

Summer Semester 2017

**International Programme
(Courses in English)**

**German Business
in a Global Context**

Course Descriptions

Course Code			Lecturer	Course title	Day	Time	Room
ip	01	01	Funk	International Trade	Tue	16:00 – 18:15	3.3.040
ip	02	01	Funk	Game Theory for Management & Economic Policy	Wed	14:15 – 15:45	3.3.003
ip	03	01	Funk	Applied Macroeconomics for Managers	Wed	16:00 – 18:15	3.3.003
ip	04	01	Thiele	Open Economy Macroeconomics	Tue	09:00 – 11:15	3.2.003
ip	05	01	Thiele	European Union – Structure and Impact on national companies	Thu	10:45 – 12:15	3.2.003
ip	06	01	Otte-Gräbener	Introduction to German Corporate and Commercial Law	Wed	12:30 – 14:00	3.3.002
ip	07	01	Kanthak	Differentiation and Positioning – a strategical approach on how to market a lifestyle product	Mon	16:30 – 18:00	3.3.019
ip	08	01	Kraft	Business Professional Speech	Mon Mon	13:00 – 14:30 14:45 – 16:15	3.3.019
ip	09	01	Oberließen	Wirtschaftsdeutsch Mittelstufe	Tue	13:45 – 16:00	3.4.020
ip	10	01	Oberließen	Wirtschaftsdeutsch Grundstufe	Tue	12:00 – 13:30	3.4.020
ip	11	01	Kölle	International Financial Management	Mon	16:30 – 18:00	3.3.003
ip	13	02	Scheideler	International Distribution	Mon	12:30 – 14:00	3.2.004
ip	14	01	Frotscher	Introduction to Applied Econometrics	Thu	16:30 – 20:00	3.3.019
ip	15	01	von Keitz	The Business Environment in China	Wed	14:30 – 16:00	3.3.019
bim	T1	01	Bleuel	Global Business Simulation	Mon	10:30 – 12:00 12:30 – 14:00 14:30 – 16:00	3.3.036
Bkm	O2	01	Khabyuk	Team Management	Thu	08:30 – 10:00	4.E.034

International Trade

course code: ip 01 01

Prof. Dr. Lothar Funk

Basic Course Content:

1. Introducing some empirical trends in International Economics
2. Introducing International Organizations
3. The Trade Models of David Ricardo, Heckscher & Ohlin and expansions
4. New Trade Theories of Intra-Industry Trade
5. Protectionism: Tariffs, Non-Tariff Barriers
6. The Political Dimension of Trade Barriers
7. International Regulations and Standards

Learning Outcome:

The course analyses the details on how an open economy functions from a microeconomic perspective. It is concerned with the most important theories of international trade, while examining the welfare effects that arise from international trade and trade barriers. Moreover, the course explores the basic economic policy instruments at the national and international levels.

Literature:

- Acemoglu, D. / Laibson, S. / J.A. List: Economics, Boston et al. 2015.
- Daniels, J.P./VanHoose, D.D.: Global Economic Issues and Policies, 3rd ed., Abingdon/New York 2014.
- Gerber, J.: International Economics, 6th ed., Boston et al. 2013.
- Krugman, P.R. /Obstfeld, M./Melitz, M.J.: International Economics, 10th ed., Boston et al. 2014.
- Krugman, P./Wells, R.: Economics, 2nd ed., New York 2013 (or later edition).
- Mankiw, N.G./Taylor, M.P.: Economics, 3rd ed., London et al. 2013.
- Mulhearn, C./Vane, H.R.: Economics for Business, 3rd ed., London/New York 2016.
- Reinert, K.A.: An Introduction to International Economics, Cambridge et al. 2012.

Level: 2nd and 3rd year students (intermediate)

Prerequisites: Principles of Economics

Assessment: 60 min. written exam (weight: 100%) and a presentation of a case study.

Semester hours per week: 3

ECTS: 6

Remarks:

- Instead of Tuesday, 4th April 2017, the first class will exceptionally start on Thursday, 6th of April at 2 pm in room 4.E.001.
- On Tuesday, 11th April the class will be cancelled, an alternative date for the missed class will be announced.

Game Theory for Management and Economics

course code: ip 02 01

Prof. Dr. Lothar Funk

Content:

Game theory is a powerful tool which can be used to explore a wide variety of business, economic and other relationships in social sciences. Poker and chess are well-known examples of games of strategy. The question here is always: How can you win? Beyond the most basic economic and business applications, the answer applies also to decisions in these fields: By anticipating the possible reactions of opponents to your potential moves and by revealing as little as possible about your intentions. Business and economic applications will be the focus here. The course provides knowledge to understand these issues in a way which will help managers to use this knowledge to steer their companies in a better way through, for example, recessions or periods of high inflations.

Key topics include:

- Basic concepts of competition and strategy;
- Game theory and business strategy;
- Game theory and global business;
- Game theory in international economics;
- Selected fields of rational choice and political economy.

Learning Outcome:

The course arms future managers with a clear understanding of the core ideas of game theory for management applications and economic policy for business. In order to be effective, management decisions have to be soundly based on a critical awareness of the fundamental issues due to interdependence of decision making in business as well as in economics, particularly in microeconomic market structure theory, bargaining theory and international economic governance issues. An understanding of the key concepts of game theory given in this course provides a sound foundation for optimal-decision making in business.

Additionally, the content ensures that students will be better equipped with appropriate knowledge to appreciate and react appropriately to changes in their international competitive and macroeconomic environment in which their business operate.

Literature:

- Acemoglu, D./Laibson, D./List, J.A.: Economics, Boston et al. 2015.
- Hindmoor, A./Taylor, B.: Rational Choice, 2ⁿ ed, London/New York 2015.
- Michaels, R.J.: Economics for Management, Mason 2011.
- Mulhearn, C./Vane, H.R.: Economics for Business, 3rd ed., London/New York 2016.
- Perloff, J.M.; Managerial Economics and Strategy, Boston et al. 2014 (or later edition).

Further hints to reading and materials will be distributed in the classes.

Level: 2nd and 3rd year students (intermediate)

Prerequisites: Principles of Economics

Assessment: 45 min written examination and presentation

Semester hours per week: 1 (offered 8 times with each time 2 hours)

ECTS: 2

Remarks:

- The course starts on Wednesday, 5th of April exceptionally at 2:30 pm
- On Wednesday, 12th April the class has to be cancelled, an alternative date for the missed class will be announced.

Applied Macroeconomics for Managers

course code: ip 03 01

Prof. Dr. Lothar Funk

Content:

The course provides knowledge about a number of important macroeconomic problems, including high unemployment, low economic growth or stagflation. The course provides knowledge to understand these problems in a way which will help managers to use this knowledge to steer their companies in a better way through, for example, recessions or periods of high inflations. Key topics include:

- main macroeconomic problems – short-run and long-run issues;
- main macroeconomic theories and their key messages;
- main macroeconomic policies; and
- different views how the economy works.

Learning Outcome:

The course will improve the knowledge of future managers on the dynamics of the macroeconomy and the importance of changes in macroeconomic policy for the business level. Policy and practical applications will be emphasised. To ensure accessibility, the aggregate demand and supply model will serve as the main engine for analysis. There will be a focus on the international dimension by comparing important issues such as unemployment, inflation or economic growth across countries. Open economy macroeconomic issues such as the balance of payment or the exchange rate, however, will be discussed in a different course.

Level: 2nd and 3rd year (intermediate); prerequisites: Principles of Economics

Main textbooks:

- Mankiw, N.G./Taylor, M.P.: Economics, 3rd ed., London et al. 2013 (or later edition).
- Acemoglu, D./Laibson, D./List, J.A.: Economics, Boston et al. 2015.
- Hubbard, R. G./O' Brien, A. P.: Money, Banking, and the Financial System, Boston et al. 2011.
- Krugman, P./Wells, R.: Economics, 2nd ed., New York 2013 (or later edition).
- Mulhearn, C./Vane, H.R.: Economics for Business, 3rd ed., London/New York 2016.
- Miles, D./Scott, A./Breedon, F.: Macroeconomics, 3rd ed., Chichester 2012.

Assessment: one hour written examination

Semester hours per week: 3

ECTS: 6

Remarks: On Wednesday, 12th of April the class has to be cancelled, an alternative date for the missed class will be announced.

Open Economy Macroeconomics

course code: ip 04 01

Prof. Dr. Mouna Thiele

Content:

In the first chapter students should become familiar with the various sub-accounts within the balance of payments and be able to classify transactions. We proceed with a Principles-level introduction to exchange rates, determining the value of national currencies in the context of simple supply and demand analysis. We then turn to exchange-rate regimes and open-economy macroeconomics. Two issues are of primary concern. First, what is the effect of economic openness and highly mobile international capital on the ability of domestic macroeconomic policies to manage business-cycle fluctuations under various exchange-rate regimes? Second, what is the domestic economy's vulnerability to financial and macroeconomic disturbances from abroad and what, if any, are the means of protecting that economy (including regional monetary integration)? In this segment of the course, we examine the nature and causes of international financial and exchange-rate crises.

Learning Outcome:

Students should become familiar with mechanisms of the balance of payments, and be able to classify transactions, to determine the value of national currencies in the context of simple supply and demand analysis. Furthermore students should be able to address the major developments in international macroeconomics. Its objectives are to cover the theory of exchange rates and target zones, balance of payments and speculative attacks, and currency crises and contagion.

Level: second and third year students (intermediate)

Prerequisites: basic knowledge of economics, especially principles of macroeconomics

Literature:

- Gerber, J.: International Economics, 6th ed., New York et al. 2014
- Krugman, P./Obstfeld, M.: International Economics , 8th ed., New York et al. 2008
- Mankiw, N.G./Taylor, M.P.: Economics, 3rd ed., London et al. 2014

Assessment: 45 min. written exam (weight: 100%) and an oral presentation

Semester hours per week: 3

Credits: 6

European Union – Structure and Impact on national companies

course code: ip 05 01

Prof. Dr. Mouna Thiele

Content:

The EU is unique. It is neither a state nor a normal international organization. (1) As a starting point the course introduces the Institutions which represent the European Union. The aim is to understand the assigned competences and to get to know the main economic topics dealt with on the European level. Moreover the different steps toward European economic integration will be examined. (2) Afterwards we will focus on Europe's part in world trade, its influence on Globalization and the gains / losses of trade and (regional) integration. The effects of integration deepening and EU widening on producers and consumers will be analyzed. (3) The third part the course targets to familiarize with:

Who is lobbying the EU?

How to get information about relevant topics pending on the European level?

Learning Outcome:

- Basic understanding of the EU institutions and how they work.
- To gain knowledge which competencies are located on the European level
- Examine how economic integration affects national welfare
- Financial framework, selected spending areas
- Identify the challenges of information gathering
- Understanding how lobbying works

Level: Second and third year students

Prerequisites: Principles of Economics

Basic Literature:

Baldwin, R. / Wyplosz, The Economics of European Integration, 3rd ed. London et al. 2009.

Gerber, J., International Economics, 6th ed., Boston et al. 2014.

Peterson, J. / Shackelton M. (Ed.) Institutions of the European Union, 3rd ed. Oxford 2012.

Staab, A. European Union Explained: Institutions, Actors, Global Impact, 2nd ed. Bloomington 2011.

Official internet page of the EU: <http://europa.eu>; <http://ted.europa.eu/TED>

Assessment: 60 min. written exam (weight: 100 %) and an oral presentation

Semester hours per week: 2

ECTS: 4

Excursion to Brussels

course code: ip

Prof. Dr. Mouna Thiele

Taking place depends on number of participants (minimum 20) and financing restrictions.

Content:

On May 30th – 31th the excursion will visit different institutions of the European Union like the EU Commission and EU Parliament as well as other participants of the European business in Brussels. The aim is to get firsthand information about the working structure on the European level.

Learning Outcome:

- Combine theoretical and practical knowledge of the EU institutions and how they work.

Level: Second and third year students

Prerequisites: Participation in the course: European Union – Structure and Impact on national companies (course code: ip)

Agenda and travel details will be given during class.

Cost:

Expenses for overnight accommodation and food

Assessment: no

Semester hours per week: 1 (blocked)

ECTS: -

Introduction to German Corporate and Commercial Law

course code: ip 06 01

Prof. Dr. Otte-Gräbener, LL.M.

Content:

- Introduction to the German Civil Law and Court System
- Sale and purchase agreements
- Lease agreements
- Employment contracts
- German legal entities
- Setting up a company

Learning Outcome:

This course shall give the students a basic overview on important issues of German business law. It will combine theoretical aspects of German law with practical case studies. A particular emphasis will be on issues particularly relevant to foreigners working in Germany, i.e. sale and lease agreements, employment agreements and setting up German legal entities. Students should be able to address the major issues related to German commercial law at the end of the course.

Level: 2nd and 3rd year (intermediate)

Prerequisites: Fluent command of the English language

Literature:

- German Civil Code
- German Commercial Code
- Robbers, An Introduction to German Law, 5th edition, 2012

Assessment: 60 minutes' written exam at the end of the course

Semester hours per week: 2

ECTS: 4

Differentiation and Positioning – a strategical approach on how to market a lifestyle product

course code: ip 07 01

Oliver Kanthak

Content:

This course follows a practical, step-by-step approach to successfully positioning a lifestyle product. Conducting market and competitors' research/analysis will lay the foundation of the following steps: looking at / selecting a target group, working out differentiation variables, properly position the product in the market and aim at the selected target group. Throughout the course there will be practical examples from different brands and markets. Group work will be applied at the end of the semester: the students will write a market entry strategy paper for a country of their choice, using the material and tools learned throughout the semester (as well as their own background).

Learning Outcome: The students are to acquire knowledge on understanding and analyzing markets, using this information in order to successfully position and then market a product. Keeping a look on different industries shall give a balanced combination of theoretical content and practical examples of modern business. After all, this course will be giving the students an entrepreneurial-insight on how to take a product from vision to market, by promoting one's own initiative, communication, as well as creativity.

Literature:

- Lindstrom, M.: Buy-Ology, 1st ed., New York, et al. 2008
- Gladwell, M.: The Tipping Point, New York, et al. 2002
- Keegan, W. / Green, M.: Global Marketing, 6th ed., Harlow, et al. 2011
- Kotler, P. / Armstrong, G.: Principles of Marketing, 15th ed., Harlow, et. al 2012
- Lewis, R.: When Cultures Collide, 3rd ed., Boston, et al 2010
- Ries, A. / Trout, J.: Positioning: The Battle for your mind, 2nd ed., et al 2011

Level: Second to third year students

Prerequisites: Marketing principles

Assessment presentation during semester, essay at end of the semester.

Semester hours per week: 2

ECTS: 4

Business Professional Speech

course code: ip 08 01

Dr. H. Kraft

Course Content:

The course covers all minor aspects of business and professional speech.

Topics include:

- impromptu speech, public speech, speaking without notes, speciality speeches for various occasions, posture, gesture, facial expressions, vocal variety, breathing, preparation of speeches, mental and emotional aspects, stage fright, structure of speeches
- intercultural communication, small talk, job interview, annual appraisal, target agreement, sales talk, active listening

Students are cordially invited to express wishes concerning content.

Learning Outcome:

- Students will deliver speeches without notes in front of the group
- Students will learn how to deliver impromptu speeches
- Students will become familiar with the basic aspects of body language
- Students will see how stage fright and fear of speaking can be overcome
- Students will get some insight into the obstacles of intercultural communication
- Students will become acquainted with the social importance of small talk
- Students will become acquainted with important business situations, such as target agreement, sales talk, job interview

Literature: To be announced

Level: all levels

Prerequisites: Fluent command of the English language, basic knowledge of PowerPoint

Assessment: presentation during semester, term paper, regular presence in class, active participation

Semester hours per week: 4

ECTS: 8

Remarks:

- **Please register for this class:** hans.kraft@hs-duesseldorf.de
- max. 20 participants

Business German II (Mittelstufe)

course code: ip 09 01

U. Oberließen

Content:

- Communication in everyday business situations
- Professional qualifications
- Negotiations
- Job Interviews
- Marketing / Advertising
- Trade Fairs: Visit to Messe Düsseldorf
- Intercultural Issues
- Contextual and situational grammar exercises
- Company profiles

Learning Outcome:

Students will learn how to

- Talk about their personal development, their current aims and their plans for the future
- Extend their vocabulary in the word field of “marketing”
- Be aware of cultural differences in the business world
- Reduce the number of mistakes through grammar exercises

Literature: Relevant material will be distributed during class

Level: Intermediate

Prerequisites: Good beginner’s German

Assessment: 90 min. written exam (weight: 100%) and an oral presentation

Semester hours per week: 3

ECTS: 4,5

Business German I (Grundstufe)

course code: ip 10 01

U. Oberließen

Content:

- Establishing contacts (communicating in everyday situations)
- Talking about yourself in professional contexts
- Cultural misunderstandings
- Professional dialogue (talking about companies and products)
- Contextual and situational grammar exercises

Learning Outcome:

Students will be able to

- Talk about their personal career, current endeavors and plans for their future career
- Establish contact in their university or business environment
- Solve linguistic and cultural problems through communication
- Gain an insight into the German employment market
- Enter into dialogue with other professionals, talk about departments, positions and areas of responsibility
- Reduce the number of language mistakes through structured exercises in German grammar

Literature: To be announced in seminar

Level: Beginners

Prerequisites: Interest in learning German

Assessment: 60-minute written exam at the end of the course

Semester hours per week: 2

ECTS: 2

International Financial Management

course code: ip 11 01

Prof. Dr. Christian Kölle

Content:

1. Global Financial Environment
2. Foreign Exchange Theory
3. Managing Multinational Exchange Rate Exposure
4. International Financial Markets
5. Foreign Investments – Decision and Management

Learning Outcome:

1. Broaden the understanding of foreign exchange and international capital markets.
2. Understand how the different instruments for managing foreign exchange risks (futures, forwards, options, swaps) function and how they are applied in a corporate context.
3. Identify the challenges involved in foreign investments.

Literature:

Eiteman, D.; Stonehill, A.; Moffet, M.: Multinational Business Finance, 13/e, 2013

Supplementary reading material:

- Bösch, M.: Finanzwirtschaft, 3. Aufl., 2016
- Brealey, R. A.; Myers, S. C.; Allen, F.: Principles of Corporate Finance, 12/e, 2017
- Perridon, L.; Steiner, M.; Rathgeber, A.: Finanzwirtschaft der Unternehmung, 17. Aufl., 2016
- Thiele, M.; Freitag, Ph.: Währungsrisiken und ihre Absicherung, in: WISU, 2/14, S. 191-196

Level: third year students

Prerequisites: none

Assessment: 30 min written exam at the end of the course

Semester hours per week: 2

ECTS: 4

International Distribution

course code: ip 13 02

Prof. Dr. Peter Scheideler

Content:

1. Introduction into Distribution
2. Distribution Channel Alternatives / Multi-Channel Distribution
3. Distribution Strategies
4. Distribution Logistics
5. E-Distribution (e-fulfilment, e-payment, e-logistics)
6. Distribution Organisation
7. Distribution Controlling

Learning Outcome:

The students get an understanding about the possibilities for a manufacturer to distribute its products to its end-customers. The lecture includes the organisational but also the logistical aspects and outlines possible strategies in distribution.

The lecture will touch the new ways of distribution (so-called e-Distribution) and will demonstrate their use in various actual examples (e.g. Amazon, Zara).

At the end of the course the students are able to draft and critically evaluate distribution strategies for different company types.

Literature (only available in German):

- Schögel, M.: Distributionsmanagement, Munich, 2012
- Koether, R.: Distributionslogistik – Effiziente Absicherung der Lieferfähigkeit, Wiesbaden, 2014

Level: 2nd and 3rd year students (intermediate)

Prerequisites: none

Assessment: 60 min written examination in the last week of the course

Semester hours per week: 2

ECTS: 4

Introduction to Applied Econometrics

course code: ip 14 01

Jakob Frotscher

Basic Course Content:

1. The scientific method and definitions
2. Regression analysis and the classical linear regression model
3. Extensions of the classical linear regression model
4. Binary dependent variable
5. Time series

Learning Outcome:

The course aims at introducing students to the basic tools of econometric analysis, making use of weekly practices and econometric software that will help them develop basic empirical skills. In the first few classes it will become evident that knowing the main steps of the scientific method is the cornerstone of critical empirical thinking. The course will review the classical linear regression model and its extension to the multivariate case. Population and sample regression functions, the nature of the error term, parameter estimation, goodness of fit measures, hypothesis testing, dummy variables, and model selection criteria, are among the topics to be covered through the first two thirds of the course. The last few weeks will be devoted to the study of binary dependent variable models (LPM, Logit, and Probit) and time series analysis.

Literature:

- Studenmund, A.H., Using econometrics: A practical guide, 6th ed. 2014.
- Griffiths, W. Using Eviews: For principles of econometrics, 4th ed., 2011
- Gujarati, D., Basic econometrics, 5th ed. 2008
- Gujarati, D., Econometrics by example, 2011
- Wooldridge, J., Introduction to econometrics: A modern approach, 4th ed. 2008

Level: 2nd and 3rd year / final year (intermediate)

Prerequisites: Basic knowledge about statistics.

Assessment: final written exam (around 2 hours) and weekly class tests; grading is: 80% (exam) / 20% (class tests).

Semester hours per week: 2

ECTS: 4

The Business Environment in China

course code: ip 12 01

Dr. Hui Bin Meng von Keitz

Content:

- The New Normal
- Supply-Side Economic Reform and the 13th Five-Year Plan(2016-2020)
- Rising Soft Power
- An Overview of intellectual Property Law of P.R.C in 2015
- Investments Trends
- Cost Increases
- Competition with Chinese Companies
- Human Resources: Talent Recruitment and Retention
- Nondiscrimination / National Treatment
- Transparency
- Standards and Conformity Assessment
- Currency & Exchange Rate
- Ethnic, Language Groups & Cultural Values
- Religion and Cultural Dimensions

Learning Outcome:

This course is aimed to provide detailed knowledge on business environment in China in 3 aspects: 1. Political Factors ; 2. Economic Factors; 3. Cultural Factors which influence the business practices in China. As the world's second largest trading nation after the United States, China will continue to be an important business partner of Europe. European business students, organizations and companies will get a deep insight of the differences in the economic, political, and cultural environment of the country and their impact on business conducts in China.

Literature:

- "China's 12th Five-Year Plan: Overview." KPMG China. Mar. 2011
- "China's Transition to Slower but Better Growth." IMF Survey. Aug 14, 2015
- "Development of China's Industrial Economy in Past Decade." Xinhua. Sep 4, 2012
- Stephanie Henry. "Bilateral Investment Treaties: What They Are and Why They Matter." China Business Review, US-China Business Council. Sep 12, 2014
- Deborah S. Davis:" What's the business landscape in China today?" Aug 20, 2013
- Professor F. Warren McFarlan:" China- Opportunity and Challenge." October 14, 2008

Level: all levels

Prerequisites: knowledge of basic international economics + fluent command of English

Assessment: 60 min. written exam (weight: 100 %) at the end of the course

Semester hours per week: 2

ECTS: 4

Global Business Simulation

course code: T1 01

Prof. Dr. Hans Bleuel

Contents:

1. Introduction to business simulations
2. Integrated financial planning
3. Selected challenges of international business planning
4. Simulation framework
5. Decision rounds
6. Final reporting

In the course the students participate in an international business simulation (CESIM Global Challenge). After introductory sessions the students work in a group to manage “their” corporation. Participation is limited to total of 60 students (thereof 12 international students) due to technical reasons. Working groups will be mixed by nationality to ensure an intercultural experience.

Learning Outcome:

The course allows students to apply their international management know-how to a simulation framework of a multinational corporation. In an active learning environment the students acquire knowledge of the interrelations in a group of international business units, international corporate planning topics and risk management issues. Additionally, the students will be enabled to develop own quantitative planning tools in MS-Excel to support international corporate strategy and policy. Social competencies of the students are required during the group work.

Literature:

- Hill: International Business – Competing in the Global Market Place, 8. ed., New York 2010
- Kutschker / Schmid: Internationales Management, 6. Aufl. 2008.
- Eiteman / Stonehill / Moffelt: Multinational Business Finance, 12. Aufl, Boston 2009.
- Documentation of CESIM (available at: <http://globalchallenge.cesim.com/>)

Please refer to the reserved reading shelf for the above-mentioned literature. Additional readings will be made available on the web site of Prof. Bleuel (www.fh-duesseldorf.de/bleuel)

Level: third year students

Prerequisites:

The students should have a good knowledge of basics in general management, international business and financial management. Additionally, a spread sheet literacy (e.g. MS-Excel) is necessary.

Assessment: term paper (20 pages) on a group basis

Contact hours per week: 6

Credits: 9

Remarks:

PLEASE REGISTER FOR THIS CLASS: h.bleuel@hs-duesseldorf.de

(“first come, first serve”-principle as participation is limited to a total of 12 exchange students)

Participation is mandatory on Monday, 3rd April 2017 at 10:30 am **in room 4.E.001** due to formation of groups (no enrolments possible after this date).

Team Management

course code: bkm O201

Prof. Dr. Olexiy Khabyuk

Please note: The course will be taught in English, if at least about 10 international students will participate. Otherwise, the course language will be German.

Basic Course Content:

1. In which case is teamwork effective? What are the pros and cons of working in a team?
2. Of whom should a team consist of?
3. How can a manager arrange effective teamwork?
4. How to handle problems in teams?
5. Intercultural Management – Working in international Teams

Learning Outcome:

This course focuses upon three main issues and how to get the skills to handle them:

- What do I have to know if I work in a team?
- Which skills are necessary to be a good team leader?
- (How) will teamwork change in international teams?

Please find the full course syllabus here:

<https://wiwi.hs-duesseldorf.de/personen/olexiy.khabyuk/Documents/Syllabus%20Teammanagement%20eng.pdf>.

Literature:

- Belbin, Raymond M.: Management teams. Why they succeed or fail, 3. Auflage, Amsterdam, Heidelberg [u.a.] 2011
- Fisher, Roger; Patton, Bruce M; Ury, William: Das Harvard-Konzept. Der Klassiker der Verhandlungstechnik, 22. Auflage, Frankfurt/Main [u.a.] 2004
- Hoop, Richard d.: Macht Musik. So spielt Ihr Team zusammen, statt nur Lärm zu produzieren, Offenbach 2012
- Oelsnitz, Dietrich von der; Busch, Michael W.: Team: Toll, ein anderer macht's! Die Wahrheit über Teamarbeit, Zürich 2012

Level: all levels

Prerequisites: basic knowledge of PowerPoint

Assessment: 3 presentations (2 within an international team of students, 1 individual presentation), regular presence in class

Semester hours per week: 2

ECTS: 4

Business English Courses

Please choose from the offered BBA English courses only.

You cannot attend any BKM/BIM English courses from the German programme!

Wirtschaftsenglisch 1 - B1/B2 level

bba O7 12 2 Passmore Wed 08:30 – 10:00
Wed 10:30 – 12:00
Room: 3.4.020

bba O7 13 2 Jenczewski Mon 08:30 - 10:00
Room: 3.4.015
Tue 12:30 - 14:00
Room: 3.3.002

bba O7 14 2 Cowe Tue 12:30 - 14:00
Tue 14:30 - 16:00
Room: 3.3.022

Wirtschaftsenglisch 2 - B2 level

bba O7 21 3 Jenczewski Tue 10:30 - 12:00
Room: 3.3.002
Fri 08:30 - 10:00
Room: 3.3.019

bba O7 22 3 Keczan Wed 14:30 - 16:00
Wed 16:30 - 18:00
Room: 3.4.015

bba O7 23 3 Keczan Di 12:30 - 14:00
Di 14:30 - 16:00
Room: 3.2.003

Wirtschaftsenglisch 3 - C1 level

bba O7 31 4 Jenczewski Mon 12:30 - 14:00
Room: 3.4.015
Wed 8:30 - 10:00
Room: 3.3.022

Semester hours per week: 4

ECTS: 4