138 hours)
Hours per week	3
Assessment type / requirement for the award of credits	Learner's Portfolio § 14 (7) CER 01.02.2014

Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – analyse the socio-economic processes of change and the socio-technical innovation processes from a general management perspective – plan, structure and monitor corporate innovation processes and the processes of organisational change – implement appropriate management tools depending on the situation in order to achieve innovation objectives and to shape organisational change
Content of the module	<ul style="list-style-type: none"> – Socio-technical and socio-economic drivers of innovation and change – Business possibilities for shaping innovation and change, in particular the strategic and organisational integration of different innovation perspectives (e.g. product and process innovation with the innovation of distribution) – Innovation and change as management task – The basic methods of innovation and change management – Business development – Case studies – Political and societal change
Teaching and learning methods of the module	Theoretical components will interact with case studies and exercises (group and individual).
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Blended learning, online presentations by student groups, guest lectures
Literature (Required reading/supplementary recommended reading)	<p><u>Required Reading</u> will be uploaded in advance on the blended learning platform.</p> <p><u>Recommended Reading</u> will be introduced during the workshops.</p>

Arabic 3

Status: January 2014

Module-Nr./ Code	13.5.5 ARA3
Module title	Arabic 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if Arabic has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 ARA2
Applicability of the module	Interconnections with ARA1 and ARA2. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Alaa Khalil
Teaching language	Arabic (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %

Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – read and write brief standard texts, – carry out dialogues in everyday situations with a suitable level of complexity.
Content of the module	<ul style="list-style-type: none"> – Revision of the conjunctive, the imperative, apocopate and negation. The dual, the numbers 1 and 2, question pronouns “how many”, the months, cardinal numbers, year numbers, the perfect form of verbs with و and ى, conjunctive and apocopate of verbs with و or ى, word order: إِنْ and the subject of the sentence. – At my university; in a hotel; about Islam and Muslims; registering with the authorities; the President’s speech; interview with the President. – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbook:</u></p> <p>Krahl, Günther, Reuschel, Wolfgang, Schulz, Eckehard (2011): Lehrbuch des modernen Arabisch. 1. Aufl., Leipzig: AKV Edition Hamouda.</p>

Chinese 3

Status: January 2014

Module-Nr./ Code	13.5.5 CHI3
Module title	Chinese 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if Chinese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 CHI2
Applicability of the module	Interconnections with CHI1 and CHI2. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Xiaojun Gundermann-Han
Teaching language	Chinese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	Students who have successfully participated in

	<p>this module will be able to:</p> <ul style="list-style-type: none"> – read and write brief standard texts, – carry out dialogues in everyday situations with a suitable level of complexity.
Content of the module	<ul style="list-style-type: none"> – Extension of basic grammar forms – Extension of basic vocabulary – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Chen, Fu, Zhu, Zhiping, Cordes, Ruth (2005): Wir lernen Chinesisch. Beijing: Verlag für Volksbildung. (Medienkombination)</p> <p>Zhang, Hong, Zhu, Xiaoxing (2007): Chinesisch erleben. Beijing: China Book Trading. (Medienkombination)</p> <p>Gu, Wen, Meinshausen, Frank (2005): Umgangschinesisch effektiv: ein Crash-Kurs der chinesischen Umgangssprache. Stuttgart: Schmetterling.</p>

French 3

Status: January 2014

Module-Nr./ Code	13.5.5 FRA3
Module title	French 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if French has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 FRA2
Applicability of the module	Interconnections with FRA1 and FRA2. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Ariane Fleuranceau, Gerard Massé, Marine Roland-Hohenstein
Teaching language	French (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A2 (Beginners), B1-B2 (Intermediate), B2-C1 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test (15' oral form listening comprehension and

	oral expression) § 14 (2) / § 14 (3) 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with more complex everyday situations and everyday business situations in the spoken language, – write simple texts in French. <p>Intermediate:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports) <p>Advanced:</p> <ul style="list-style-type: none"> – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in French
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Increase vocabulary and perfect their grammar knowledge in order to further improve their speaking and writing skills (discussion, expressing opinions, presenting an argument, negotiations) as well as training listening and reading comprehension skills. – Use of language in business situations. <p>Target level A2 and B1, specifically:</p> <ul style="list-style-type: none"> – Complex grammatical structures and varieties – Extension of general vocabulary, – Specialist business language and texts – Learning aids <p>Target level B2 and C1, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises

	<ul style="list-style-type: none"> – Specialist business vocabulary – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho A1: méthode de Français. Paris: CLE International.</p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho A2: méthode de Français. Paris: CLE International.</p> <p>Girardet, Jacky, Pécheur, Jacques (2010): Écho B1.1: méthode de Français. Paris: CLE International.</p> <p>Carlo, Catherine, Causa, Mariella (2010): Civilisation Progressive du Français: Niveau Débutant. Paris: CLE International.</p> <p>Penfornis, Jean-Luc (2004): Vocabulaire Progressif du Français des Affaires. Paris: CLE International.</p> <p>Steele, Ross (2004): Civilisation Progressive du Français: Niveau Intermédiaire. Paris: CLE International.</p> <p>Pécheur, J. (2010): Civilisation Progressive du Français : Niveau avancé. Paris: CLE International.</p>

Italian 3

Status: January 2014

Module-Nr./ Code	13.5.5 ITA3
Module title	Italian 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if Italian has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 ITA2
Applicability of the module	Interconnections with ITA1 and ITA2. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Jaqueline LoMascolo
Teaching language	Italian (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A2 (Beginners), B1 (Intermediate), B2-C1 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test (15' oral form listening comprehension and

	oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with more complex everyday situations and everyday business situations in the spoken language, – write simple texts in Italian. <p>Intermediate:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports) <p>Advanced:</p> <ul style="list-style-type: none"> – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in Italian
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Increase vocabulary and perfect their grammar knowledge in order to further improve their speaking and writing skills (discussion, expressing opinions, presenting an argument, negotiations) as well as training listening and reading comprehension skills. – Use of language in business situations. <p>Target level A2 and B1 specifically:</p> <ul style="list-style-type: none"> – Complex grammatical structures and varieties – Extension of general vocabulary, – Specialist business language and texts – Learning aids <p>Target level B2 and C1, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises

	<ul style="list-style-type: none"> – Specialist business vocabulary – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Errico-Reiter, Rosa, Esposito, Maria A., Grandi, N. (2010): Campus Italia A1/A2: Lehr- und Arbeitsbuch, Stuttgart: Klett.</p>

Japanese 3

Status: January 2014

Module-Nr./ Code	13.5.5 JAP 3
Module title	Japanese 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (mandatory, elective, etc.)	Elective (if Japanese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 JAP2
Applicability of the module	Interconnections with JAP1 and JAP2. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Tanya Wodopia
Teaching language	Japanese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total	3 %

grade	
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – read and write brief standard texts, – carry out dialogues in everyday situations with a suitable level of complexity.
Content of the module	<ul style="list-style-type: none"> – Extension of basic grammar forms – Extension of basic vocabulary – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
<p>Literature</p> <p>(Required reading/supplementary recommended reading)</p>	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Clarke, H.D.B., Hamamura, Motoko (2003): Colloquial Japanese: The complete course for beginners. London (u.a.): Routledge.</p>

Portuguese 3

Status: January 2014

Module-Nr./ Code	13.5.5 POR3
Module title	Portuguese 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if Portuguese has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 POR2
Applicability of the module	Interconnections with POR1 and POR2. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafort
Name(s) of the instructor(s)	Vilza Cristina Muricy-Geiger
Teaching language	Portuguese (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A2 (Beginners), B1 (Intermediate), B2-C1 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test (15' oral form listening comprehension and oral

	expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with more complex everyday situations and everyday business situations in the spoken language, – write simple texts in Portuguese. <p>Intermediate:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports) <p>Advanced:</p> <ul style="list-style-type: none"> – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in Portuguese
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Increase vocabulary and perfect their grammar knowledge in order to further improve their speaking and writing skills (discussion, expressing opinions, presenting an argument, negotiations) as well as training listening and reading comprehension skills. – Use of language in business situations. <p>Target level A2 and B1, specifically:</p> <ul style="list-style-type: none"> – Complex grammatical structures and varieties – Extension of general vocabulary, – Specialist business language and texts – Learning aids <p>Target level B2 and C1, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises – Specialist business vocabulary

	<ul style="list-style-type: none"> – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Eberlein O.F. Lima, Emma (2009): Novo Avenida Brasil: curso básico de português para estrangeiros. 2, Sao Paulo: E.P.U.</p> <p>Eberlein O.F. Lima, Emma (2009): Novo Avenida Brasil: curso básico de português para estrangeiros. 3, Sao Paulo: E.P.U.</p> <p>Prata, Maria (2010): Beleza! Brasilianisches Portugiesisch für Anfänger. A1+A2, Stuttgart: Klett. (Lehrbuch mit 2 Audio-CDs)</p> <p>Prata, Maria (2010): Beleza! Brasilianisches Portugiesisch für Anfänger. Stuttgart: Klett. (Arbeitsbuch)</p> <p>Osborne, Esmenia Simões (2005): Colloquial Portuguese of Brazil: the complete course for beginners. New York: Routledge.</p>

Russian 3

Status: January 2014

Module-Nr./ Code	13.5.5 RUS3
Module title	Russian 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if Russian has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 RUS2
Applicability of the module	Interconnections with RUS1 and RUS2. This module is part of all the undergraduate programs at Karlsruhochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafort
Name(s) of the instructor(s)	Natalia Ezhkova
Teaching language	Russian (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Written examination (90') and test (15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total	3 %

grade	
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – deal with a suitable range of everyday situations in the spoken language – understand oral communication in a business context and make simple contributions in the spoken language – write short texts (e.g. letters) autonomously in Russian.
Content of the module	<ul style="list-style-type: none"> – Extension of knowledge of grammar system – Extension of basic vocabulary – Basic business vocabulary – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>Loos, Harald, Berditschewski, Anatoli (2008): Projekty: ein Russischlehrwerk für Beruf und Alltag. Ismaning: Hueber. (Medienkombination)</p> <p>Sokolowa, Ludmila, Zeller, Heiner (2001): Kljuci 1: ein Russischlehrwerk für Erwachsene. Ismaning: Hueber. (Medienkombination)</p> <p>Sokolowa, Ludmila, Zeller, Heiner (2004): Kljuci 2: ein Russischlehrwerk für Erwachsene. Ismaning: Hueber. (Medienkombination)</p>

Spanish 3

Status: January 2014

Module-Nr./ Code	13.5.5 SPA3
Module title	Spanish 3
Semester or trimester	5 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Elective (if Spanish has been selected as second foreign language)
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	13.4.5 SPA2
Applicability of the module	Interconnections with SPA1 and SPA2. This module is part of all the undergraduate programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Francisco Javier Montiel Alafont
Name(s) of the instructor(s)	Maritza Bayona, Gabriela Farah de Günther, Ana Garcia Merinero, Aidé Blanca Melz
Teaching language	Spanish (English or German, according to the students' linguistic proficiencies)
Number of ECTS credits	6
Total workload and its breakdown (e.g. self-study and contact hours)	Total workload = 180 hours (contact hours = 56, self-study = 124 hours)
Hours per week	4
Assessment type / requirement for the award of credits	Reach the level A2 (Beginners), B2 (Intermediate), B2-C1 (Advanced) according to the Common European Framework of Reference for Languages, CEFR Written examination (90') and test

	(15' oral form listening comprehension and oral expression) § 14 (2) / § 14 (3) CER 01.02.2014
Weighting of the grade within the total grade	3 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to:</p> <p>Beginners:</p> <ul style="list-style-type: none"> – deal with more complex everyday situations and everyday business situations in the spoken language, – write simple texts in Spanish. <p>Intermediate:</p> <ul style="list-style-type: none"> – use the spoken language in a versatile manner to deal with a suitable range of business communication situations autonomously, – draw up accompanying simple written documents (handouts, short reports) . <p>Advanced:</p> <ul style="list-style-type: none"> – follow complex business communication situations and take part in them using the spoken language, – write longer texts with analytical contents in Spanish.
Content of the module	<p>The contents in general:</p> <ul style="list-style-type: none"> – Increase vocabulary and perfect their grammar knowledge in order to further improve their speaking and writing skills (discussion, expressing opinions, presenting an argument, negotiations) as well as training listening and reading comprehension skills. – Use of language in business situations. <p>Target level A2, specifically:</p> <ul style="list-style-type: none"> – Complex grammatical structures and varieties – Extension of general vocabulary, – Specialist business language and texts – Learning aids <p>Target level B2 and C1, specifically:</p> <ul style="list-style-type: none"> – Consolidation of knowledge of the language in oral and grammatical exercises

	<ul style="list-style-type: none"> – Specialist business vocabulary – Different styles and degrees of formality – Advanced writing – Learning aids
Teaching and learning methods of the module	Exercises focussing on listening comprehension and oral production, reading comprehension and writing production.
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Special features are specified at the beginning of the semester.
Literature (Required reading/supplementary recommended reading)	<p>Recommendations to purchase books are made before the beginning of the semester.</p> <p><u>Language textbooks:</u></p> <p>González Salgado, C. (2007): ene A1: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>González Salgado, C., Sanz Oberberger, C. (2010): ene A2: der Spanischkurs. Medienkombination. 2. Aufl., Ismaning: Hueber.</p> <p>González Salgado, C., Alcántara Alcántara, F., Sanz Oberberger, C., Douterelo Fernández, E. (2010): ene B1.1: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>González Salgado, C. et al. (2012): ene B1.2: der Spanischkurs. Medienkombination. Ismaning: Hueber.</p> <p>Gelabert, Maria J. (Hrsg.) (2007): Prisma avanza (B2): prisma del alumno. Madrid: Ed. Edinumen. Ismaning: Hueber.</p> <p>Pacheco, Azucena Encinas, González, Ana Hermoso, Espinosa, Alicia López (2007): Prisma avanza (B2): prisma de ejercicios. Madrid: Ed. Edinumen, Ismaning: Hueber.</p> <p>Gelabert, Maria J., Isa, David, Menéndez, Mar (2011): Nuevo Prisma: C1, libro del alumno. Madrid: Ed. Edinumen, Ismaning: Hueber.</p> <p>Castro, Genis, Ianni, José, V. (2011): Nuevo</p>

	Prisma: C1; libro de ejercicios. Madrid: Ed. Edinumen, Ismaning: Hueber.
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Internship

Status: January 2014

Module-Nr./ Code	13.6.1 INTS
Module title	Internship
Semester or trimester	6 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	None
Applicability of the module	This module is targeted at the transfer between theory and practice and has interconnections to all earlier modules of the program, especially to IPRO and APRO. This module is part of all the Bachelor programs at Karlshochschule International University.
Person responsible for the module	Prof. Dr. Dirk Wagner
Name(s) of the instructor(s)	Professors acting as mentors in accordance with § 11 parag. 5 of the study and examination regulations
Teaching language	Depends on the location of the company
Number of ECTS credits	18
Total workload and its breakdown (e.g. self-study and contact hours)	540 hours (3 months = 480 hours internship and 60 hours for preparation and follow-up assignment)
Hours per week	3 hours per week for preparation and follow-up assignment

Assessment type / requirement for the award of credits	Internship analysis § 14 (10) CER 01.02.2014
Weighting of the grade within the total grade	9 %
Qualification objectives of the module	<p>Students who have successfully participated in this module will be able to (in accordance with the study and examination regulations):</p> <ul style="list-style-type: none"> – apply and transfer the theoretical knowledge they acquired during their studies to practical problems and use their academic knowledge to critically question their practical experience – describe processes and structures in the institution where they carry out the internship – analyse the purpose, position and strategies of the institution where they carry out their internship – put into context and reflect their own experiences in the institution, generate ideas from practice for their own (lifelong) learning and their bachelor thesis and critically question practice with the methods of their subject – identify problems and obstacles when trying to implement what they've learnt in practice and develop criteria for a successful transfer between theory and practice – draw up an implementation plan to support this transfer on the basis of self-evaluation of their own strengths and weaknesses and organise learning partnerships, networks to exchange experiences or follow-up measures
Content of the module	<ul style="list-style-type: none"> – Contents in accordance with the study and examination regulations: – Practical activity in an institution, company, association or comparable organisation. – Analytical reflection of practical experience – Identification of relevant questions for the Bachelor Thesis – Analysis of problems/obstacles when applying what they have learnt – Development of factors of success when transferring into practice

	– Development of an implementation plan
Teaching and learning methods of the module	<ul style="list-style-type: none"> – Practical activity – Mentoring by a professor for the preparation and the follow-up assignment and guidance with reflection during the activity
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	Guidance with reflection during the activity is provided online in the form of e-learning
Literature (Required reading/supplementary recommended reading)	Appropriate use of the literature given in prior modules Recommended Reading: Danowski, William A. (2004): In the Field: A Guide for the Social Work Practicum. 2 nd ed., Upper Saddle River: Prentice Hall

Bachelor Thesis including its Defence

Status: January 2014

Module-Nr./ Code	13.6.2 BACH
Module title	Bachelor Thesis including its Defence (in accordance with §§ 15 and 16 of the study and examination regulations)
Semester or trimester	6 th semester
Duration of module	Single semester
Course type (Mandatory, elective, etc.)	Mandatory
If relevant, course units within the module	
Frequency of module	Once a year
Entry requirements	The students must have acquired 150 ECTS credits
Applicability of the module	This module has connections to all earlier modules, especially to 9.1.5 SCIE
Person responsible for the module	Prof. Dr. Michael Zerr
Name(s) of the instructor(s)	Tutor in accordance with § 15 parag. 4 of the study and examination regulations
Teaching language	English
Number of ECTS credits	12 (11 + 1)
Total workload and its breakdown (e.g. self-study and contact hours)	360 hours (thesis: 2 months plus preparation of the thesis defence)
Hours per week	
Assessment type / requirement for the award of credits	Bachelor Thesis (weighting: 80 %) and Defence of the Bachelor Thesis (weighting: 20 %) §§ 15 + 16 CER 01.02.2014
Weighting of the grade within the total grade	16 %

Qualification objectives of the module	<p>In accordance with § 15 parag. 1 and § 16 parag. 1 of the study and examination regulations students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> – investigate and answer an academic question independently using academic methods within a given time period – give an oral presentation (no slides) summarising the results of their work (max. 10 mins) and defend it with informed academic arguments in a discussion (max. 20 mins)
Content of the module	Bachelor Thesis and defence of the Bachelor Thesis in accordance with §§ 15 and 16 of the study and examination regulations.
Teaching and learning methods of the module	Self-directed learning, support, if needed by the professor in charge
Special features (e.g. online activities, event/company visits, guest speakers, etc.)	
Literature (Required reading/supplementary recommended reading)	No special requirements, appropriate use of literature given in prior modules