

## Bachelor courses with teaching language English

Only students enrolled at Munich School of Management or the Department of Economics can choose our major courses/ from this list

COURSES	Fall	Spring	Hours per week	Course Application (until)	ECTS	Exam date- PREVIEWED!!
<b>Accounting &amp; Taxation</b>						
<b>Business Taxation and Financial Decisions</b>		x	blocked	no	6	15.07.2024
Fin. Statement Analysis & Valuation	x		4	no	6	7.2.2024
<b>International Accounting</b>		x	4	no	6	tba
Value Based Management	x		4	no	6	8.2.2024
<b>Finance &amp; Insurance</b>						
<b>Case Studies in Enterprise Management</b>		x	blocked	yes (16.4.)	3	
Catastrophe Risk Management	x		blocked	yes (6.10.)	3	paper/ presentation
Commercial Banking	x		blocked	no	6	19.1.2024
<b>Corporate Finance</b>		x	4	no	6	
<b>Digital Finance I – Capital Markets</b>		x	4	no	6	tba
Insurance Management	x		4	no	6	7.2.2024
<b>Integrating AI Tools in Risk &amp; Insurance</b>	x	x		yes (16.4.)	3	presentation
<b>Marketing &amp; Innovation Management</b>						
Consumer Insights	x		4	no	6	2.2.2024
<b>Current Challenges in Innovation Management</b>		x	4	yes (14.4.)	6	
<b>Innovation &amp; Entrepreneurship</b>		x	4		6	
<b>International Management * only with People &amp; Organizations</b>		x	2	no	3 (+3)	31.7.2023
Innovating for Organizational, Market, and Societal Impact	x		4	yes (- 20.9.,)	6	
Managing the Front End of Innovation	x		blocked	no	6	20.12.2023
<b>Marketing Analytics</b>		x	4	no	6	19.7.2024
<b>Information Systems &amp; Digital Business</b>						
Introduction to AI	x		4	no	6	16.2.2024
<b>Starting Up – From ideas to successful business</b>	x	x	2	yes (16.4.)	3	presentations
<b>Management &amp; Strategy</b>						
<b>Business in Japan</b>		x		yes (7.6.)		23.7.2024
<b>Executive Leadership – Styles and Personalities</b>				yes (29.3.)		
<b>How to Compete in Digital Platform Markets</b>		x	4	yes (10.4.)	6	
<b>Human Resource Management Basics</b>		x	4	no	6	15.7.2024
Key Topics in Leadership	x		4	no	6	6.2.2024
<b>Management and Economics of Platforms</b>		x	4	no	6	
Organisationstheorie	x		4	no	6	22.2.2024
<b>Organization and Innovation</b>		x	4	moodle	6	17.07.2024
People and Organizations (only with International Management)		x	2	no	3 (+3)	31.7.2023
Strategic Management Concepts and Cases		x	4	no		27.7.2023
Strategic Industry Analysis	x		blocked	yes(tba)	3	
Strategic Organization Design	x		4	no	6	31.1.2024
<b>Technology and Strategy</b>		x	blocked	no	6	
<b>The management of projects – Making it work!</b>		x	4	yes (-29.3.)	6	Presentation & Paper

\*Please be aware that „International Management“ and „People and Organization“ will only be offered in combination (=“Leadership and international Management“, 6 ECTS)

## Master courses with teaching language English (Only graduate students are allowed to choose Master classes)

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COURSES	Fall	Spring	Hours per week	Course Application (until)	ECTS	Exam date- PREVIEWED!!
<b>Accounting &amp; Taxation</b>						
<b>Accounting for M&amp;A Transactions</b>		x	blocked	moodle	6	
Accounting Theory	x		6	yes	9	31.1.2024
Business Game in Management Accounting	x		blocked	yes	3	presentations
Empirical Research in Accounting, Auditing and Analysis	x		4	no	6	presentation
<b>International Taxation (blocked course)</b>		x	blocked	no	6	<b>14.06.2024</b>
Management Control Systems	x			yes (-9.10.)	6	Presentations & exam
<b>Performance Measurement and Incentive Systems</b>		x	2	no	6	
<b>Finance &amp; Insurance</b>						
Advanced Risk Management	x		6	no	9	09.02.2024
Behavioral Finance	x		4	no	6	05.02.2024
<b>Derivatives/Quantitative Finance</b>		x	blocked	yes (10.4.)	6	<b>31.5.2024</b>
<b>Insurance Economics</b>		x	blocked	moodle	6	
<b>Investment Banking</b>		x	4	yes (10.4.)	6	
<b>Reinsurance</b>		x	blocked	yes (-8.5.)	3	
Value Based Management of Financial Institutions		x		yes (-01.03.-11.4.)	6	Presentation & paper
<b>Marketing &amp; Innovation Management</b>						
<b>Advanced Empirical Marketing Research</b>		x	4	yes (-5.4.)	6	
Convincing Stakeholders	x		6	no	9	30.1.2024
<b>Consumer Behavior</b>		x		yes (1.3.-2.4.)		
Current Topics in Strategic Management		x	2	first session	6	
<b>Feeding and Managing the Innovation Pipeline</b>		x	blocked	no	6	<b>27.6.2024</b>
How to prompt AI for marketing	x		4	yes (-9.10.)		
<b>Innovating for Impact</b>	x	x	4	yes (8.4.)	6	
<b>Market Research</b>		x	4	no	6	<b>18.7.2024</b>
Marketing Measurement & Modeling	x			yes	6	
Methods in Management	x		4	no	6	tba
Science meets Practice - Case Studies in Marketing	x			yes	6	Paper & Presentation
<b>Information Systems &amp; Digital Business</b>						
<b>Advanced Topics on DTM</b>	x	x	blocked	yes (1.2.-19.3.)	6	
Digital Responsibility and Sustainability	x		blocked	yes (-29.9.2023)	6	
Digital Technologies, Business Analytics and Management	x		6		9	16.2.2024
Electronic Markets	x		4	no	6	26.1.2024
<b>Managing Digital Media</b>		x	4	no	6	<b>18.7.2024</b>
New Products: From ideas to Markets	x		6	no	9	9.2.2024
<b>Management &amp; Strategy</b>						
Basic Topics in Leadership, HR and International	x		6	yes-	9	2.2.2024
Competitive Strategy	x		4		6	8.12.2023
CSR and HRM: Responsible People Management	x		4	yes (10.10.)	6	
Frontiers in Strategy Research	x		4	yes (10.10.)	6	presentations
Leadership & Innovation	x		4	yes (2.10.)	6	9.2.2024
<b>Selected Topics in Organizational Behavior</b>		x	seminar	yes (-5.4.)	6	
Strategy and Leadership	x		4		6	2.2.2024

## How to find courses and their descriptions on the department's website:

### Departmental clusters and interdisciplinary topics

-> Click on the Institute you are interested in -> Click on LEHRE/TEACHING (menu on the left side) -> if applicable, click on Lehrveranstaltungen

-> the courses are either sorted by semester or sorted by Bachelor and Master

### **Course registration**

For most lectures (and tutorials), there is no registration needed. The detailed course description on the faculty's website will tell you, if a registration (or application for seminars – see below) is needed.

### **Information on ECTS credits**

- Lectures ("Vorlesungen" or "Übungen") are the most common teaching mode. The aim is mainly to give the students a theoretical knowledge of the subject. Registration to attend a lecture is not required, the number of participants is not limited. Credit points will be obtained in written examinations ("Klausur"). The number of credits depends on the number of academic hours (academic hour = 45 min.) per week ("Semesterwochenstunden", "SWS") of which the lecture consists. As a rule each SWS means an examination of half an hour (30 min.) and 1,5 credits. For example: For a lecture of two academic hours (90 min.) per week (2 SWS) there will be a written exam of one hour (60 min.) and 3 credits. Normally a lecture consists of two or four SWS (3 or 6 credits).
- Lectures can be supported by tutorials ("Tutorien"). Tutorials will help the student to deepen the topics taught in a lecture under supervision. Sometimes, registration for tutorials is requested (see course description). There are no assessments.
- Seminars ("Proseminare" or "Seminare") will train the ability to apply theoretical knowledge to problem solving. Normally, registration to attend a seminar is required, the number of participants is limited. Deadlines for application are indicated in course descriptions. Assessment is based on different kinds of assessments, like essays, class presentations and written exams. The number of credits depends on the number of different examinations required. Typically each assessment means 3 credits. For example: If students have to write an essay and a written exam, 6 credits can be obtained.
- Colloquies ("Kolloquien") are open only for students who are writing their thesis under supervision of the concerning professor.

