

**Christian-Albrechts-University of
Kiel**

Faculty of Business, Economics, and Social Sciences



Study Information Package for Incomings

Academic Year 2014/2015
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Institute of Business Administration

Christian-Albrechts-University
of Kiel
Olshausenstraße 40
D-24098 Kiel

ERASMUS + Representative

Prof. Dr. Dr. h.c. Joachim Wolf
Dipl.-Kfm. Christian Kolls
Phone: ++49 (0)431 880-2191
Fax: ++49 (0)431 880-3963
E-mail: exchange@bwl.uni-kiel.de



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General description

The Institutes within the faculty

At the university of Kiel, business administration is represented by two institutes:

- the Institute of Business Administration and
- the Institute for Innovation Research.

Both institutes are assigned to the *Faculty of Business, Economics, and Social Sciences* (which in turn is one out of eight faculties at the university of Kiel).

This faculty also includes:

- the Institute of Economics,
- the Institute for Quantitative Business and Economic Research (QBER),
- the Institute for Regional Research,
- the Institute of Statistics and Econometrics and
- the Institute of Social Sciences.

Further information on the faculty and its institutes can be found on:

<http://www.bwl.uni-kiel.de/index-en.php>.

Additional Information on the university itself can be found on:

<http://www.uni-kiel.de/>

The faculty in numbers

A total of 24,207 students were studying at the university of Kiel in the academic term 2013/2014. The study programs related to business administration and economics registered 3,116 students in total. 1,146 students were registered in courses of business administration (or related) whereas 1,039 focussed their studies on economics (or related). 331 students majored other special fields related to social sciences. Furthermore 1867 foreign students were enrolled.



Structure of the institute

The studies in business administration are directed and organized by the *Institute of Business Administration*. The other institutes of the faculty as well as further units of our university, e. g. the *Law Faculty*, the *Agricultural Faculty*, the *Philosophical Faculty*, the *Mathematical Faculty* as well as the *Faculty of Natural Sciences* are also involved in these studies.

The courses in the field of business administration are provided by the following eight chairs:

Chair	Professor	Contents
Accounting and Auditing	Christian BLECHER (Prof. Dr.)	annual financial statements, taxation, auditing, accounting for financial statements
Entrepreneurship and Innovation Management	Petra DICKEL ¹ (Prof. Dr.)	(social) entrepreneurship, business Planning
Controlling	Birgit FRIEDL (Prof. Dr.)	risk management, internal corporate accounting, managerial accounting in business networks, cost accounting and management
Marketing	Stefan HOFFMANN (Prof. Dr.)	intercultural marketing, consumer behaviour
QBER	Alexander KLOS (Prof. Dr.)	corporate/behavioral finance, decisions, statistics of financial markets, financial economics
Supply Chain Management	Frank MEISEL (Prof. Dr.)	inventory management in supply chains, coordination of transport and stock keeping, after sales service
Finance	Peter NIPPEL (Prof. Dr.)	theory of finance, recent trends within investment theory, portfolio- and capital markets theory, risk management
Technology Management	Carsten SCHULTZ (Prof. Dr.)	transfer of technologies, innovation management, service sector innovations, networks in the service sector
Formation and Innovation Management	Achim WALTER (Prof. Dr.)	innovation networks and cooperation, technology transfer, entrepreneurial excellence, highly innovative projects
Organisation	Joachim WOLF (Prof. Dr. Dr. h.c.)	management/organization of MNC, development of strategy/ organizational forms, business policy and strategic management, internationalization of R&D

1) Junior professorship

Deeper information on the chairs (of business administration) and its content can be found on:

<http://www.institut.bwl.uni-kiel.de/de/mitarbeiter>

Course of Study and Syllabus

Spectrum of courses

The following studies are explained in detail:

- *Bachelor Program of Business Administration (B.Sc.)*
- *Master Program of Business Administration (M.Sc.)*

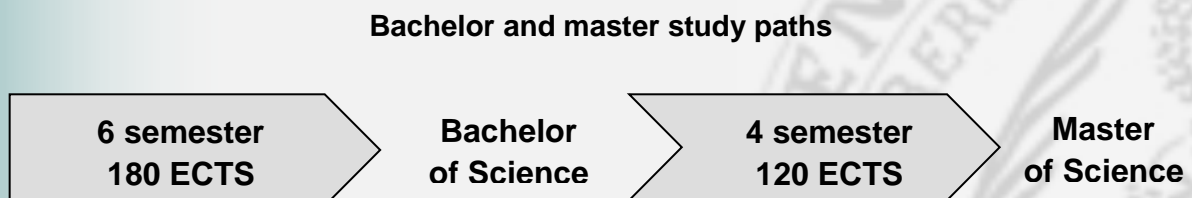
Starting with the academic year 2007/2008 the Program *Bachelor of Business Administration* is offered by the *Faculty of Business, Economics and Social Sciences*. After six semesters in which students have to perform different achievements including the writing of a bachelor thesis, the academic degree ***Betriebswirtschaftslehre (B.Sc.)*** can be acquired.

Since the academic year 2010/2011, after the graduation of the first bachelor students, the new master program is offered. This program lasts two years and its content will build up on the bachelor program allowing students to achieve a deeper specialization. After passing all necessary achievements and the writing of a master thesis, students can acquire the academic degree ***Betriebswirtschaftslehre (M.Sc.)***.

Moreover the *Faculty of Business, Economics and Social Sciences* offers the possibility to achieve the degrees ***Volkswirtschaftslehre (B.Sc.)***, ***Economics (M.Sc.)***, ***Wirtschaftswissenschaft (economic science) (B.Sc.) / (M.Sc.)*** and others.

Schematic Overview of the Syllabus

The study of business administration at the university of Kiel is divided into two grades (as described before).



Bachelor of Science

The bachelor program deals with the theoretical, general and methodical basics of business administration. Students will be instructed in basic aspects of business administration, economics, techniques of cost accounting and law as well as mathematics, statistics and computing.

During the obligatory courses of the first three semesters, students learn the basic contents and methods in business administration and economics. During the fourth and fifth semester students may choose a major field of study and a compulsory optional subject (economics, statistics, econometrics, informatics, law).

All courses of the Bachelor Program are offered in a frequency of one year. It is not necessary to sign up for the courses, only for the exams students have to sign up during the semester. There are two examination periods per semester with different phases for application (see chapter *Organisation* on p.16). A list of the offered courses can be found in the section *Lectures* of this brochure.

The bachelor degree is composed of 180 LPs (ECTS), which have to be acquired during the six semesters of study. Students can obtain LPs within courses, by passing assignments (exams, seminar papers), and by their bachelor thesis during the sixth semester, which will take nine weeks.

Further information like study programs, examination alignments etc. can be found on:

<http://www.wiso-studium.uni-kiel.de/de/bachelor/betriebswirtschaftslehre>

Master of Science

The *Master in Business Administration* is composed of

- an obligatory part of general business administration which consists of at least two majors (so called "SBWL"; 20 ECTS each; three are also possible) and
- a compulsory part in terms of an optional subject from the fields of economics, statistics, econometrics or informatics (more than one possible).

As a major in business administration students may choose:

- controlling,
- corporate finance,
- entrepreneurship and innovation management,
- marketing,
- organization theory and design
- accounting and auditing,

- supply chain management and
- technology management.

Each specializing subject (major/SBWL) in business administration consists of different lectures and additional seminar(s) (at least one seminar and two lectures have to be taken). Besides its functional contents the seminar imparts knowledge and practices about techniques regarding research, lecturing and moderating functional discussion.

When all required courses and the master thesis are passed so that 120 LPs are acquired, the master examination is passed. The process time for the master thesis is four months; the regular time of study for the master program is four semester.

This showing of the masters study structure is only due to information and is not affecting your choices. Nonetheless for specialization it is recommended to focus within one major (SBWL) and complement with other modules.

Further information like study programs, examination alignments etc. can be found on:

<http://www.wiso-studium.uni-kiel.de/de/master/betriebswirtschaftslehre>

Methods of Lecturing and Learning

In the following section the teaching methods used within the study programs of business administration (bachelor/master) are described:

Lecture

In lectures a general overview over the respective topic is given. As a rule, lectures take 90 minutes (= 2 hours per week; = 2 SWS). For the lectures no enrolment is required. **For the corresponding exams students need to enrol during the second half of the semester at <https://qis.zentr-verw.uni-kiel.de/>.**

Tutorials

Parallel to several lectures, there are tutorials which extend and expand the subject matter (generally 1 SWS).

Seminars

Several lectures are supplemented by advanced seminars which are usually held one semester after the respective lecture. As a prerequisite, for attending the seminars, students have to be familiar with the knowledge presented in the lecture. Exchange student in the master program should be aware of that a certain foreknowledge of the subject area is required when choosing a seminar.

Besides, in the bachelor program some chairs hold seminars which are not directly linked to a specific lecture, but are focused on a current research topic or offer practical insights as in the areas of **negotiation management** or in terms of **business games**.

Seminars attendance is restricted to 20 - 30 students. **The enrolment normally takes place at the end of the preceding semester.** Information on the regulation of the enrolment procedure has to be researched on the homepages of the current chairs. A delayed enrolment is possible if places are still available. Credits can be acquired by writing a seminar paper (15 pages) and holding a presentation of the contents.

In most seminars foreign students have the possibility to present and hand in the written paper in English. Please check with the particular professor responsible about the passing conditions.

Seminars offered in the present semester can be found online in the course directory (please see below in the chapter “Master and Bachelor course program”).

The ECTS Assessment Procedure

Credits

According to the *European Credit Transfer System* (ECTS) students obtain a certain number of credit points for successfully completing courses. In Kiel these points are called “Leistungspunkte” (LPs) within the Bachelor-/ Master Program. “Leistungspunkte” correspond to ECTS-Credits in the **ratio 1:1**.

LPs are awarded according to the workload which is necessary to complete the course (targets) successfully. The workload is made up of several efforts, like the preparation and post processing as well as the attendance of lectures. One LP corresponds to the workload of 30 hours. The completion of the bachelor degree requires 180 LPs, to achieve the master’s degree 120 LPs are necessary.



For courses within the **bachelor/master** 4-10 LPs are awarded, depending on the scope of the course. The number of credits per course can be found in the section *Lectures*.

Grades

All written tests and seminar papers are marked on the basis of the German grading system. The following table exhibits the conversion of German marks into ECTS grades.

Local Grade		ECTS Grade		
1,0	1	A+	sehr gut	very good
1,3	1 -	A	gut bis sehr gut	good till very good
1,7	2 +	A-	gut und besser	good and better
2,0	2	B+	gut	good
2,3	2 -	B/C +	noch gut	still good
2,7	3 +	C	befriedigend und besser	satisfactory and better
3,0	3	D	befriedigend	satisfactory
3,3	3 -	D -	noch befriedigend	still satisfactory
3,7	4 +	E +	ausreichend und besser	sufficient and better
4,0	4	E	ausreichend	sufficient
5,0	5	FX	mangelhaft	deficient (failed)
6,0	6	F	ungenügend	unsatisfactory (failed)

ECTS credits: 1 credit = workload of 30 hours

1 semester = 30 credits / 1 academic year = 60 credits

Further information concerning ECTS:

http://ec.europa.eu/education/lifelong-learning-policy/ects_en.htm

Master and Bachelor Course Program

General information

Foreign exchange students are normally allowed to choose all courses of the *Business Administration Study Program*. Furthermore, exchange students have the possibility to participate in most of the courses offered by the *Institute of Economics*. Information about these courses is only provided in this brochure if they are compulsory for business administration students. An overall overview of additional courses within the *Faculty of Business, Economics, and Social Sciences* and the latest update of the course directory can be found on the internet:

Bachelor/Master - sorted by modules:

<http://univis.uni-kiel.de/form?s=2&dsc=anew/tlecture&tdir=wirtsc&anonymous=1&ref=tlecture&sem=2014w&e=325>

Bachelor/Master - sorted by chairs:

<http://univis.uni-kiel.de/form?s=2&dsc=anew/lecture&dir=wirtsc&anonymous=1&ref=lecture&sem=2014w&e=325>

Study plan and examination procedures

Generally, there is a broad range of different modules and courses which could be taken into consideration for your abroad study program. In any case you have to coordinate your choices as well as with the *Erasmus Coordinator of Business Administration* (Dipl.-Kfm. Christian Kolls) as with the person responsible of your home university. Furthermore, questions on other than the official examination or passing procedures have to be addressed to the professors responsible in Kiel.

If you are missing lectures to choose, you can search for modules in the master's module guide (under agreement with all person in charge).

Course Language

Please notice that an English course title does not automatically mean that the course is held in English. Nonetheless an English examination could be possible after arrangement.

Course overview for the Bachelor Program in Business Administration 2014 – German version (official titles)

The following table shows the course guide for the *Bachelor Program in Business Administration* with its **original** German or English titles and headings. If the course is held in English there is a note as “**(English)**” behind the title.

Modul/Kurstitel/Sprache	HPW	AW	ECTS	WS/SS
Pflichtteil Betriebswirtschaftslehre				
• Grundlagen der Betriebswirtschaftslehre	2L + 1T	150	5	WS
• Buchhaltung und Abschluss	2L + 1T	150	5	WS
• Jahresabschluss	2L + 1T	150	5	SS
• Finanzwirtschaft I	2L + 1T	150	5	SS
• Kosten- und Leistungsrechnung	2L + 1T	150	5	WS
• Entscheidung	2L + 1T	150	5	WS
• Produktion und Logistik	2L + 1T	150	5	SS
• Management	2L + 1T	150	5	SS
• Marketing	2L + 1T	150	5	SS
Pflichtteil Volkswirtschaftslehre (30 credit points)				
• Einführung in die Volkswirtschaftslehre	4L + 2T	300	10	WS
• Grundzüge der mikroökonomischen Theorie	4L + 2T	300	10	SS
• Grundzüge der makroökonomischen Theorie	4L + 2T	300	10	WS
Pflichtteil Quantitative Grundlagen (35 credit points)				
• Mathematik I (Analysis)	2L + 2T	150	5	WS
• Mathematik II (Lineare Algebra)	2L + 2T	150	5	WS
• Methodenlehre der Statistik I	4L + 2T	300	10	SS
• Methodenlehre Statistik II	4L + 2T	300	10	WS
• Einführung in die Ökonometrie	2L + 1T	150	5	WS
Pflichtteil Rechtswissenschaft (15 credit points)				
• Einführung in das Öffentliche Recht		150	5	WS
• Wirtschaftsverwaltungsrecht		150	5	SS
• Privatrecht		150	5	WS
Wahlteil Betriebswirtschaftslehre (25 credit points)				
• Vertiefung Jahresabschluss ¹	2L + 1T	150	5	WS
• Finanzwirtschaft II	2L + 1T	150	5	WS
• Controlling	2L + 1T	150	5	SS
• Management Accounting	2L + 1T	150	5	WS
• Rational Decision Making	2L + 1T	150	5	SS
• Innovationsmanagement: Prozesse und Methoden	2L + 1T	150	5	SS
• Grundlagen des Technologiemanagements	2L + 1T	150	5	WS
• Konsumentenverhalten	2L + 1T	150	5	WS
• Operations Management (nur noch WS 14/15)	2L + 1T	150	5	WS
• Operations Research (ab WS 15/16)	2L + 1T	150	5	WS
• Rational Decision Making (nur SS 15) (English)	2L + 1T	150	5	SS
• Personalführung	2L + 1T	150	5	SS
• Grundlagen des Entrepreneurship	2L + 1T	150	5	WS
• Risk and Entrepreneurship (English)	2L + 1T	150	5	SS
• Projektmanagement	2L + 2T	150	5	SS
• Organizations in International Trade (English)	2L + 1T	150	5	WS
• Seminare	2S	150	5	WS/SS

Profilierungsbereich				
• Qualitative Marketing-Forschung	2L + 1T	150	5	WS
• Economics & Ethics (English)	2L	150	5	SS
• Unternehmenspolitik	2L + 1T	150	5	SS
• Verhandlungsmanagement	2L + 1T	150	5	SS
• Unternehmensplanspiel	2L + 1T	150	5	SS
• Fallstudien zur Unternehmensführung	2L + 1T	150	5	SS
Methodische Grundlagen (Teil des Profilierungsbereiches)				
• Wirtschaftsenglisch für Betriebswirte I (English)	2PS	75	2,5	WS/SS
• Wirtschaftsenglisch für Betriebswirte II (English)	2PS	75	2,5	WS/SS
• Technik des wissenschaftlichen Arbeitens	2PS	75	2,5	SS
• Erstellen wissenschaftlicher Arbeiten mit LaTeX	2PS	75	2,5	WS/SS
• Excel für die betriebliche Praxis	2PS	75	2,5	WS/SS

¹⁾ From WS 15/16 on „Internationale Rechnungslegung“

L: Lecture, S: Seminar, PS: Pro Seminar, T: Tutorial, HPW: Hours per week (1 HPW = 45 minutes), AW: Total amount of work (hours), SS: Summer semester, WS: Winter semester

Please notice that an English course title does not automatically mean that the course is held in English!

Course overview for the Bachelor Program in Business Administration 2014 – English version (titles and headlines)

The following table shows the course guide for the *Bachelor Program in Business Administration* with English titles and headings (simple translation). If the course is held in English there is a note as “**(English)**” behind the title.

Module/Name of course/Language	HPW	AW	ECTS	WS/SS
Compulsory part business administration (45 credit points)				
• Fundamentals of Business Administration	2L + 1T	150	5	WS
• Bookkeeping and Accounting	2L + 1T	150	5	WS
• Annual Accounting	2L + 1T	150	5	SS
• Corporate Finance	2L + 1T	150	5	SS
• Cost Accounting	2L + 1T	150	5	WS
• Decision Making	2L + 1T	150	5	WS
• Production and Logistics	2L + 1T	150	5	SS
• Management	2L + 1T	150	5	SS
• Marketing	2L + 1T	150	5	SS
Compulsory part economics (30 credit points)				
• Introduction to Economics	4L + 2T	300	10	WS
• Fundamentals of Microeconomic Theory	4L + 2T	300	10	SS
• Fundamentals of Macroeconomic Theory	4L + 2T	300	10	WS

Compulsory part quantitative fundamentals (35 credit points)				
• Mathematics I (Analysis)	2L + 2T	150	5	WS
• Mathematics II (Linear Algebra)	2L + 2T	150	5	WS
• Statistics I	4L + 2T	300	10	SS
• Statistics II	4L + 2T	300	10	WS
• Econometrics	2L + 1T	150	5	WS
Compulsory part law (15 credit points)				
• Introduction to Public Law		150	5	WS
• Business Administrative Law		150	5	SS
• Private Law		150	5	WS
Elective part Business Administration (25 credit points)				
• Advanced Annual Accounting ¹	2L + 1T	150	5	WS
• Corporate Finance II	2L + 1T	150	5	WS
• Financial Controlling	2L + 1T	150	5	SS
• Management Accounting	2L + 1T	150	5	WS
• Methods and Processes of Innovation Management	2L + 1T	150	5	SS
• Fundamentals of Technology Management	2L + 1T	150	5	WS
• Consumer Behavior	2L + 1T	150	5	WS
• Operations Management (only in WS 14/15)	2L + 1T	150	5	WS
• Operations Research (beginning WS 15/16)	2L + 1T	150	5	WS
• Rational Decision Making (only in SS 15) (English)	2L + 1T	150	5	SS
• Human Resource Management	2L + 1T	150	5	SS
• Fundamentals of Entrepreneurship	2L + 1T	150	5	WS
• Risk and Entrepreneurship (English)	2L + 1T	150	5	SS
• Project management	2L + 2T	150	5	SS
• Organizations in International Trade (English)	2L + 1T	150	5	WS
• Seminare	2S	150	5	WS/SS
General Studies / Profiling (20 credit points)				
• Qualitative Marketing-Research	2L + 1T	150	5	WS
• Economics & Ethics (English)	2L	150	5	SS
• Corporate Policy	2L + 1T	150	5	SS
• Negotiation management	2L + 1T	150	5	SS
• Corporate Business Game	2L + 1T	150	5	SS
• Case Studies in Strategic Management	2L + 1T	150	5	SS
Methodical Fundamentals (Part of Profiling)				
• Business English I (English)	2PS	75	2,5	WS/SS
• Business English II (English)	2PS	75	2,5	WS/SS
• Methods of Academic Research	2PS	75	2,5	SS
• Scientific Work with LaTeX	2PS	75	2,5	WS/SS
• Practical Applications with Excel	2PS	75	2,5	WS/SS

¹⁾ From WS 15/16 on „International Accounting“

L: Lecture, S: Seminar, PS: Pro Seminar, T: Tutorial, HPW: Hours per week (1 HPW = 45 minutes), AW: Total amount of work (hours), SS: Summer semester, WS: Winter semester

Course overview for the Master Program in Business Administration 2014 – German version (official titles)

The following table shows the course guide for the *Master Program in Business Administration* with its **original** German or English titles and headings. If the course is held in English there is a note as “**(English)**” behind the title. The information is structured in majors.

Modul/ Kurstitel/Sprache	HPW	ECTS	WS	SS
SBWL Controlling			*im Wechsel jedes dritte Semester	
• Advanced Management Accounting	2L+1T	5	ab WS 14/15	
• Kostenmanagement	2L+1T	5	ab SS 15	
• Advanced Controlling	2L+1T	5	ab WS 15/16	
• Forschungsseminar	2S	5	ab WS 15/16	
SBWL Finanzwirtschaft				
• Finanzierungstheorie	2L+1T	5		x
• Corporate Finance (QBER Prof. Dr. Klos) (English)	2L+1T	5	x	
• Investments and Capital Markets (Deutsch/English)	2L+1T	5	x	
• Unternehmensbewertung und angewandte Investitionstheorie	2L+1T	5		x
• Behavioral Finance (QBER Prof. Dr. Klos) (English)	2L+1T	5		x
• Pricing in Derivative Markets (Prof. Dr. Lux) (English)	2L+1T	5	x	
• Theory of Financial Markets (Prof. Dr. Lux) (English)	2L+1T	5	x	
• Forschungsseminar	2S	5	x	x
SBWL Gründungs- und Innovationsmanagement				
• Entrepreneurship (Literatur und Folien in Englisch)	2L+1T	5		SS16
• Innovationsmanagement: Strategy and Actors	2L+1T	5	x	
• Social Entrepreneurship (Prof. Dr. Dickel) (English)	2L+1T	5		x
• Forschungsseminar/Fallstudienseminar	2S	5	x	
SBWL Marketing				
• Interkulturelles Marketing	2L+1T	5		x
• Marketing-Forschung	2L+1T	5	x	
• Marketing Communication (Dr. Schwarz) (English)	2L+1T	5	x	
• Forschungsseminar/Fallstudienseminar Marketing	2S	5	x	x
SBWL Organisation				
• Organization Design (English)	2L+1T	5	x	
• Schlüsselkonzepte der Organisationstheorie	2L+1T	5	14/15	
• Unternehmensführung	2L+1T	5	15/16	
• Internationalization and Organization (English)	2L+1T	5		x
• Empirische Organisationsforschung	2L+1T	5		x
• Fallstudien-/Forschungsseminar	2S	5	x	
SBWL Rechnungslegung und Wirtschaftsprüfung				
• Konzernrechnungslegung	2L+1T	5	x	
• Theorie der externen Rechnungslegung	2L+1T	5		x
• Bilanzanalyse	2L+1T	5		x
• Forschungsseminar	2S	5	x	x
SBWL Supply Chain Management				
• Transportlogistik und intermodaler Verkehr	2L+1T	5	bis 14/15	
• Wertschöpfungsmanagement	2L+1T	5	x	
• Green Logistics (English)	2L+1T	5	ab 15/16	
• Supply Chain Management	2L+1T	5		x
• Forschungsseminar/Fallstudienseminar	2S	5	x	x

Technologiemanagement				
• Organizing R&D (English)	2L+1T	5	x	
• Strategic Technology Management (English)	2L+1T	5		x
• Management von Serviceinnovationen	2L+1T	5	x	
• Forschungsseminar/Fallstudienseminar	2S	5	x	x
Pflichtteil Quantitative Methoden				
• Empirische Wirtschaftsforschung	2L+1T	5	x	
• Multivariate Methoden	2L+1T	5		x
Ergänzungsbereich (30 credit points)				
• Weitere Module aus SBWL (nicht die bereits gewählten)	Jeweils 2L+1T / 2S	30	Siehe Angaben entsprechender Lehrstühle	
• Angebot des Institutes für Statistik und Ökonometrie				
• Angebot des Institutes für VWL				
• Angebote anderer Fakultäten				

Course overview for the Master Program in Business Administration 2014 – English version (titles and headlines)

The following table shows the course guide for the *Master Program in Business Administration* with English titles and headings (simple translation). If the course is held in English there is a note as “**(English)**” behind the title.

Module/Name of course/Language	HPW	ECTS	WS	SS
Major Controlling			*all modules are taking place each 3rd semester	
• Advanced Management Accounting	2L+1T	5	starting WS 14/15	
• Cost Management	2L+1T	5	starting SS 15	
• Advanced Controlling	2L+1T	5	starting WS 15/16	
• Research Seminar	2S	5	starting WS 15/16	
Major Corporate Finance				
• Theory of Finance	2L+1T	5		x
• Corporate Finance (QBER Prof. Dr. Klos) (English)	2L+1T	5	x	
• Investments and Capital Markets (possibly English)	2L+1T	5	x	
• Business Appraisal and Applied Theory of Investments	2L+1T	5		x
• Behavioural Finance (QBER Prof. Dr. Klos) (English)	2L+1T	5		x
• Pricing in Derivative Markets (Prof. Dr. Lux) (English)	2L+1T	5	x	
• Theory of Financial Markets (Prof. Dr. Lux) (English)	2L+1T	5	x	
• Research Seminar	2S	5	x	x
Major Entrepreneurship and Innovation Management				
• Entrepreneurship (Most of literature in English)	2L+1T	5		SS16
• Innovation Management: Strategies and Actors	2L+1T	5	x	
• Social Entrepreneurship (Prof. Dr. Dickel) (English)	2L+1T	5		x
• Case Study/Research Seminar	2S	5	x	
Major Marketing				
• Intercultural Marketing	2L+1T	5		x
• Marketing Research	2L+1T	5	x	
• Marketing Communication (Dr. Schwarz) (English)	2L+1T	5	x	
• Case Study/Research Seminar Marketing	2S	5	x	

Major Organization Theory and Organizational Design				
• Organization Design (English)	2L+1T	5	x	
• Key Concepts of Organization Theory	2L+1T	5	14/15	
• Corporate Management	2L+1T	5	15/16	
• Internationalization and Organization (English)	2L+1T	5		x
• Empirical Organization Research	2L+1T	5		x
• Case Study/Research Seminar	2S	5	x	
Major Accounting and Auditing				
• Group Accounting	2L+1T	5	x	
• Theory of External Accounting	2L+1T	5		x
• Balance Sheet Analysis	2L+1T	5		x
• Research Seminar	2S	5	x	x
Major Supply Chain Management				
• Transportation Logistics and Intermodal Traffic	2L+1T	5	14/15	
• Value Creation Management	2L+1T	5	x	
• Green Logistics (English)	2L+1T	5	15/16	
• Supply Chain Management	2L+1T	5		x
• Research Seminar	2S	5	x	x
Major Technology Management				
• Organizing R&D (English)	2L+1T	5	x	
• Strategic Technology Management (English)	2L+1T	5		x
• Management of Innovative Services	2L+1T	5	x	
• Research Seminar	2S	5	x	x
Major Compulsory part in Quantitative Methods				
• Empirical Economic Research	2L+1T	5	x	
• Multivariate Methods	2L+1T	5		x
Major Elective part (30 credit points)				
• Additional Modules of SBWL • Courses offered by the Institute of Statistics and Econometrics • Courses offered by the Institute of Economics • Courses offered by other Faculties	each 2L+1T /2S	30	Please look for further information on the different institutes	



Summary of courses held in English

Bachelor	HPW	AW	ECTS	WS/SS
Business Administration				
• Risk and Entrepreneurship	2L	150	5	SS
• Rational Decision Making (only in SS 15)	2L + 1T	150	5	SS
• Economics and Ethics	2L	150	5	SS
• Organizations in International Trade	2L + 1T	150	5	WS
• Business English I	2PS	75	2,5	WS/SS
• Business English II	2PS	75	2,5	WS/SS
• Seminars	2S	150	5	WS/SS
Economics (including further modules from the offer of the institute)				
• Organizations in International Trade	2L	150	5	WS
• Sustainability Economics	2L	150	5	WS
• Competition Policy	2L	150	5	SS
• Seminars	2S	150	5	WW/SS

Master	HPW	ECTS	WS	SS
Business Administration				
• Corporate Finance (QBER Prof. Dr. Klos)	2L + 1T	5	x	
• Behavioral Finance (QBER Prof. Dr. Klos)	2L + 1T	5		x
• Pricing in Derivative Markets (Prof. Dr. Lux)	2L + 1T	5		x
• Theory of Financial Markets (Prof. Dr. Lux)	2L + 1T	5	x	
• Investments and Capital Markets (possibly English)	2L + 1T	5	x	
• Social Entrepreneurship (Prof. Dr. Dickel) (English)	2L + 1T	5		x
• Marketing Communication (Dr. Schwarz) (English)	2L + 1T	5	x	
• Organization Design	2L + 1T	5	x	
• Internationalization and Organization	2L + 1T	5		x
• Organizing R&D	2L + 1T	5	x	
• Strategic Technology Management	2L + 1T	5		x
• Seminars	2S	5	x	x
Economics				
<ul style="list-style-type: none"> • Applied Microeconomics • Macroeconomics & Growth • Theory of Financial Economics (such as Pricing in Derivative markets and Theory of Financial Markets) • International Economics • Spatial Economics • Public Economics • Environmental & Resource Economics 	<p>Each master course in Economics is held in English and can be chosen by exchange students.</p> <p>On the left site you can see module names. Each module contains different courses related to the module's topic.</p>			
• Seminars	2S	150	5	WW/SS

Organisation

After enrolment at the university you have access to the systems *OLAT* and *QIS*. In addition you can use the *UnivIS* platform to get the main information about the different courses and to construct possible schedules.

HIS-QIS (StOF - students online function)

QIS first of all is used to sign in and off for exams. Furthermore, you can check your examination results here. Generally, in Kiel there are different phases for enrolment regarding the different examination periods. It is very important to follow this demand to avoid complications. In any case the *Erasmus Coordinator* or the *International Center* will help you in issues regarding these procedures. You will find the link and some further information on:

<http://www.pamt.uni-kiel.de/pas/vzp/pruefungsverfahren/modulpruefungen/stof>

You can find an overview of the timetables for the different terms in the following link:

<http://www.pamt.uni-kiel.de/pas/vzp/Terminplanordner/aktuelleterminplaene>

OLAT

OLAT is a platform for learning which a broad range of the chairs are using. It is used for organization, announcements, information regarding the lecture, downloads and many more. In some cases it is very important to assign. It can be also the case, that a completely other platform is used or everything is organized through the homepage. This kind of information sometimes can be found on *UnivIS*, but in any case it will be announced at the first lecture of a course. In case of having already the needed access information, it is advisable to search for the necessary course information in front of the start of the lecture.

Service Units

Program Representative ERASMUS+

Our institutes ERASMUS+ foreign exchange program is coordinated by Prof. Dr. Dr. h.c. Joachim Wolf.

Questions have to be directed to the departmental coordinator:

Dipl.-Kfm. Christian Kolls

Christian-Albrechts-Universität zu Kiel
Institute für Business Administration

Westring 425

D - 24098 Kiel

Phone.: ++49 (0)431 880-2191

Fax: ++49 (0)431 880-3963

E-mail: exchange@bwl.uni-kiel.de

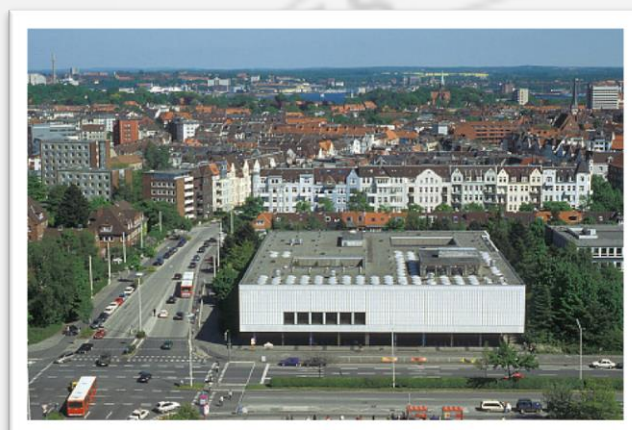
Website: <http://www.erasmus.bwl.uni-kiel.de/de>

The Erasmus office of the *Institute of Business Administration* in the first instance is responsible for study related concerns like learning agreements, transcript of records, the development of course programs, which includes choosing and accomplishing modules, as well as acknowledgements and formalities. For all other matters you should consult the International Center (like accommodation, insurances, visa, etc.).

International Center

You can find a broad range of information as well as contact information for advice on the homepage of the international Center (some important links are already gathered at the end of this brochure). The Applying procedure is coordinated by the International Center as well.

Website: <http://www.international.uni-kiel.de/de>



Library

Students in Kiel are in the comfortable situation to have a very broad offer of libraries. In addition to the main university library, (<http://www.ub.uni-kiel.de/>) which offers literature for all faculties, there is an institutional library. This library is specialized on literature in the



area of economics and business administration. For borrowing publication from both libraries, a library card is required.

Moreover, students may use the **German National Library of Economics** (<http://www.zbw-kiel.de>). With a stock of over 4 million books this library is the biggest economic and business administration library throughout the world.

Computer Laboratory

In the faculty owned computer laboratory, 18 work places, which are equipped with standard software, are provided. They offer internet access or using of the *Reuters' database*. Moreover, the students have free access to printers and scanners. The services of the computer laboratory are freely accessible for all students at the *Institute of Business Administration*.

Student Representatives

The students of our faculty are represented by the student organization „Fachschaft“. The „Fachschaft“ provides information, helps in students affairs and provides assistance with writing seminar papers for foreign exchange students. At the beginning of each semester the „Fachschaft“ offers introductory events, e.g. a guided tour through our university.

FS WiSo c/o AStA Universität Kiel

Christian-Albrechts-Universität zu Kiel
Institute für Business Administration
Westring 385
D-24098 Kiel

phone: +49 (0)431 880-3067

e-mail: fswiso@wiso.uni-kiel.de



Further information on: <http://www.fswisokiel.de/home>

Further Information

Module guides

As an complement to the above shown course overviews we provide a **module guide for international students in Business Administration – Bachelor/Master** which contains the main information on the shown modules, including a short content description.

Bachelor:

...upcoming...(homepage)

Master:

...upcoming...(homepage)

For deeper information (complete course description, learning goals, literature recommendation, etc.) please refer to the **official module guides of Business Administration**.

Bachelor:

<http://www.wiso-studium.uni-kiel.de/de/download-po-2014/modulhandbuecher/modulhandbuch-ba-bwl>

Master:

<http://www.wiso-studium.uni-kiel.de/de/download-po-2014/modulhandbuecher/modulhandbuch-master-bwl>

International Center

Deadlines

<http://www.international.uni-kiel.de/de/studium-im-ausland/erasmus/erasmus-dateien/erasmus-allgemeine-infos/erasmus-terminuebersicht.pdf>

Reports of experience

<http://www.international.uni-kiel.de/de/studium-im-ausland/erfahrungsberichte>

Applying procedure

<http://www.international.uni-kiel.de/de/bewerbung-und-zulassung/zulassung/erasmus-incoming>

Organisational stuff – living and studying in Kiel

<http://www.international.uni-kiel.de/de/betreuung-und-service/service-und-informationen>

Imprint

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