



## Courses Offered in English at the School of Business and Economics in Münster

**Selection of Classes and Course Contents:** This list is subject to change as adjustments to demand, availability of faculty, etc. may become necessary. International students are free to choose their classes from the various fields of study. For some classes prerequisites may apply (cf. Study Guides for the course descriptions (<http://www1.wiwi.uni-muenster.de/fakultaet/studium/vorlesungsverzeichnis/index.php>)).

**Participation and Registration Policies:** Generally speaking, no prior registration is needed to participate in a lecture, there is no maximum number of participants - students do, however, need to register for the exam (relevant details to be announced upon arrival in Münster). Exercises and Tutorials which complement a lecture often do not require a registration either, however, exceptions may apply and are marked with an asterisk \* and/or will be announced during the lecture. Seminars and Soft Skills classes - marked with an asterisk \* - have a limited number of participants and therefore require an application and/or registration with the responsible professor's chair in advance (relevant details are posted on the chairs' webpages; cf. <http://www1.wiwi.uni-muenster.de/fakultaet/organisation/?sprache=eng>).

**Attendance Policies:** While attendance policies may vary from class to class, one important differentiation must be made: As to lectures and seminars, all sessions listed below continuously progress with the course curriculum and the contents of each and every session may be relevant for the exam. Among the various times given for an exercise, students often need to take part in one session per week only as the contents of the exercises tends to be the same over the course of one week.

Course Title	ECTS Points	Registration	Limited # of Participants	Winter or Summer Semester
<b>Bachelor Level</b>				
<b>Business Administration</b>				
Operations Management	6			WS
International Financial Management	6			WS (Term 1)
Business Cooperation: Governance	6			WS
Seminar INTOP	6			WS + SS
Quantitative Marketing (Marketing Research & Marketing Operations)	6			SS
Corporate Finance	6			SS (Term1)
Specialization in Finance	6			SS (Term 2)
Advanced Marketing, choice of three classes: Customer Management, Services Marketing, Retail Marketing	3 each			SS (consecutive terms)
Advanced Management	6			SS
Business Cooperation: Management	6			SS
	6			SS
Rational Decision Making	3			SS (Term 2)
<b>Economics</b>				
Principles of Economics	3			each semester
Trade Theory and Policy	6			WS
Advanced Statistics	6			WS (Term 1)
Econometrics I	6			WS (Term 2)
Econometrics II	6			SS
Empirical Economics	9			SS
Energy Economics II (Seminar)	6	Y		SS
<b>Information Systems</b>				
Electronic Business	6	recommended		WS
Project Management	6	Y	Y	SS
Communication and Collaboration Systems	6			SS
Computer Structures and Operating Systems	6			SS
Specialization modules (varying topics in IS, Computer Science, Quantitative Methods)	depends on module	seminar: Y; lecture: N	seminar: Y; lecture: N	WS and SS
<b>Soft Skills</b>				
Business and Intercultural Communication	3	Y	Y	SS
Wirtschaftsenglisch/Business English	3	Y	seminar: Y; lecture: N	each semester
Presentation and Communication	3	Y	Y	each semester
<b>Master Level</b>				
<b>Business Administration</b>				
ACM02 Financial Accounting	3			WS
ACM12 Cases in Top Management Decision Making	6	Y	Y	SS
ACM09 International Operations Simulation (INTOP)	6	Y	Y	WS
ACM09 Accounting Theory	6			WS
ACM16 Advanced International Accounting	6			SS
FCM01 Introduction to Finance	6			WS (Term 1)
FCM02 Behavioral Finance	6			WS (Term 1)

FCM03 Derivatives I	6			WS (Term 2)
FCM04 Financial Intermediation I	6			SS
FCM05 Advanced Corporate Finance	6			SS
FCM06 Corporate Governance and Responsible Business Practices	6			SS
FCM07 Derivatives II	6			SS
FCM11 Empirical Lab I	6			WS (Term 1)
CfM04 Market and Resource Based View of Strategy	6			SS
MCM01 Market-oriented Leadership	6			WS (Term 1)
MCM02 Applications of Market-oriented Leadership (cannot be chosen together with MCM03)	6	Y	Y	SS
MCM03 Marketing Strategy (cannot be chosen together with MCM02)	12	Y	Y	SS
MCM04 Advanced Market Research	6			WS (Term 1)
MCM05 Innovation Management	6			WS
MCM06 Brand Management	6			SS
MCM07 CRM and Direct Marketing	6			WS (Term 2)
MCM08 Sales Management	6			WS (Term 2)
MCM09 Channel Marketing	6			WS (Term1)
MCM10 Consumer Marketing	6			WS (Term 1)
MCM11 Media Marketing	6			WS (Term 1)
MCM12 Entertainment Media Marketing	6			WS
MCM14 Selected Topics of Marketing I	6			WS
MCM15 Selected Topics of Marketing II	6			WS
MCM16 Seminar Marketing I	12	Y		SS
MCM17 Seminar Marketing II	12	Y		WS
<b>Economics</b>				
MP01 Microeconomics	6			WS
MP02 Macroeconomics	6			WS
MP03 Empirical Methods	6			SS
MP04 Regulatory Economics	6			WS
MWP02 Advanced Microeconomics I	6			WS
MWP04 Public Economics	6			SS
MWP06 International Macroeconomics	6			WS
MWP07 Advanced International Trade	6			SS
MWP08 Climate Change Economics	6			SS
MWP11 Current Topics in Monetary Economics	6	Y		WS
MWP12 Advanced Quantitative Economic History	6			Each semester
MWP14 Business Cooperation: Mergers and Acquisitions	6			WS
MWP16 Advanced Microeconomics II	6			SS
MWP17 Applied Microeconometrics	6			WS
MWP18 Time Series Analysis	6			WS
MWP19 Selected Topics in Econometrics, Statistics and Empirical Economics	6	Y		Each semester
MWP24 Current Topics in Economics	6	Y	Y	Each semester
MWP27 Seminar Public Economics	6	Y	Y	Each semester
MWP28 Advanced Public Economics	6			WS
MWP34 Statistical Foundations (PhD)	6			WS
MWP35 Econometrics (PhD)	6			WS
MWP45 Advanced Macroeconomics (PhD)	6			SS
MWP46 Advanced Energy and Resource Economics	6			Each semester
MWP48 Dynamic Macroeconomics	6			WS
MWP49 Interest and Money	6			SS
MWP50 Economic Theory in Retrospect	6			WS
<b>Information Systems</b>				
Managing the Information Age Organisation	6	recommended		WS
Information Management: Tasks and Techniques	6	recommended		WS
Information Management: Theories	6	recommended		SS
Information Modeling	6	recommended		WS
Enterprise Architecture Management	6			SS
Workflow Management	6	recommended		SS
Interorganizational Systems	6	recommended		WS
Information Security	6	recommended		WS
Network Economics	6			SS
Management Information Systems and Data Warehousing	6	recommended		WS
Data Analytics 1	6			WS
Data Analytics 2	6			SS
Logic Specification and Programming	6			WS
Data Integration	6	recommended		WS
Advanced Concepts in Software Engineering	6			SS
Supply Chain Management and Logistics	6	recommended		WS
Production Planning and Control	6	recommended		WS
Retail	6			SS
Project Seminar	depends on module	Y	Y	WS and SS