

MODULE	PRÄSENZTAGE*	MODULE	PRÄSENZTAGE*	MODULE	PRÄSENZTAGE*
MANAGERIAL ECONOMICS	2	FINANCE & INVESTMENT	1	HUMAN RESOURCE MANAGEMENT	2
Principles of Economics Economic Thinking Production, Prices & Employment Political Aspects of Economics		The Development of Finance & Investment Static & Dynamic Methods of Investment Appraisals Sources of Corporate Finance Legals Aspects of Finance & Investment Investment & Corporate Akquistitions Special Aspects of Corporate Appraisals		HRM & Corporate Strategy Interference of Management & Leadership The Human Factor Elements & Structure of HRM Caree Development	
PERSONAL SKILLS	1	BUSINESS LAW	2	CHANGE MANAGEMENT	2
How to Design a Presentation Graphics & Visualization The Use of Media Verbal & Non-verbal Communication		Contract Law How to Draft & Complete a Contract Warranty, Comprensation, Liability Competition Law & Anti-Trust Law Company Law & Legal Forms Cross-Border Contract Law Legals Principles of the Taxation of Corporate Earnings, Excise Duties & Fees		Why Change? Initializing, Engineering & Monitoring of Change Management of Change Processes / Projects How to Deal with Resistance Participation & Involvement of Employees	
QUANTITAVIE METHODS: MATHEMATICS & STATISTICS	2	LEADERSHIP & DEVELOPMENT OF EMPLOYEES	2	STRATEGIC MARKETING	2
Mathematic Basics & Principles Descriptive Statistics Statistical Inference The Use of Mathematics & Statistics in Practical Cases		Principles & Dimensions of Leadership & Management Leadership Styles According to Goleman Coaching & Delegation Setting Goals & Sharing Feedback		Comprehensive Marketing Philosophy Contents & Goals of Strategic Marketing Segmentation & Positioning Quality Strategies Brand Management	
CORPORATE STRATEGIC MANAGEMENT & PLANNING	2	MANAGERIAL ACCOUNTING	3	OPERATIONAL MARKETING	2
The Process of Strategic Leadership Entrepreneurial Vision Corporate Mission & Governance Business Unit Strategy on Different Corporate Levels Strategic Planning of Akquistitions Divisional Goals, Rules & Principles Organization & Processes Corporate Culture & Identity Implementation Strategic Leadership Competences		The Governance Function of Managerial Accounting Strategic Aspects of Managerial Accounting: Concept, Tools, Implementation Operational Aspects of Managerial Accounting: Areas, Instruments & Application Integrated Corporate Finance Planning Trends & Perspectives of Managerial Accounting Value Based Management		Market Research & Forecast Product & Assortment Price, Terms & Conditions Distribution & Placement Communication & Promotion criteria of a Coherent Marketing Mix	
PRINCIPLES OF FINANCIAL REPORTING	3	PROJECT MANAGEMENT	2	KNOWLEDGE MANAGEMENT	1
Duties, Adresses & Systems of Financial Reporting Principles & Structure of Financial Statements Analysis of Financial Statements Management Ratios Practical Cases		Stages of Projects Goal Setting, Project Structure & Planning Team Bilding, Management & Communication Project Controlling & Deviation Management Project Completion Comprehensive Approaches & Aspects		Principles, Structure & Architecture of Knowledge Management How to measure Knowledge Practical Cases	
		PROCESS MANAGEMENT	2	INFORMATION TECHNOLOGIES	1
		Management & Improvement of Business Processes Supply Chain Management Internal & External Supplier-Customer-Relation		The Development of Information Technologies Work-flow focusses IT-Solutions E-Commerce & E-Business Particular E-Business Models	
				INNOVATION & TECHNOLOGY MANAGEMENT	2
				Integrative Innovation Management Conceptual Basics & Theories Features of Companies with Successful Innovation The Innovation Process innovation as a Management Technique How to Generate an Innovative Corporate Climate	
				BUSINESS PLAN WETTBEWERB	2
PRÄSENZTAGE GESAMT					34

* Not including preparation work, case studies, assignments, papers and exams.