

# Course Contents

## International Program

### Courses in English

### Winter Semester 2020/21

(16 October 2020)

International Program							Stand: 8.10.2020
Wenn nicht anders angegeben, starten die Vorlesungen ab dem 19.10.2020							
ip	International Program						(Dekanin / Funk)
ip 01 01 0	Funk	Institutional Economics in an International Context	2	Mi	12:30	14:00	in englischer Sprache
ip 01 02 0	Funk	Economics of Strategy and Management	2	Mi	10:30	12:00	in englischer Sprache, gemeinsam mit BIM
ip 01 03 0	Funk	Economics of Strategy and Management	2	Di	17:00	18:30	
ip 02 01 0	Scheideler	International Retail	2	Do	8:30	10:00	in englischer Sprache
ip 02 02 0	Scheideler	Digital Sales & Distribution	2	Do	10:30	12:00	gemeinsam mit bim
ip 02 03 0	Scheideler	Tools & Methods of International Distribution	2	Do	12:30	14:00	
ip 04 01 0	Kraft	Business Professional Speech	4	Mo	13:00	14:30	max. 20 TN
ip 04 01 0	Kraft	Business Professional Speech		Mo	14:45	16:15	<a href="#">Registration required</a>
ip 05 01 0	Oberließen	Wirtschaftsdeutsch Grundstufe	2	Di	12:00	13:30	in room 3.3.036
ip 06 01 0	Oberließen	Wirtschaftsdeutsch Mittelstufe	3	Di	13:45	16:00	in room 3.3.036
ip 08 01 0	Otte-Gräbener	Introduction to German Corporate and Commercial Law	2	Di	10:30	12:00	in englischer Sprache
ip 09 01 0	Turban	Trade Risk Management in a Changing World Trading System	2	Mo	10:30	12:00	in englischer Sprache in room 3.3.036
ip 10 01 0	Funk	Applied Macroeconomics for Managers	1	Mi	14:30	16:00	Digital Lecture with 8 aates to be announced, first lecture on 21.10
ip 11 01 0	Kemper	Marketing in an International Context	2	Mi	12:30	14:00	in englischer Sprache, separate Blockveranstaltungen werden in der Veranstaltung angegeben Start: 28.10.

**Important hints:** When rooms in the course list above are announced, the lecture will take place in the rooms of the university (if nothing else will be announced). All other courses will be offered digitally.

Hint note for the plan above: Mo = monday, Di = tuesday, Mi=wednesday, Do = thursday

Administrative information on the corona-regulations at HSD is offered by the International Office. These rules have to be strictly followed in order to avoid risks of infections with covid-19.

Please also note: Contact for all questions regarding the lectures above - prior to and after the respective examination of the course - the respective professor / lecturer by using your official HSD student e-mail address only.

# Institutional Economics in the International Context

(IP.01.01)

Prof. Dr. Lothar Funk (lothar.funk@hs-duesseldorf.de)

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**Course Content** Institutions do matter! The growth of living standards in the last century and the differences between national growth rates have a great deal to do with certain types of formal institutions, e.g. in politics, as well as informal institutions (shaped, for example, from traditions and culture). The lecture emphasises the economic perspectives needed to understand the various functional and strategic areas of business and management within the national and international business environment. There will be also a focus on the differences among regions in the world economy especially due to differing institutions and their effects on incentives. Appropriate consideration is thus given to the various political and societal dimensions that characterise the business environment in which decision makers of companies operate. The lecture focuses, above all, on differing economy-wide environments. Issues include:

- Basic institutional issues and comparative perspectives in economics
- Business in the national and international environments
- Comparison of economic systems and nations
- Analysis of different regions in the world and their economic features
- Necessary ingredients of an environment for growth and prosperity

**Learning Outcome** Based on the knowledge of the basic principles of economics and international economic issues the course will broaden the students' understanding of current world trends and their underlying causes. A special focus will be the analysis how business can cope with different economic environments. All this will demonstrate the intellectual power of economics in practice particularly for business students.

**Literature** **Acemoglu, D. / Laibson, S. / J.A. List:** Economics, Boston et al., 2<sup>nd</sup> ed. 2018.

**Gerber, J.:** International Economics, 7th ed., Boston 2017.

**Krugman, P. R. / Obstfeld, M. / Melitz, M. J.:** International Economics. Theory and Policy, Harlow 2016 (10<sup>th</sup> ed or more recent edition).

**Michaels, R. J.:** Transactions and Strategies: Economics for Management, Mason 2011.

**Slangen, L.H.G. et al.:** Institutional economics and economic organization theory, Wageningen 2008.

**Sloman, J. et al.:** Economics for Business, 8<sup>th</sup> ed., Harlow 2019.

**Sobel, R. S. et al.:** Understanding Economics, from 14th ed., London et al. 2015 (or more recent edition).

**The Core Team:** The Economy – Economics for a changing world, Oxford 2017.

Further hints to reading and materials will be distributed during the lecture period in the internet.

**Level** 2nd and 3rd year (intermediate)

<b>Prerequisites</b>	Principles of Economics
<b>Assessment</b>	One hour written examination (weight: 100%)
<b>Semester hours per week</b>	2 (Access Teamcode to enter the digital lecture in TEAMS: <b>m62gzjx</b> )
<b>ECTS</b>	4
<b>Hint</b>	Students who cannot attend written final examination at HSD at the end of the semester due to Coronavirus-restrictions, please contact me by e-mail for an alternative form of assessment (seminar paper instead; similar to last semester).

# Economics of Strategy and Management (IP.01.02 and IP.01.03)

Prof. Dr. Lothar Funk (lothar.funk@hs-duesseldorf.de)

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**Course Content** The distinction between micro and macro business environments is somewhat artificial since many business-related issues require both micro and macro perspectives. This lecture takes, however, a rather strong micro business perspective which has to be embedded into its wider context, however. The course thus provides the essential knowledge to understand transactions among economic actors and their often strategic interactions. The issues will be discussed in a way that will help future managers to steer their companies much better than without this knowledge. Starting with basic micro-models, the lecture will add in an accessible way more innovative thinking that has extended and reformulated previous ideas. Covering transactions and organisations as well as institutions more realistically has revolutionised economic insights how businesses actually function. This fascinating development allows business students to learn the economics that really matters for them.

Key topics include:

- Governance of transactions and the related institutional background
- Economic theory of the firm
- Behavioural aspects of economics
- Markets and the importance of other modes of organisation
- Between extreme market forms: interaction and strategy
- Competition and strategy
- Beyond markets: property and contracts

**Learning Outcome** The course arms future managers with a clear understanding of the core principles of economics from a business or management perspective in contrast to the traditional public policy perspective. In order to be effective, management decisions have to be based on a sound knowledge of the underlying forces of transactions, interactions and potential strategies. Understanding this business-related economics is a proper foundation for optimal-decision making in business. The lecture with discussion will adopt an interactive approach by engaging students in a broad range of cases studies.

**Literature**

- Daniels, J.P./Van Hoose, D.D.: Global Economic Issues and Policies, 4<sup>th</sup> ed., London/New York 2018.
- Mankiw, N.G./Taylor, M.P./Ashwin, A.: Business Economics, London 2018 (3<sup>rd</sup>. ed. 2018).
- Sloman, J. et al.: Economics for Business, 8th ed., Harlow 2019.
- Mulhearn, C./Vane, H.R.: Economics for Business, 3rd ed., London/New York 2016.
- The Core Team: The Economy – Economics for a changing world, Oxford 2017.

**Level** 2nd and 3rd year (intermediate)

<b>Prerequisites</b>	Principles of Economics
<b>Assessment</b>	90 minutes written examination (weight: 100%)
<b>Semester hours per week</b>	4 (Access Teamcode to enter the digital lecture in TEAMS: <b>sqnlkgq</b> )
<b>ECTS</b>	6 (with an additional case study presentation of 15 minutes, 7 ECTS, that is one more credit, will be awarded)
<b>Hint</b>	Students who cannot attend written final examination at HSD at the end of the semester due to coronavirus-restrictions, please contact me by e-mail for an alternative form of assessment (seminar paper instead; similar to last semester).

# International Retail (IP.02.01)

Prof. Dr. Peter Scheideler (peter.scheideler@hs-duesseldorf.de)

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<b>Course Content</b>	<p>The course examines the challenges of International Retailers. It gives an overview of the importance and dimensions of International Retailing in the global context. It explains possible expansion and market entry strategies together with the most relevant business figures, which retailers need to monitor to steer their international operations and to identify new markets / potentials.</p> <p>The course will also touch the operational Retail Mix (Assortment, Price, Location, Advertising, Store Layout, and Customer Service) and its specific characteristics for International Retailers.</p>
<b>Learning Outcome</b>	<p>The students will learn the insides of International Retailers. They will understand the tools and the complexity of International Retailing and will understand the way International Retailers operate. They are able to perform strategic as well as operational assessments / evaluations of International Retailers and can work out solutions in case of inefficiencies.</p>
<b>Literature</b>	<ul style="list-style-type: none"><li>• Berman, B.; Evans, J.-R.: Retail Management: A Strategic Approach, Pearson, 11th edition, 2010</li><li>• Merkel, H.; Breuer, P.; Eltze, C.; Kerne, J.: Global Sourcing im Handel, Springer-Verlag, Heidelberg, 2008</li><li>• Becker, J.; Winkelmann, A.: Handelscontrolling, Springer Gabler Verlag, Heidelberg, 3rd edition, 2014</li><li>• Pohl, J.: Internationale Handelslogistik, Logos Verlag, Berlin, 2008</li></ul>
<b>Level</b>	2 <sup>nd</sup> and 3 <sup>rd</sup> year students (intermediate)
<b>Prerequisites</b>	none
<b>Assessment</b>	60 min written examination in the last week of the semester
<b>Semester hours per week</b>	2
<b>Start</b>	22 <sup>nd</sup> of October
<b>ECTS</b>	4

# Digital Sales & Distribution (IP.02.02)

Prof. Dr. Peter Scheideler (peter.scheideler@hs-duesseldorf.de)

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<b>Course Content</b>	The course will show the newest digital developments in offline (stationary) and online sales as well as the distribution of goods in the digital world (e-distribution). Technologies / Methods / Tools like NFC, Mobile Marketing, Mobile Payments, RFID, Beacons, e-marketplaces, e-shops, APPs and more will be discussed. A special focus will be placed on Omni-Channel aspects to show how companies combine their online and offline business to attract new customers or keep current customers loyal.
<b>Learning Outcome</b>	The students understand the use and the value of new technologies in Sales & Distribution. They can judge, under which circumstances these new technologies should be applied or not.
<b>Literature</b>	<ul style="list-style-type: none"><li>• Graf, A., Schneider, H.: Das E-commerce Buch: Marktanalysen, Geschäftsmodelle, Strategien, DFV GmbH, Frankfurt am Main, 2015</li><li>• Wirtz, B.: Electronics Business, Springer-Gabler, Wiesbaden, 5. Auflage 2016</li><li>• Heinemann, G.: Der neue Online-Handel, Springer-Gabler, Wiesbaden, 6. Auflage, 2015</li><li>• Kollmann, T.: E-Business, Springer-Gabler, Wiesbaden, 5. Auflage, 2013</li><li>• Heinemann, G.: Der neue Mobile-Commerce, Springer-Gabler-Verlag, Wiesbaden, 2012</li><li>• Gläß, R.; Leukert, B.: Handel 4.0: Die Digitalisierung des Handels, Springer-Gabler-Verlag, Wiesbaden, 2017</li></ul>
<b>Level</b>	2 <sup>nd</sup> and 3 <sup>rd</sup> year students (intermediate)
<b>Prerequisites</b>	None (basic understanding of e-business would be great)
<b>Assessment</b>	60 min written examination in the last week of the semester
<b>Semester hours per week</b>	2
<b>Start</b>	22 <sup>nd</sup> of October
<b>ECTS</b>	4

# Tools & Methods of International Distribution (IP.02.03)

Prof. Dr. Peter Scheideler (peter.scheideler@hs-duesseldorf.de)

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<b>Course Content</b>	<p>The course includes the organisational (Sales Organisation, Distribution channels, etc.) but also the logistical (Warehouse, Inventory, Transportation etc.) aspects in international distribution and outlines possible strategies.</p> <p>At the end of the course, the students are able to draft and critically evaluate distribution strategies for different scenarios.</p>
<b>Learning Outcome</b>	<p>The students get an understanding about the possibilities for a manufacturer to distribute its products to its end-customers. They are able to evaluate different methods and strategies and learn to apply strategies for different scenarios.</p>
<b>Literature</b>	<ul style="list-style-type: none"><li>• Schögel, M.: Distributionsmanagement, Munich, 2012</li><li>• Koether, R.: Distributionslogistik – Effiziente Absicherung der Lieferfähigkeit, Wiesbaden, 2014</li></ul>
<b>Level</b>	2nd and 3rd year students (intermediate)
<b>Prerequisites</b>	None
<b>Assessment</b>	60 min written examination in the last week of the semester
<b>Semester hours per week</b>	2
<b>Start</b>	22 <sup>nd</sup> of October
<b>ECTS</b>	4

# Business Professional Speech (IP.04.01)

**Dr. Hans Kraft** (hans.kraft@hs-duesseldorf.de)

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<b>Course Content</b>	The course covers all minor aspects of business and professional speech.
<b>Topics include</b>	<ul style="list-style-type: none"><li>• Impromptu speech, public speech, speaking without notes, specialty speeches for various occasions, posture, gesture facial expressions, vocal variety, breathing, preparation of speeches, mental and emotional aspects, stage fright, structure of speeches</li><li>• Intercultural communication, small talk, job interview, annual appraisal, target agreement, sales talk, active listening</li><li>• Students are cordially invited to express wishes concerning content.</li></ul>
<b>Learning Outcome</b>	<ul style="list-style-type: none"><li>• Students will deliver speeches without notes in front of the group</li><li>• Students will learn how to deliver impromptu speeches</li><li>• Students will become familiar with the basic aspects of body language</li><li>• Students will see how stage fright and fear of speaking can be overcome</li><li>• Students will get some insight into the obstacles of intercultural communication</li><li>• Students will become acquainted with the social importance of small talk</li><li>• Students will become acquainted with important business situations, such as target agreement, sales talk, job interview</li></ul>
<b>Literature</b>	To be announced
<b>Level</b>	All levels
<b>Prerequisites</b>	Fluent command of the English language, basic knowledge of PowerPoint or other presentation techniques such as Keynote, Prezi, PechaKucha, etc.
<b>Assessment</b>	Presentation during semester, term paper, regular attendance in class, active participation
<b>Semester hours per week</b>	4
<b>ECTS</b>	8
<b>Remarks</b>	<b>Please register for this class:</b> <a href="mailto:hans.kraft@hs-duesseldorf.de">hans.kraft@hs-duesseldorf.de</a> Max. 20 participants
<b>Start</b>	Monday, 19 Oct 2020, 1300 hrs / 1 p m

# Introduction to German Corporate and Commercial Law (IP.08.01)

Prof. Dr. Sabine Otte-Graebener, LL.M. (Bristol)

(sabine.otte-graebener@hs-duesseldorf.de)

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- Course 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.

**Literature**

German Civil Code  
German Commercial Code  
Robbers, An Introduction to German Law, 6<sup>th</sup> edition, 2017

**Level** Second and third year students (intermediate)

**Prerequisites** Fluent command of the English language

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

**Semester hours per week** 2

**ECTS** 4

**Please note:** Course will be offered digitally, please check the homepage of Professor Otte-Gräbener for more information: <https://wiwi.hs-duesseldorf.de/personen/sabine.otte-graebener/Seiten/lehre.aspx>

# Trade Risks and Risk Management in a Changing World

## Trading System (IP.09.01)

Prof. Dr. Manfred Turban (manfred.turban@hs-duesseldorf.de)

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<b>Course Content</b>	The course is about business risks in international trade and the management of business trade risks and will focus on new developments in the trade risk profiles and in the challenges of risk management. The origin of these risks in the development of world trade and the international trading system, in frictions in regional trading agreements and trading blocs, and in economic crises as the economic and financial crisis of 2008 and crisis resulting from Covid19 pandemic will be discussed. Major trends and changes in international trade relations and their impact on the EU and the German economy will be highlighted. Specific international trade risks of firms will be identified and discussed in the context of the ongoing tendencies of disintegration of the existing rule-based world trading order. The course will be devoted to the identification of methods of trade risk management appropriate to cope with the arising new challenges for firms.
<b>Learning Outcome</b>	Students will learn to identify business risks in international trade as well as strategies and tools which can be properly applied by exporting and importing firms in trade risk management to cope with international business risks. The course will make special reference to business risks resulting from enhanced trade conflicts between states and a fragile multilateral trading system (GATT/WTO) as well as from frictions and the disintegration of Preferential Trade Agreements (e.g. monetary crises, Brexit) and economic crises as the Economic and Financial crisis of 2008 and the present economic crisis resulting from the Covid19 pandemic.
<b>Literature</b>	<b>Bade, Donna</b> (2015), Export/Import Procedures and Documentation, New York (5e) <b>Grath, Anders</b> (2016), The Handbook of International Trade and Finance, London - Philadelphia (4e) <b>Helpman, Elhanan</b> (2011), Understanding Global Trade, Cambridge – London <b>Reinert, Kenneth A.</b> (2020), An Introduction to International Economics. New Perspectives on the World Economy, Cambridge – New York, 2e <b>Seyoum, Belay</b> (2013), Export-Import Theory, Practices and Procedures, New York – London – Oxford (3e) <b>Trebilcock, Michael / Howse, Robert / Eliason, Antonia</b> (2013), The Regulation of International Trade, London – New York (4e)
<b>Level</b>	Advanced
<b>Prerequisites</b>	Good knowledge in international business theory and international economics; <b>Register for class</b> by e-mail to <a href="mailto:manfred.turban@gmail.com">manfred.turban@gmail.com</a> and the institutional mail
<b>Assessment</b>	90 minutes written exam at the end of the course
<b>Semester hours per week</b>	2
<b>ECTS</b>	4

# Applied Macroeconomics for Managers (IP.10.01)

**Prof. Dr. Lothar Funk** (lothar.funk@hs-duesseldorf.de)

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## 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;
- 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 in the summer semester in more detail.

## Literature

- Acemoglu, D. / Laibson, S. / J.A. List: Economics, Boston et al., 2nd ed. 2018.
- Daniels, J.P./Van Hoose, D.D.: Global Economic Issues and Policies, 4<sup>th</sup> ed., London/New York 2018.
- Mankiw, N.G./Taylor, M.P./Ashwin, A.: Business Economics, London 2018 (3<sup>rd</sup>. ed. 2018).
- Sloman, J. et al.: Economics for Business, 8th ed., Harlow 2019.
- The Core Team: The Economy – Economics for a changing world, Oxford 2017.

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

**Prerequisites:** Principles of Economics

**Assessment:** One hour written examination (weight: 100%)

**Semester hours per week:** 1 (on average) (Access Teamcode to enter the digital lecture in TEAMS: r1kkdi7)

**ECTS:** 2 (3 ECTS will be awarded for the course with an appropriate additional PowerPoint presentation on a selected macroeconomic topic)

**Remark on lectures:** There will be 8 lectures with 90 minutes each; starting on Oct. 21.

**Hint:** Students who cannot attend written final examination at HSD at the end of the semester due to Coronavirus-restrictions, please contact me by e-mail for an alternative form of assessment (seminar paper instead; similar to last semester).

# Marketing in an International Context (IP.11.01)

Prof. Dr. Anne Kemper (anne-christin.kemper@hs-duesseldorf.de)

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Prof. Dr. Anne Christin Kemper

## Content:

The objective of the course is to explore and apply key principles and practices of marketing in an international context. The course contains - in an application-oriented manner - the following key topics:

- Basics of marketing, brand management and international marketing
- Selected strategic and operative marketing decisions in an international context
- Marketing practices in different internationally driven industries
- International company and marketing cases from different industries
- Case Study

Participation is limited due to didactical reasons.

## Learning Outcome:

- Gain basic knowledge and demonstrate an understanding of key concepts and instruments related to marketing in an international context
- Be able to analyse and assess marketing-related context factors as well as internationally oriented marketing concepts, strategies and instruments
- Understand the marketing specifics and practices in different industries
- Provide conceptual methods and managerial solutions to marketing problems
- Be able to conceptualise marketing concepts, strategies and instruments

## Literature:

- Faix, A./Kemper, A.C./Köhler, R. (2000):** Integrating brand strategies after an acquisition, in: Phillips, C./Pruyn, A./Kestemont, M.-P. (Ed.): Understanding marketing. A European Casebook, Wiley, p. 73-83
- Czinkota, M.R./Ronkainen, I.A./Zvobgo, G. (2013):** International Marketing, 10th ed., Cengage Learning
- Doole, I./Lowe, R./Kenyon, A. (2015):** International Marketing Strategy. Analysis, Development and Implementation, 7th ed., Cengage Learning
- Hill, C.W.L. (2014):** International business: Competing in the global market place, 10th ed., McGraw Hill Education
- Keegan, W.J./Green M. (2014):** Global Marketing. 8th ed., Prentice Hall
- Kotabe, M./Helsen, K. (2015):** Global Marketing Management, 6th ed., Wiley
- Kotler, P./Armstrong, G./Saunders, J./Wong, V. (2013):** Principles of Marketing, 6th ed., Pearson
- Backhaus/Voeth (2010):** Internationales Marketing, 6th ed., Springer
- Baumgarth, C. (2008):** Markenpolitik, 3rd ed., Gabler
- Berndt/Fantapie-Altobelli/Sander (2010):** Internationales Marketing-Management, 4th Ed., Springer-Gabler
- Meffert/Burmann/Becker (2010):** Internationales Marketing-Management. Ein markenorientierter Ansatz, 4th ed., Kohlhammer
- Müller/Gelbrich (2014):** Interkulturelle Kommunikation, Vahlen
- Müller/Gelbrich (2014):** Interkulturelles Marketing, 3th ed., Vahlen
- Scharf, A./Schubert, B./Hehn, P. (2016):** Marketing. Einführung in Theorie und Praxis, 6th ed., Schäffer-Poeschel

**Zentes/Swoboda/Schramm-Klein (2013):** Internationales Marketing, 3th ed., Vahlen

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

**Prerequisites:**

- English language skills and a basic understanding for economic relationships.
- Regular attendance is expected due to group work elements.

**Assessment:** Case study presentation during the semester and final presentation at the end of the course.

**Semester hours per week:** 2

**ECTS:** 4

**Timing:** Wednesday, 12:30-14:00. Additional timing aspects will be announced during the lecture.

**Room:** Online lecture via Microsoft Teams. Access to the respective team will be delivered to all students after their registration. Please download the respective software prior to the first lecture day in order to avoid technical problems.

**PLEASE REGISTER FOR THIS CLASS:**

[anne-christin.kemper@hs-duesseldorf.de](mailto:anne-christin.kemper@hs-duesseldorf.de)

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

# English Language Courses

(sheridan.jenczewski@hs-duesseldorf.de)

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**Remark**                    **Please choose from the offered BBA English courses only.**  
You **cannot** attend any BKM/BIM English courses from the German programme!

**The classes will start from 19 October on**

**Level**                      Business English I: B1/B2 level  
Business English II: B2 level  
Business English III: C1 level

**Semester hours**    4  
**per week**

**ECTS**                      4

Course Code	Title	Teacher	Day + Time	Room
BBA 07.11.2	Business English I Group A	Jenczewski	Mon 8.30 – 10.00 Wed 10.30 – 12.00	Online (Teams)
BBA 07.12.2	Business English I Group B	Jenczewski	Mon 12.30 – 14.00 Fri 12.30 – 14.00	Online (Teams)
BBA 07.13.2	Business English I Group C	Cowe	Tue 12.30 – 16.00	Online (Teams)
BBA 07.14.2	Business English I Group D	Sauerhammer	Wed 8.30 – 12.00	Online (Teams)
BBA 07.21.2	Business English II Group A	Jenczewski	Mon 10.30 – 12.00 Tue 8.30 – 10.00	Online (Teams)
BBA 07.22.2	Business English II Group B	Jenczewski	Tue 12.30 – 14.00 Fri 10.30 – 12.00	Online (Teams)
BBA 07.23.3	Business English II Group C	Sur Choudhary	Fri 12.30 – 16.00	Online (Teams)
BBA 07.31.4	Business English III	Jenczewski	Tue 10.30 – 10.00 Wed 8.30 – 10.00	Online (Teams)

**Please note:** Lectures will be offered digitally, please contact the lecturers to receive the contact codes.