

## Amtliches Mitteilungsblatt

Nr. 30/02

Inhalt	Seite
<b>Erste Ordnung zur Änderung der Ordnung zur Durchführung des Auswahlverfahrens zur Vergabe von Studienplätzen für den postgradualen und weiterbildenden Studiengang "International Management" - Master of Business Administration -</b>	<b>609</b>
<b>Erste Ordnung zur Änderung der Studienordnung für den postgradualen und weiterbildenden Studiengang "International Management" - Master of Business Administration -</b>	<b>611</b>
<b>Erste Ordnung zur Änderung der Prüfungsordnung für den postgradualen und weiterbildenden Studiengang "International Management" - Master of Business Administration -</b>	<b>615</b>
<b>Module für den postgradualen und weiterbildenden Studiengang "International Management" - Master of Business Administration -</b>	<b>631</b>

im Fachbereich Wirtschaftswissenschaften I

**Fachhochschule  
für Technik  
und Wirtschaft  
Berlin**

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12.09.2002



## **Fachhochschule für Technik und Wirtschaft Berlin**

### **Erste Ordnung zur Änderung der Ordnung zur Durchführung des Auswahlverfahrens zur Vergabe von Studienplätzen für den postgradualen und weiterbildenden**

### **Studiengang "International Management" - Master of Business Administration**

im Fachbereich  
Wirtschaftswissenschaften I  
vom 06. Juni 2002

Auf Grund von § 17 S. 2 Nr. 2 der Satzung der Fachhochschule für Technik und Wirtschaft Berlin zu Abweichungen von Bestimmungen des Berliner Hochschulgesetzes (AMBl. FHTW Berlin Nr. 23/98) in Verbindung mit § 8 Abs. 1 des Gesetzes über die Zulassung zu den Hochschulen des Landes Berlin in zulassungsbeschränkten Studiengängen (Berliner Hochschulzulassungsgesetz - BerlHZG) und § 5 Abs. 1 der Studienordnung für den postgradualen und weiterbildenden Studiengang "International Management" - Master of Business Administration - (AMBl. FHTW Berlin Nr.11/01) hat der Fachbereichsrat des Fachbereichs Wirtschaftswissenschaften I der Fachhochschule für Technik und Wirtschaft Berlin (FHTW Berlin) am 6. Juni 2002 die nachfolgende Änderungsordnung vom 11. Oktober 2000 zur Durchführung des Auswahlverfahrens zur Vergabe von Studienplätzen für den postgradualen und weiterbildenden Studiengang "International Management" - Master of Business Administration - beschlossen\*:

#### **Artikel I**

- a) Die Bezeichnung des akademischen Grades „International Management - Master of Business Administration“ wird ersetzt durch die Bezeichnung „Master of International Business“.
- b) Die Bezeichnung des Studienganges „International Management“ wird ersetzt durch den Ausdruck „International Business“.

Diese Änderungen betreffen die Paragraphen 1, 2, 3, 4 und 5 .

#### **Artikel II**

Diese Ordnung tritt am Tage nach ihrer Bekanntmachung im Amtlichen Mitteilungsblatt der FHTW Berlin in Kraft.

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\* Durch die Senatsverwaltung für Wissenschaft, Forschung und Kultur bestätigt am 20. August 2002



## Fachhochschule für Technik und Wirtschaft Berlin

### Erste Ordnung zur Änderung der Studienordnung für den postgradualen und weiterbildenden Studiengang

### "International Management" - Master of Business Administration -

im Fachbereich  
Wirtschaftswissenschaften I  
vom 06. Juni 2002

Auf Grund von § 17 Satz 2 Nr. 2 der Satzung der Fachhochschule für Technik und Wirtschaft Berlin zu Abweichungen von Bestimmungen des Berliner Hochschulgesetzes (AMBl. FHTW Berlin Nr. 23/98) in Verbindung mit § 24 Abs. 4 des Gesetzes über die Hochschulen im Land Berlin (Berliner Hochschulgesetz – BerlHG) in der Fassung vom 17. November 1999 (GVBl. S. 630), zuletzt geändert durch Gesetz vom 08. Oktober 2001 (GVBl. S.534) hat der Fachbereichsrat des Fachbereichs Wirtschaftswissenschaften I der Fachhochschule für Technik und Wirtschaft Berlin (FHTW Berlin) am 06. Juni 2002 die folgende Ordnung zur Änderung der Studienordnung für den postgradualen und weiterbildenden Studiengang vom 11. Oktober 2000, "International Management" - Master of Business Administration - beschlossen\*:

#### Artikel I

##### Nr. 1

- c) Die Bezeichnung des akademischen Grades „International Management - Master of Business Administration“ wird ersetzt durch die Bezeichnung „Master of International Business“.
- d) Die Bezeichnung des Studienganges „International Management“ wird ersetzt durch den Ausdruck „International Business (Master)“.

Diese Änderung betrifft folgende Paragraphen: § 1 (1) und (2), § 5 (1)

##### Nr. 2

##### § 1 wird wie folgt geändert:

Absatz (1) erhält die folgende Ergänzung:

Die Ordnung zur Änderung der Studienordnung gilt für alle Studierenden des postgradualen und weiterbildenden Studienganges "International Business (Master)", die ab dem 1.Oktober 2002 an der FHTW Berlin im 1. Fachsemester immatrikuliert werden.

##### Nr. 3

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\* der Senatsverwaltung für Wissenschaft, Forschung und Kultur angezeigt am 18. Juli 2002

## § 4 wird wie folgt geändert

Absatz 1 Satz 3 erhält folgende Neufassung:

Er ist nach Maßgabe der Anlage wie folgt aufgebaut:

1. Erstes Semester (Oktober bis Mitte Februar)
2. Humanities Programme (Mitte Februar bis März)<sup>1</sup>
3. Zweites Semester (April bis Mitte Juli)
4. Abschlussarbeit und Prüfungsphase (August bis Mitte Dezember)

### Nr. 4.

#### § 5 wird wie folgt geändert:

In Absatz 1 Satz 2 wird das Wort „Juni“ mit dem Wort „April“ ersetzt.

### Nr. 5

#### Die Anlage zur Studienordnung erhält folgende Neufassung:

Das Studium besteht aus zwei Semestern mit jeweils 5 Studienmodule (davon 4 Wahlpflichtfächer und 1 Wahlfach) sowie einem "Humanities Programme" und einer Abschlussarbeit und Prüfungsphase.

#### 1. Semester (Oktober bis Mitte Februar)

Das Studienprogramm dieses Semesters umfasst folgende Module:

<b>Titel der Module</b>	<b>SWS</b>	<b>ECTS Credits</b>
<b>M 1</b> International Business and Global Supply Chain Management	4	7
<b>M 2</b> International Economics	4	6
<b>M 3</b> Intercultural Management	4	5
<b>M 4 (Erstes Wahlfach)</b>		
<b>4.1</b> Quantitative Approaches to Management <sup>2</sup> <b>OR</b>	4	5
<b>4.2</b> Contemporary Management Issues <sup>2</sup>		

<sup>1</sup> Die Durchführung des Humanities Programmes findet vor dem 1. und zwischen dem 1. und 2. Semester statt.

<sup>2</sup> Angebot bei mindestens 8 Teilnehmern

<b>Titel der Module</b>	<b>SWS</b>	<b>ECTS Credits</b>
<b>M 5</b> Global Financial Markets and Multinational Business Finance	4	7
<b>M 6 Humanities Programme</b> (Mitte Februar bis März)	5	10

## **2. Zweites Semester** (April bis Mitte Juli)

Das Studienprogramm dieses Semesters umfasst folgende Module:

<b>Titel der Module</b>	<b>SWS</b>	<b>ECTS Credits</b>
<b>M 7</b> International Accounting and Reporting	4	6
<b>M 8</b> Corporate Valuation and International Taxation in An Integrated World	4	7
<b>M 9</b> International Law/Community Law/Business Law	4	6
<b>M 10 (Zweites Wahlfach)</b>		
<b>10.1</b> The Economics of European Integration <sup>2</sup> <b>OR</b>	4	5
<b>10.2</b> Contemporary Management Issues <sup>2</sup>		
<b>M 11</b> Marketing in International Business	4	6

## **3. Abschlussarbeit und Prüfungsphase** (August bis Mitte Dezember)

### **M 12** Master-Thesis and Defence Examination

Diese Phase umfasst die Erarbeitung der Abschlussarbeit sowie das abschließende Kolloquium.

**ECTS Credits: 20**

## **Artikel II**

### **- Schlussvorschriften -**

Diese Ordnung tritt am Tage nach ihrer Veröffentlichung im Amtlichen Mitteilungsblatt der FHTW Berlin in Kraft.





# Fachhochschule für Technik und Wirtschaft

## Erste Ordnung zur Änderung der Prüfungsordnung

### für den postgradualen und weiterbildenden Studiengang

#### **"International Management"** **- Master of Business Administration -**

im Fachbereich  
Wirtschaftswissenschaften I  
vom 06. Juni 2002

Auf Grund von § 17 Satz 2 Nr. 2 der Satzung der Fachhochschule für Technik und Wirtschaft Berlin zu Abweichungen von Bestimmungen des Berliner Hochschulgesetzes (AMBI. FHTW Berlin Nr. 23/98) in Verbindung mit §31 Abs. 4 des Gesetzes über die Hochschulen im Land Berlin (Berliner Hochschulgesetz – BerlHG) in der Fassung vom 17. November 1999 (GVBl. S. 630), zuletzt geändert durch Gesetz vom 08. Oktober 2001 (GVBl. S. 534) hat der Fachbereichsrat des Fachbereichs Wirtschaftswissenschaften I am 06. Juni 2002 die folgende Änderungsordnung zur Prüfungsordnung vom 11.10.2000 beschlossen\*:

### Artikel I

#### Nr.1

- a) Die Bezeichnung des akademischen Grades „International Management - Master of Business Administration“ wird ersetzt durch die Bezeichnung „Master of International Business“.
- b) Die Bezeichnung des Studienganges „International Management“ wird ersetzt durch den Ausdruck „International Business (Master)“.

Diese Änderungen betreffen folgende Paragraphen: 1 (2) und (3), 3, 4 (4) und (5), 5 (1), (2) b, c, d, 6 (2), 7 (1), (3), (5), 8 (1), (2) Nr. 1 und 3, (3), (5), (6) und (7), 10 (1), (2), (5), (6), (7), (8),  
11 (1).

#### Nr. 2

##### **§ 3 wird wie folgt geändert:**

- a) Die vier Abschnitte des Programms werden durch eine zeitliche Zuordnung ergänzt.
- b) Die Bezeichnung „Projekt“ wird ersetzt durch die Bezeichnung „Abschlussarbeit“.

§ 3 erhält damit folgenden Wortlaut:

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\* Durch die Senatsverwaltung für Wissenschaft, Forschung und Kultur bestätigt am 20. August 2002

Der postgraduale und weiterbildende Studiengang " International Business (Master)" hat eine zeitliche Dauer von 14 Monaten und ist wie folgt aufgebaut:

1. Erstes Semester (Oktober bis Mitte Februar)
2. Humanities Programme (Mitte Februar bis März)<sup>3</sup>
3. Zweites Semester (April bis Mitte Juli)
4. Abschlussarbeit und Prüfungsphase (August bis Mitte Dezember)

### Nr. 3

#### § 4 (3) wird wie folgt geändert:

Die Notenskala wird im Zusammenhang mit der Änderung zu § 10 in eine prädikative und numerische Skala untergliedert.

§ 4 (3) erhält damit folgenden Wortlaut:

(3) Für die einzelnen Prüfungsleistungen gilt folgende Notenskala:

Prädikativ:	Numerisch:
A = excellent	bis1.5
B = very good	1.5 - 2.0
C = good	2.1 - 3.0
D = satisfactory	3.1 -3.5
E = sufficient	3.6 - 4.0
F = fail	5.0

### Nr. 4

#### § 7 (6) wird wie folgt geändert:

Aufgrund der Vorgabe der Senatsverwaltung des Landes Berlin wird bei Versäumnis der Abgabefrist für die Abschlussarbeit eine Verlängerungsmöglichkeit eingeräumt.

§ 7 (6) erhält damit folgenden Wortlaut:

(6) Bei Versäumnis der Abgabefrist für die Abschlussarbeit kann auf begründeten Antrag des Kandidaten oder der Kandidatin die Bearbeitungszeit um maximal vier Wochen verlängert werden. Die Entscheidung darüber trifft der Vorsitzende oder die Vorsitzende des Prüfungsausschusses im Benehmen mit dem Prüfer oder der Prüferin.

### Nr. 5

#### § 8 (7) wird wie folgt geändert:

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<sup>3</sup> Die Durchführung des Humanities Programmes findet teilweise vor dem 1. und teilweise zwischen dem 1. und 2. Semester statt

Aufgrund der Vorgabe der Senatsverwaltung des Landes Berlin wird die einmalige Möglichkeit zur Rückgabe der Abschlussarbeit innerhalb einer bestimmten Frist eingeräumt.

§ 8 (7) hat damit folgenden Wortlaut:

(7) Das Thema der Abschlussarbeit kann nur einmal und nur innerhalb der ersten vier Wochen der Bearbeitungszeit von dem Kandidaten oder der Kandidatin zurückgegeben werden. Das nähere Verfahren bestimmt der Prüfungsausschuss "International Business (Master)".

## **Nr. 6**

### **§ 10 (2) und (3) werden wie folgt geändert:**

- (a) Die Berechnungsformel für die Bestimmung des Gesamtergebnisses wird dadurch geändert, dass von der prädikativen auf die numerische Notenskala gem. § 4 (3) n.F. übergegangen wird.
- (b) Der Ausweis der Noten im Zeugnis orientiert sich an der in § 4 (3) aufgeführten prädikativen und numerischen Notenskala.

§ 10 (2) und (3) haben damit folgenden Wortlaut:

(2) Die Bestimmung des Gesamtergebnisses (Größe X) erfolgt gemäß § 22 Abs. 2 RPO durch die Bildung eines gewogenen Mittels nach der Formel:

$$X = 0,6 X1 + 0,4 X2,$$

wobei die Größen X1 und X2 folgendermaßen zu berechnen sind:

- Die Größe X1 bestimmt sich als arithmetisches Mittel der im Masterzeugnis ausgewiesenen jeweiligen Modulnoten. Grundlage der Berechnung ist ausschließlich die numerische Notenskala gem. § 4 Abs. 3. Es werden nur die ersten beiden Stellen nach dem Komma ohne Rundung berücksichtigt.
- Die Größe X2 bestimmt sich durch die differenzierte Beurteilung der Abschlussarbeit. Grundlage der Berechnung ist ausschließlich die numerische Notenskala gem. § 4 Abs. 3.

(3) Hat der Kandidat oder die Kandidatin die Prüfung bestanden, erhält er oder sie ein Zeugnis, in dem die absolvierten Module und die erzielten Noten sowie das Thema und die erzielte Note der Abschlussarbeit ausgewiesen sind. Der Ausweis der Noten orientiert sich an der in § 4 Abs. 3 aufgeführten prädikativen und numerischen Notenskala. Das Zeugnis wird dem Kandidaten oder der Kandidatin in einer Ausfertigung in deutscher und in einer Ausfertigung in englischer Sprache übergeben. Muster dieses Zeugnisses sind als Anlagen 1, 1a und 2, 2a Bestandteil dieser Prüfungsordnung.

## **Artikel II**

Diese Ordnung tritt am Tage nach ihrer Bekanntmachung im Amtlichen Mitteilungsblatt der FHTW Berlin in Kraft.

Anlage 1

**FHTW**

Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Masterzeugnis

Frau/Herr \_\_\_\_\_

geboren am \_\_\_\_\_ in \_\_\_\_\_

hat die Masterprüfung

an der Fachhochschule für Technik und Wirtschaft Berlin

im postgradualen und weiterbildenden Studiengang

**INTERNATIONAL BUSINESS**

bestanden.

Gesamtprädikat der Masterprüfung:

\_\_\_\_\_

Berlin, den \_\_\_\_\_

Der/Die Vorsitzende des Prüfungsausschusses

Der Präsident/Die Präsidentin

Anlage 1 a



Fachhochschule für Technik und Wirtschaft Berlin

University of Applied Sciences

Masterzeugnis

für Frau/Herrn \_\_\_\_\_

Die Leistungen der einzelnen Module werden wie folgt beurteilt:

- M 1. International Business and Global Supply Chain Management
M 2. International Economics
M 3. Intercultural Management
M 4.1 Quantitative Approaches to Management or M 4.2 Contemporary Management Issues
M 5. Global Financial Markets and Multinational Business Finance
M 6. Humanities Programme
M 7. International Accounting and Reporting
M 8. Corporate Valuation and International Taxation in an Integrated World
M 9. International Law/Community Law/Business Law
M 10.1 The Economics of European Integration or M 10.2 Contemporary Management Issues
M 11. Marketing in International Business

Mögliche Leistungsbeurteilungen (Modulnoten) einschl. Beurteilung der Masterarbeit und des Kolloquiums: hervorragend, sehr gut, gut, befriedigend, ausreichend.

Thema der Masterarbeit: \_\_\_\_\_

Mögliches Gesamtprädikat: "hervorragend", "sehr gut", "gut", "befriedigend", "ausreichend".

Beurteilung der Masterarbeit: \_\_\_\_\_

Die Masterprüfung wurde nach der Prüfungsordnung vom 6.Juni 2002, veröffentlicht im Amtlichen Mitteilungsblatt Nr. \_\_\_\_\_ der FHTW Berlin vom \_\_\_\_\_, abgelegt.

Anlage 3



Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Masterurkunde

Frau \_\_\_\_\_  
geboren am \_\_\_\_\_ in \_\_\_\_\_  
hat die Masterprüfung  
im postgradualen und weiterbildenden Studiengang

## INTERNATIONAL BUSINESS

bestanden.

Aufgrund dieser Prüfung wird ihr der akademische Grad

## MASTER OF INTERNATIONAL BUSINESS

verliehen.

Berlin, den

Der Präsident/Die Präsidentin

(Präsesiegel)

Anlage 4

# FHTW

Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Masterurkunde

Herr \_\_\_\_\_  
geboren am \_\_\_\_\_ in \_\_\_\_\_  
hat die Masterprüfung  
im Studiengang

## INTERNATIONAL BUSINESS

bestanden.

Aufgrund dieser Prüfung wird ihm der akademische Grad

## MASTER OF INTERNATIONAL BUSINESS

verliehen.

Berlin, den

Der Präsident/Die Präsidentin

(Präsesiegel)

Anlage 7

FHTW

Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Teilnahmezertifikat

Frau \_\_\_\_\_  
geboren am \_\_\_\_\_ in \_\_\_\_\_

hat an dem postgradualen und weiterbildenden Studiengang

## **INTERNATIONAL BUSINESS**

erfolgreich teilgenommen.

Berlin, den

Der Präsident/Die Präsidentin

(Prägesiegel)



Anlage 8

FHTW

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Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Teilnahmezertifikat

Herr \_\_\_\_\_  
geboren am \_\_\_\_\_ in \_\_\_\_\_

hat an dem postgradualen und weiterbildenden Studiengang

## **INTERNATIONAL BUSINESS**

erfolgreich teilgenommen.

Berlin, den

Der Präsident/Die Präsidentin

(Prägesiegel)

Anlage 2

**FHTW**Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Master's Degree

## ECTS Grade Transcript

This is to certify that

Ms/Mr \_\_\_\_\_

born on \_\_\_\_\_ in \_\_\_\_\_

has passed the degree examination in

**INTERNATIONAL BUSINESS (MASTER)**

at the Fachhochschule für Technik und Wirtschaft Berlin -  
University of Applied Sciences.

Overall grade achieved in the degree examination:

\_\_\_\_\_

<Date>

<Seal>

Head of Examination Board

President

\_\_\_\_\_  
This certificate has also been issued in the German language

Anlage 2 a



Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

**Grade Transcript**

for Ms/Mr \_\_\_\_\_

Grades achieved in degree courses\*:

- M 1. International Business and Global Supply Chain Management \_\_\_\_\_
- M 2. International Economics \_\_\_\_\_
- M 3. Intercultural Management \_\_\_\_\_
- M 4.1 Quantitative Approaches to Management \_\_\_\_\_  
or
- M 4.2 Contemporary Management Issues \_\_\_\_\_
- M 5. Global Financial Markets and Multinational Business Finance \_\_\_\_\_
- M 6. Humanities Programme \_\_\_\_\_
- M 7. International Accounting and Reporting \_\_\_\_\_
- M 8. Corporate Valuation and International Taxation in an Integrated World \_\_\_\_\_
- M 9. International Law/Community Law/Business Law \_\_\_\_\_
- M 10.1 The Economics of European Integration \_\_\_\_\_  
or
- M 10.2 Contemporary Management Issues \_\_\_\_\_
- M11. Marketing in International Business \_\_\_\_\_

Possible assessments (final grades) including the assessment of the thesis and oral degree examination: excellent (A), very good (B), good (C), satisfactory (D), sufficient (E).

Topic of thesis: \_\_\_\_\_  
\_\_\_\_\_

Possible overall grades: excellent (A), very good (B), good (C), satisfactory (D), sufficient (E).

Assessment of thesis\*: \_\_\_\_\_

The degree examination has been passed in accordance with the Examination Standards in effect on June 6<sup>th</sup> 2002, published in Amtliches Mitteilungsblatt der FHTW (Official Information Bulletin), No. \_\_\_\_\_.

This certificate has also been issued in the German language.

Anlage 5

**FHTW**Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Master's Degree Certificate

This is to certify that

Ms \_\_\_\_\_

born on \_\_\_\_\_ in \_\_\_\_\_

has passed the degree examination in

**INTERNATIONAL BUSINESS (MASTER)**

Based on this examination she has been awarded the academic degree

**Master of International Business**

<Date>

President

<Seal>

\_\_\_\_\_  
This certificate has also been issued in the German language.

Anlage 6

**FHTW**

Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Master's Degree Certificate

This is to certify that

Mr \_\_\_\_\_

born on \_\_\_\_\_ in \_\_\_\_\_

has passed the degree examination in

**INTERNATIONAL BUSINESS (MASTER)**

Based on this examination he has been awarded the academic degree

**Master of International Business**

<Date>

President

<Seal>

\_\_\_\_\_  
This certificate has also been issued in the German language.

Anlage 9

**FHTW**

Fachhochschule  
für Technik und Wirtschaft  
Berlin

University of Applied Sciences

# Certificate of Participation

Ms \_\_\_\_\_

born on \_\_\_\_\_ in \_\_\_\_\_

has successfully participated in the Degree Studies in

**INTERNATIONAL BUSINESS (MASTER)**

Berlin,

President

(Seal)

\_\_\_\_\_  
This certificate has also been issued in the German language.

Anlage 10

**FHTW**



Fachhochschule  
für Technik und Wirtschaft

# Certificate of Participation

Mr \_\_\_\_\_

born on \_\_\_\_\_ in \_\_\_\_\_

has successfully participated in the Degree Studies in

**INTERNATIONAL BUSINESS (MASTER)**

Berlin,

President

(Seal)





## First Semester

### M 1:

## International Business and Global Supply Chain Management

### Aims and Learning Outcomes:

In the context of increasing globalization of markets, international business is no longer the preserve of large multinational companies. With increasing globalization of production and competition also small and medium-sized companies are effected. More open and integrated international markets create now new opportunities and challenges for the EU-firms seeking profitable growth. With the aspects in mind, the course has a dual focus:

1. The internationalization process, decision to internationalize and global strategy
2. How the firms large firms organize their operations for efficient supply chain management

### Contents:

- Globalization Process and International Business Environment
- Organization of Global Business
- International Business Strategy
- Entry Strategies and Strategic Alliances
- eBusiness and Internationally Active firms
- Planning Global Supply Chain Management
- Managing Global Operations and Logistics

### Literature:

Buckley, Peter J.: "International Business Theory"; Buckley, Peter / Macharzina: "The organizational Evolution of the Multinational Enterprise"; Jansen: "Mergers and Acquisitions"; Lichtenberger: "Managing in a Global World"; Macharzina: "Handbook International Management"; Zentes: "Case Studies in International Management"; Charles W. Hill: "International Business: Competing in the Global Market Place"; Dornier et al: "Global Operations and Logistics: Text and Cases"

### Learning and Teaching Methods:

The teaching will consist of both lectures and seminars with a high level of student participation. Selected case studies will be used.

### Prerequisites:

None

### Assessment:

Written examination or comparable

### Hours per week:

4

### Credits:

7

### Term:

in accordance with the study program

### Possible use in other study programs at the FHTW:

useable for other Master program if established

## **M 2: International Economics**

### **Aims and Learning Outcomes:**

Recent developments in the world economy such as the free trade debate center around topics that have preoccupied academics for at least two centuries. Global economic interdependence has become especially prevalent in the last few decades. The course will focus on two main points: first, we analyze why goods are traded internationally and which adjustment processes are triggered by international trade. We will explore the different theories, derive the respective trade policy implications and then compare them with actual world trade policies. Exchange rates and open economy macroeconomics are at the heart of the second part of the course. In addition, the course will touch on related topics such as the international migration of labor and movement of capital, the significance of foreign direct investment and multinational corporations, and currency crises.

The aim of the course is to provide students with the basis for a thorough understanding of the causes and consequences of international trade, factor mobility and international adjustment processes. These are essential for making well-informed decisions in the field of international management and for understanding the implications of international developments for a company's success in world markets.

### **Contents:**

- International trade theory
- Trade policy and the World Trade Organization
- Exchange rate determination
- Open economy macroeconomics

### **Literature:**

Krugman, P./M. Obstfeld: International Economics 5<sup>th</sup> edition, 2000.  
Salvatore, D: International Economics, 6th edition, 1998.  
Porter, M.: The Competitive Advantage of Nations, 1998.  
Thurow, L.: The Future of Capitalism, 1996.  
Krugman, P.: Pop Internationalism, 1996.  
Eichengreen, B.: Globalizing Capital, 1996

### **Learning and Teaching Methods:**

The teaching will consist of both lectures and seminars and requires a high level of student participation. Students are expected to participate in group discussions and prepare reports on selected issues related to International Economics.

<b>Prerequisites:</b>	None
<b>Assessment:</b>	Report / Case Study / Written Examination
<b>Hours per week:</b>	4
<b>Credits:</b>	6
<b>Term:</b>	in accordance with the study program
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

### **M 3: Intercultural Management**

#### **Aims and Learning Outcomes:**

Cross-cultural competence is a very important tool in International Management. International business is seen as a cultural as well as an economic phenomena. In this course, culture is considered as a complex concept which includes specific knowledge, beliefs, morals, laws and customs shared by society. In the future, international managers need to be able to work with a culturally diverse population, which also asks for more and different managerial competence. Managers who know how to bridge cultural gaps are more successful. Socio-cultural distance is in the course analyzed as a barrier to internationalization, involving the notion of business distance which is multidimensional in nature.

#### **Contents:**

- Meaning of culture in International Business
- Interpreting culture for the international firm
- Characteristics of culture and elements of culture in international markets
- Language and communication in International Business
- Analysis of cultural influence (Case studies)
- Socio-cultural distance as a barrier to internationalization

#### **Literature:**

Hofstede: Culture and Organizations; Hoecklin: Managing Cultural Differences;  
Langhoff: The influence of cultural differences on internationalization process of firms;  
Björkman: The Nature of the International Firm;  
Weber: Cross-Cultural and Comparative International Human Resource Management;  
Lichtenberger: Case Studies in Intercultural Management.

#### **Learning and Teaching Methods:**

Lectures, case studies, seminar discussions, role-playing.

<b>Prerequisites:</b>	None
<b>Assessment:</b>	Written Examination / Group Work / Case Analysis
<b>Hours per week:</b>	4
<b>Credits:</b>	5
<b>Term:</b>	in accordance with the study program
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

**M 4: (Ist Elective: Choose 4.1 or 4.2)****M 4.1 Quantitative Approaches to Management****Aims and Learning Outcomes:**

The use of quantitative methods to improve decision making has become quite widespread today. The quantitative techniques are applied in a variety of managerial functions, such as in accounting and finance to forecast and plan cash flows, in marketing to determine the best product mix, in production operations to minimize inventory levels. The need of supporting decisions with and through quantitative techniques has been necessitated by the increasing complexity of the managerial problems. This module will focus on mathematical concepts that apply to business, so that the students are able to improve their problem solving skills. The focus will be on improving the students' ability to supplement his decision through quantitative underpinning and communicate mathematical ideas more clearly.

**Contents:**

- Business Forecasting
- Decision Making using Probabilities
- Inventory Management
- Linear Equations and Linear Programming
- Simulations Methods
- Queuing Systems and Queuing Model

**Literature:**

The text for the course would be announced later.

**Learning and Teaching Methods:**

The teaching will consist primarily of lectures and class room exercises. Selected cases will be used to supplement the topics covered.

**Prerequisites:** Basics knowledge of Algebra, Statistics and MS-Excel spreadsheets

**Assessment:** Written examination or comparable

**Hours per week:** 4

**Credits:** 5

**Term:** in accordance with the study program

**Possible use in other study programs at the FHTW:**  
useable for other Master program if established

**M 4: (Ist Elective: Choose 4.1 or 4.2)****M 4.2: Contemporary Management Issues****Aims and Learning Objectives:**

The field of management is very dynamic and is constantly changing. To keep our students informed about the latest changes in International Management, this module will offer the new developments in the area of international Management. A major focus will be on latest managerial skills that are needed for improving effectiveness

**Contents (some examples):**

- Project Management
- Risk Assessment and Management
- Innovation Management
- Strategies in International Business
- Presentation Techniques
- Value based Management

**Literature:**

Literature will be provided depending upon which acontemporary issue will be covered

**Learning and Teaching Methods:**

The teaching will consist of both lectures and case studies with a high level of student participation.

<b>Prerequisites:</b>	None
<b>Assessment:</b>	Written examination or comparable
<b>Hours per week:</b>	4
<b>Credits:</b>	5
<b>Term:</b>	in accordance with the study program
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

**M 5:****Global Financial Markets and Multinational Business Finance****Aims and Learning Outcomes:**

One objective of this course is to present students with the information required to understand international strategic management, business policy and corporate finance in Germany and in Global Business. Students will learn methodological approach to international financial markets and international corporate finance activities. Many German companies have substantial overseas interests. They want to buy assets that are worth more than they cost, and they want to pay for them by issuing liabilities that are worth less than the money raised. The international financial management has to deal with more than one currency. The management is going to look at how foreign exchange markets operate, why exchange rates change, and what they can do to protect themselves against exchange risks.

The financial manager must remember that interest rates differ from country to country. He is going to discuss the reasons for these differences in interest rate. We will also talk about some of the implications for financing overseas operations. Should the parent company provide the money? Should it try to finance the operation locally? Or should it treat the world as its oyster and borrow wherever interest rates are lowest? Finally we will discuss how international companies decide on capital investments. How do they choose the discount rate? And how does the financing method affect the choice of project? You will find that the basic principles of capital budgeting are the same but there are a few pitfalls to look out for.

**Contents:**

Why Finance Matters – The Concept of Net Present Value – How to Calculate Present Value – Present Value of Bonds and Stocks – Why Net Present Value Leads to Better Investment Decisions than Other Criteria – Introduction to Risk and Return in Capital Budgeting – More about the Relationship between Risk and Return – Capital Budgeting and the Capital Asset Pricing Model – Corporate Financing and the Lessons of Market Efficiency – An Overview of Corporate Financing – Warrants and Convertibles – Mergers and Acquisitions and Global Player International Financial Management and Strategic Management

**Literature:**

Cox, John and Ribenstein, Marx: Options Markets. Prentice Hall, Englewood Cliffs/New Jersey 1985; Copeland, Thomas E. and Fred J. Weston: Financial Theory and Corporate Finance. Menlo Park/California 1984; Fama, Eugene F.: Foundations of Finance. Basil Blackwell, Oxford 1977; Mossin, Jan: Theory of Financial Markets. Prentice-Hall, Englewood Cliffs (NY) 1973; Powers, Mark J.: Inside the Financial Futures Markets, New York 1984; Kieso, Donald E. and Jerry J. Weygandt: Intermediate Accounting, New York 1995

**Prerequisites:** None

**Assessment:** Written Business Case Study and Presentation (50%),  
Written Examination (50%)

**Hours per week:** 4

**Credits:** 7

**Term:** in accordance with the study programme

**Possible use in other study programs at the FHTW:**

useable for other Master program if established

**M 6:  
Humanities Programme****Aims and Learning Outcomes:**

This programme offers a selection of courses in the humanities to complement the business courses. The humanities courses in language, culture and history are designed to give the first-time visitor to Berlin a new insight into modern Germany. These courses are designed to meet the personal interests and / or requirements of the course participants. Flexible arrangements concerning the subject matter are possible, i.e. more history than literature, more architecture than politics, etc. These courses, except for the language classes, will be held in English. Listed below is a small selection of courses offered.

**Contents:**

- German language
- English language
- Other European languages
- Berlin between the wars – literature, film, music, architecture
- Post-world war II German history since 1946
- Modern European history (19<sup>th</sup> and 20<sup>th</sup> centuries)
- The political system of the European Union
- Project Work

**Learning and Teaching methods:**

In addition to the regular classroom instruction, visits and tours to specific cultural, technical and historical sites will be organized.

<b>Prerequisites:</b>	None
<b>Hours per Week:</b>	5
<b>Assessment:</b>	Oral or written examinations
<b>Credits:</b>	10
<b>Term:</b>	in accordance with the study programme
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

**Second Semester:****M 7:****International Accounting and Reporting****Aims and Learning Outcomes:**

Informing the students of major international differences in accounting - the investors' use of financial reporting - integration of general management perspectives into international reporting systems - installing and handling of multi-level performance measurement systems with new instruments like balanced scorecard etc.

**Contents:**

The context of international accounting - the framework for financial statements - the financial reporting system (balance sheet, profit and loss account, statement of cash flows, segment and interim reporting etc.). - analyzing the specific external conditions and internal consequences of globalization - linking methodical aspects with practical guidelines - design of corporate budgeting frameworks: influences on managerial behaviour and financial results - implementing efficiently the core functions like coordinating of planning, controlling and auditing, information support and project accounting for realizing sustainable development - approaches to build up a lean management accounting

**Literature:**

Nobes and Parker: "Comparative and International Accounting".

Combination of well-known authors' textbooks and scientific publications, selected actual articles from Harvard Business Review etc. and small case studies

**Learning and Teaching Methods:**

The course will be based on readings, lectures, case studies and group discussions in which students will be expected to take an active part.

<b>Prerequisites:</b>	Basics of Accounting
<b>Assessment:</b>	Written Examination or comparable
<b>Hours per week:</b>	4
<b>Credits:</b>	6
<b>Term:</b>	in accordance with the study programme
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established



**M 8:****Corporate Valuation and International Taxation in an Integrated World****Aims and Learning Outcomes:**

Multinational mergers and acquisitions depend on internationally accepted tax-regulations in order to avoid double taxation and to guarantee tax-neutrality. The implications of main international agreements will be pointed out. As far as the process of multinational restructuring is also determined by value-based management strategies it is intended to give an overview of basic approaches to measure the company value. The main factors that affect valuation will be pointed out (future cash flows; risk; cost of equity; weighted average cost of capital) and special cases of valuation will be discussed (real estate companies; small companies). Finally, these methods will be presented in the context of the shareholder value philosophy. Examples and a critical summary will complete the course. The first part of the course will be held as a lecture, the second part as a seminar which provides the opportunity to discuss favorable tax and value-based management strategies.

**Contents:**

Tax competition between countries; capital import- and export neutrality; OECD Model Tax Convention; United Nations Model Double Taxation Convention; Parent-Subsidiary Directive and Merger Directive of the European Union; discounted cash flow methods (equity approach; entity approach; adjusted present value-approach); specific mergers and cost of a merger.

**Literature:**

1. Commission of the European Communities, Report of the Committee of Independent Experts on Company Taxation, Brussels 1992
2. Commission of the European Communities, Company Taxation in the Internal Market, Brussels, SEK (2001) 1681
3. Commission of the European Communities, Towards an Internal Market without Tax Obstacles, Brussels, COM (2001) 582
4. Copeland, T., Koller, T., Murrin, J., Valuation. Measuring and Managing the Value of Companies, third edition, New York, 2000
5. Damodaran, A., Damodaran on Valuation, New York 1994
6. OECD, Taxing Profits in a Global Economy, Domestic and International Issues, Paris 1991
7. OECD Committee on Fiscal Affairs, Model Tax Convention on Income and on Capital, Paris 1996
8. Pratt, S. P., Valuing Small Businesses and Professional Practices, Chicago, 1993
9. Rappaport, A., Creating Shareholder Value, New York, 1998
10. Tanzi, V., Taxation in an Integrating World, Washington, D.C., 1994

**Learning and Teaching Methods:**

The teaching will consist of both lectures and seminars with a high level of student participation. Selected case studies will be used.

**Prerequisites:** Basics of Finance

**Assessment:** Written report and presentation or written examination

**Hours per week:** 4

**Credits:** 7

**Term:** in accordance with the study programme

**Possible use in other study programs at the FHTW:**

useable for other Master program if established

**M 9:  
International Law/European Community Law/Business Law****Aims and Learning Outcomes:**

One of the outstanding challenges in business education is to bridge the gap between economics and law. Students trained in management skills, economics, finance and accounting shall be put in the position to integrate these subjects with the study of selected aspects of business law with an international, especially European perspective. Responding to the accelerating process of internationalization this course focuses on two branches of law: European Community law and German business law. The logical place to start is with European Community law. The first part of this course offers a basic introduction to European Community law. It therefore provides a concise account of major European constitutional and administrative law issues as well as important legal aspects of the common market, the economic and monetary union and the Community policies. The second part of the course takes the students into the realm of German business law. It is designed in order to highlight selected areas of German business law with a view to transactions and events involving international, especially European aspects. Students shall understand how business transactions governed by German law are designed and influenced by the various areas of German business law including but not limited to selected aspects of law of contract, corporate law, competition law and international private law.

**Contents:**

- Introduction to the law and institutions of the European Communities
- Selected aspects of German business law

**Literature:**

A list of general works and specialized materials will be provided at the beginning of the course.

<b>Prerequisites:</b>	None
<b>Assessment:</b>	Written examination
<b>Hours per week:</b>	4
<b>Credits:</b>	6
<b>Term:</b>	in accordance with the study programme
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

**M 10: (2nd Elective: Choose 10.1 or 10.2)**  
**M 10.1: The Economics of European Integration****Aims and Learning Outcomes:**

This course extends the basic insights gained from dealing with issues in International Economics. While economic globalization can be dated back to the middle of the 19<sup>th</sup> century, successful economic integration in Europe only began to take place half a century ago. The creation of the Single Market and the European Economic and Monetary Union were key episodes in Europe's development at the end of the last century. The course will focus on the historical background, the institutional features, the economic and social consequences, and the policy options facing the European Union. The aim of this course is to provide a critical appraisal of the evolution of economic, financial and political relations on a national and European level. Students will learn about the principal theories advanced to explain European integration and how European integration differs from globalization. The course will also deal with how European integration changes the framework within which international management decisions take place.

**Contents:**

- A brief history of European integration
- Market Integration
- Common Policies
- Equity and Stabilization
- Transition in Eastern Europe and EU Enlargement

**Literature:**

Pelkman, Jacques: European Integration. Methods and Economic Analysis.  
De Grauwe, Paul: The Economics of European Integration.  
Krugman, Paul, and Maurice Obstfeld: International Economics, 5th edition.  
Hansen, Jorgen Drud (ed): European Integration. An Economic Perspective.  
Christopher M: The European Economy in the Global Context.  
Grahl, John: After Maastricht: A Guide To European Monetary Union.  
Marks, Gary/F.W. Scharpf, P. Schmittner/W.Streek: The Governance in the European Union.  
Tsoukalis, Loukas: The New European Economy Revisited.

**Learning and Teaching Methods:**

The teaching will consist of both lectures and seminars and requires a high level of student participation. Students are expected to participate in group discussions and prepare reports on selected issues related to European Integration.

<b>Prerequisites:</b>	International Economics (from 1 <sup>st</sup> semester)
<b>Assessment:</b>	Written term papers and presentation, exam
<b>Hours per week:</b>	4
<b>Credits:</b>	5
<b>Term:</b>	in accordance with the study programme
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

**M 10: (2nd Elective: Choose 10.1 or 10.2)****M 10.2: Contemporary Management Issues****Aims and Learning Objectives:**

The field of management is very dynamic and is constantly changing. To keep our students informed about the latest changes in International Management, this module will offer the new developments in the area of international Management. A major focus will be on latest managerial skills that are needed for improving effectiveness

**Contents (some examples):**

- Leadership
- Change Management
- eBusiness
- Portfolio Management

**Literature:**

Literature will be provided depending upon which acontemporary issue will be covered

**Learning and Teaching Methods:**

The teaching will consist of both lectures and case studies with a high level of student participation.

**Prerequisites:** None

**Assessment:** Written examination or comparable

**Hours per week:** 4

**Credits:** 5

**Term:** in accordance with the study program

**Possible use in other study programs at the FHTW:**

useable for other Master program if established

**M 11:  
Marketing in International Business****Aims and Learning Outcomes:**

The challenges of international competition force more and more companies to consider the rewards and risks of going global. This course examines the opportunities of entering foreign markets. To analyze the international environment is the first step towards a successful international marketing strategy. Furthermore the possibilities and limitations of international marketing research will be discussed. The selection of markets, adaptation of products, alternative distribution strategies and problems in international communication are other topics. In addition, the course focuses on the successful development and implementation of global brand strategies and the planning, organizing and control of international marketing activities. These topics will be examined through lectures, readings, case studies, class discussion and a term project. Here the students will have to develop a marketing strategy for the successful market entry into a European country chosen by the student.

**Contents:**

Introduction to international and global marketing - Analysis of the international environment - Information base of international marketing - International marketing strategies - International marketing policies - Global brand management - Coordination of international marketing

**Literature:**

Philip R. Cateora, European International Marketing Business - Philip R. Cateora, John L. Graham, International Marketing - Warren J. Keegan, Global Marketing - Masaaki Kotabe, Kristiaan Helsen, Global Marketing Management Update 2000 - Philip Kotler, Marketing Management, Millenium Edition - John A. Quelch, Christopher A. Bartlett, Global Marketing Management - Vern Terpstra, Ravi Sarathy, International Marketing - Jean-Claude Usunier, Marketing Across Cultures.

<b>Prerequisites:</b>	1 <sup>st</sup> Semester Modules
<b>Assessment:</b>	Term project
<b>Hours per week:</b>	4
<b>Credits:</b>	6
<b>Term:</b>	in accordance with the study programme
<b>Possible use in other study programs at the FHTW:</b>	useable for other Master program if established

