

Hochschule Düsseldorf  
University of Applied Sciences



Fachbereich Wirtschaftswissenschaften  
Faculty of Business Studies



# **German Business in a Global Context**

**International Programme**  
-  
**Courses in English**

**Summer Semester 2021**

This brochure was finally updated on April 11. It will be sent to IP students by the International Office which you should contact regarding general administrative questions. Consult the respective lecturers for questions with respect to courses. The brochure will be published when the lectures start also here: <https://wiwi.hs-duesseldorf.de/aktuelles/schwarzes-brett>

(below Vorlesungsverzeichnis with regular German lectures)

**Starting time (if not mentioned otherwise): 12<sup>th</sup> of April**

International Program										Stand: 6.4.2021	
ip International Program (in englischer Sprache)											
ip	01	01	0	Funk	International Trade	3	Di	16:00	18:15		in englischer Sprache, gemeinsam mit BBA
ip	03	01	0	Thiele	Open Economy Macroeconomics	3	Di	9:00	11:15		in englischer Sprache, gemeinsam mit BBA
ip	04	01	0	Funk	Economic Foundations of International Business	2	Mi	16:45	18:15		gemeinsam mit BIM
ip	05	01	0	Kanthak	Differentiation and Positioning – a strategical approach on how to market lifestyle product	2	Sa	10:30	16:00		Will only take place in presence. - Findet nur statt, wenn Präsenzlehre möglich ist.
ip	06	01	0	Kraft	Business Professional Speech	4	Mo	13:00	14:30		max. 20 TN
ip	06	01	0	Kraft	Business Professional Speech		Mo	14:45	16:15		Anmeldung an <a href="mailto:hans.kraft@hs-duesseldorf.de">hans.kraft@hs-duesseldorf.de</a>
ip	07	01	0	Oberließen	Wirtschaftsdeutsch Grundstufe	2	Di	12:15	13:45		Will only take place in presence. - Findet nur statt, wenn Präsenzlehre möglich ist.
ip	08	01	0	Oberließen	Wirtschaftsdeutsch Mittelstufe	3	Di	14:00	16:15		Will only take place in presence. - Findet nur statt, wenn Präsenzlehre möglich ist.
ip	09	01	0	Kölle	International Finance	2	Di	10:30	12:00		in englischer Sprache, gemeinsam mit bim
ip	10	01	0	Scheideler	Supply Chain Management	2	Mo	14:30	16:00		in englischer Sprache
ip	12	01	0	Bleuel	Global Business Simulation	6	Mo	10:30	12:00	Do 8:30 10:00	In English & online; starts April 15th, 2021. An in advance registration to the simulation platform is necessary until April 8th, 2021 (no enrolments after this date due to technical reasons). Please consult the website of Prof. Bleuel for instructions on how to register.  Thursday 12:30-14 only for group coachings (not for the whole group)
ip	12	01	0	Bleuel	Global Business Simulation		Mo	12:30	14:00	Do 10:30 12:00	
ip	12	01	0	Bleuel	Global Business Simulation		Mo	14:30	16:00	Do 12:30 14:00	
ip	13	01	0	Straßburger	Marketing-Project	6	Do	14:00	15:30		Registration required! (Have a look at the site from Prof. Straßburger)
ip	13	01	0	Straßburger	Marketing-Project		Do	15:45	17:15		Max. 12 students
ip	13	01	0	Straßburger	Marketing-Project		Do	17:30	19:00		Marketing Know-how desirable
ip	14	01	0	Rohlfing	Team Management	2	Di	8:30	10:00		
ip	15	01	0	Feisel	Intercultural Leadership	2	Fr	9:00	10:30		in English

**Please note:** The courses by Ms. **Oberließen** and of Mr. **Kanthak** will not take place due the current decision that lectures can be offered digitally only due to the coronavirus situation.

## International Trade

Course code: ip-01-01

Prof. Dr. Lothar Funk ([lothar.funk@hs-duesseldorf.de](mailto:lothar.funk@hs-duesseldorf.de))

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### Basic Course Content

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

### Learning Outcome

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

### Literature

- Acemoglu, D. / Laibson, S. / J.A. List: Economics, Boston et al., 2<sup>nd</sup> ed. 2018.
- Daniels, J.P./VanHoose, D.D.: Global Economic Issues and Policies, 4th ed., Abingdon/New York 2018.
- Gerber, J.: International Economics, 8th ed., Boston et al. 2021.
- Krugman, P.R. /Obstfeld, M./Melitz, M.J.: International Economics, 11th ed., Boston et al. 2018.
- Krugman, P./Wells, R.: Economics, 2<sup>nd</sup> ed., New York 2013 (or later edition).
- Mankiw, N.G./Taylor, M.P.: Economics, 3rd ed., London et al. 2013 (or later edition)
- Reinert, K.A.: An Introduction to International Economics, Cambridge et al. 2012 (or later edition).
- Sawyer, W.C./Sprinkle, R.L.: Applied International Economics 5<sup>th</sup> ed., London/New York 2020.

<b>Level</b>	2 <sup>nd</sup> and 3 <sup>rd</sup> year students (intermediate)
<b>Prerequisites</b>	Principles of Economics
<b>Assessment</b>	Written exam; 60 minutes (weight: 100%); please note: changes of assessment are possible due to corona-regulations; more information during the lectures!
<b>Semester hours per week</b>	3
<b>ECTS</b>	5
<b>Remarks</b>	Slides to the lectures can be downloaded at the start of the lecture on April 13 at <a href="http://www.lothar-funk.de">www.lothar-funk.de</a> (Username: studierende, Password: wortschaft); lectures will be via Teams; you can just access with teamcode: <b>uvu1qdn</b>

# Open Economy Macroeconomics

course code: ip-03-01

Prof. Dr. Mouna Thiele ([mouna.thiele@hs-duesseldorf.de](mailto:mouna.thiele@hs-duesseldorf.de))

## Content:

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

## Learning Outcome:

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

**Level:** second and third year students (intermediate)

**Prerequisites:** basic knowledge of economics, especially principles of macroeconomics

## Literature:

Gerber, J.: International Economics, 7<sup>th</sup> ed., New York et al. 2017

Krugman, P./Obstfeld, M./ Melitz, M.: International Economics , 10<sup>th</sup> ed., New York et al. 2015

Mankiw, N.G./Taylor, M.P.: Economics, 5<sup>nd</sup> ed., Andover et al. 2020

Reinert, K.A.: An Introduction to International Economics, Cambridge et al. 2012

**Assessment:** 60 min. written exam (weight: 100%)

**Semester hours per week:** 3

**Credits:** 5

**or**

**Assessment:** 60 min. written exam (weight: 100%) and a 15 minute oral presentation

**Semester hours per week:** 3

**Credits:** 6

## Economic Foundations of International Business

Course code: ip-04-01

Prof. Dr. Lothar Funk ([lothar.funk@hs-duesseldorf.de](mailto:lothar.funk@hs-duesseldorf.de))

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### Content

- The business environment and business economics
- Business organisations
- Products, marketing and advertising
- Business Strategy
- Business Growth Strategy
- Government and the firm
- Globalisation, multinational business and “hidden champions”

### Learning Outcome

This course enables you to analyse the economic context of a wide range of business challenges at an intermediate level which is usually not taught in typical principles of economics textbooks. This includes the external business environment and how businesses interact, as well as their role within the economy and the strategic decisions taken by management.

### Literature

- Blair, R.D./Rush, M.: The Economic of Managerial Decisions, Harlow et al. 2019.
- Mankiw, N.G./Taylor, M.P./Ashwin, A.: Business Economics, 3<sup>rd</sup> ed., Andover 2019.
- McKenzie, R.B./Lee, D.R.: Microeconomics for Managers, 3<sup>rd</sup> ed., Cambridge 2017.
- McKenzie, R.B./Tullock, G.: The New World of Economics, 6<sup>th</sup> ed., Berlin et al. 2012.
- Sloman, J./Garratt, D./Guest, J./Jones, E.: Economics for Business, 7<sup>th</sup> ed., Harlow et al. 2016 (or later edition).
- Sloman, J./Garratt, D./Guest, J.: Economics, 10<sup>th</sup> ed., Harlow et al. 2018.
- German Commercial Code
- Robbers, An Introduction to German Law, 5th edition, 2012

<b>Level</b>	2 <sup>nd</sup> and 3 <sup>rd</sup> year students (intermediate)
<b>Prerequisites</b>	Principles of Microeconomics and Macroeconomics
<b>Assessment</b>	60 minutes written exam at the end of the course (100%), if you present a case study with slides (15 minutes), you will receive one more credit; please note: changes of assessment are possible due to corona-regulations; more information during the lectures!
<b>Semester hours per week</b>	2
<b>ECTS</b> (course period)	4 (or 5 with presentation on a selected topic at the end of the course period)
<b>Remarks</b>	Course is together with regular Bachelor International Management student; starts for IP-students on 31 March only; if you cannot attend the course regularly because you want to attend the econometrics course, this is not a problem.  Slides to the lectures can be downloaded at the start of the lectures at <a href="http://www.lothar-funk.de">www.lothar-funk.de</a> (Username: studierende, Password: wortschaft); lectures will be via Teams; you can just access with teamcode: <b>3di2zjp</b>

## Business Professional Speech

Course code: ip-06-01

Dr. Hans Kraft ([hans.kraft@hs-duesseldorf.de](mailto:hans.kraft@hs-duesseldorf.de))

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### Course Content

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

### Topics include

- 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
- Intercultural communication, small talk, job interview, annual appraisal, target agreement, sales talk, active listening
- Students are cordially invited to express wishes concerning content.

### Learning Outcome

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

<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 as Keynote, Prezi, PechaKucha, etc.
<b>Assessment</b>	Presentation during semester, term paper, regular presence in class, active participation
<b>Semester hours per week</b>	4
<b>ECTS</b>	8
<b>Remarks</b>	Please note, you have to register for this class. Please contact: <a href="mailto:hans.kraft@hs-duesseldorf.de">hans.kraft@hs-duesseldorf.de</a>  Max. 20 participants

# International Finance

course code: ip 09 01

Prof. Dr. Christian Kölle ([christian.koelle@hs-duesseldorf.de](mailto:christian.koelle@hs-duesseldorf.de))

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## Content:

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

## Learning Outcome:

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

## Literature:

Eiteman, D.; Stonehill, A.; Moffet, M.: Multinational Business Finance, 15/e, 2019

## Supplementary reading material:

- Bösch, M.: Finanzwirtschaft, 4. Aufl., 2019
- Brealey, R. A.; Myers, S. C.; Allen, F.: Principles of Corporate Finance, 12/e, 2017
- Perridon, L.; Steiner, M.; Rathgeber, A.: Finanzwirtschaft der Unternehmung, 17. Aufl., 2016
- Thiele, M.; Freitag, Ph.: Währungsrisiken und ihre Absicherung, in: WISU, 2/14, S. 191-196

**Level:** third year students

**Prerequisites:** none

**Assessment:** 36 min written exam at the end of the course

**Remarks:** access via adobe link: <https://webconf.vc.dfn.de/international-finance/>

**Semester hours per week:** 2

**ECTS:** 3

# Supply Chain Management

Course code: ip-10-01

Prof. Dr. Peter Scheideler ([peter.scheideler@hs-duesseldorf.de](mailto:peter.scheideler@hs-duesseldorf.de))

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## Content:

This course addresses basic concepts and strategies used in SCM. The primary focus is to develop a good understanding of strategic, tactical and operational issues of SCM and become familiar with the integration of various SCM entities. Topics include: supply chain strategy, supply chain coordination & integration, global SCM, Supply Chain drivers and metrics, network design, sourcing, Information technology, and supply chain performance measures.

## Learning Outcome:

At the conclusion of this course, the students should be able to:

- Understand the objectives of a Supply Chain
- Understand the drivers and metrics of a Supply Chain
- Design Supply Chain Networks
- Apply coordination strategies like Continuous Replenishment, CPFR, or VMI
- Understand the differences of the transportation modes
- Source efficiently
- Understand the required Information Technology

## Literature:

- **Chopra, S./ Meindl, P.: Supply Chain Management – Strategy, Planning, and Operations, 6th edition, Pearson Education Limited, Harlow, 2016**
- Watson, M./ Lewis, S./ Cacioppi, P./ Jayaraman, J.: Supply Chain Network Design: Applying Optimization and Analytics to the Global Supply Chain, 1<sup>st</sup> edition, Financial Times Prentice Hall, Harlow, 2012
- Feigin, G.: Supply Chain Planning and Analytics, 1<sup>st</sup> edition., Business Expert Press, New York, 2011
- Jacobs, F. R./ Chase. R. B.: Operations and Supply Chain Management, 14th edition, Mcgraw-Hill Publ. Comp, New York, 2013

**Level:** 2<sup>nd</sup> and 3<sup>rd</sup> year students (intermediate)

**Prerequisites:** none

**Assessment:** 60 min written exam at the end of the course

**Semester hours per week:** 2

**ECTS:** 4



# Introduction to Applied Econometrics

Course code: ip-11-01

Jakob Frotscher ([jakob.frotscher@hs-duesseldorf.de](mailto:jakob.frotscher@hs-duesseldorf.de))

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## Basic Course Content

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

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

## Literature

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

<b>Level</b>	2 <sup>nd</sup> and 3 <sup>rd</sup> year / final year (intermediate)
<b>Prerequisites</b>	Basic knowledge about statistics
<b>Assessment</b>	Final written exam (around 2 hours) and weekly class tests Grading: 80% (exam) / 20% (class tests)
<b>Semester hours per week</b>	2
<b>ECTS</b>	4

**Remarks** The course will take place every fortnight. Contact Mr Frotscher for further information directly, please.

<https://teams.microsoft.com/l/channel/19:793d54a9dc354348a33988c2eba48aaa@thread.tacv2/Allgemein?groupId=359c030b-b73b-4f01-9f9f-aa8f480e620f&tenantId=2bc2d6df-bd83-4beb-af4c-681767093733>

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# Global Business Simulation

Course code: ip-12-01

Prof. Dr. Hans-H. Bleuel ([h.bleuel@hs-duesseldorf.de](mailto:h.bleuel@hs-duesseldorf.de))

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## Contents

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

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

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

## Literature:

- Bleuel: Internationales Management – Grundlagen, Umfeld und Entscheidungen, Stuttgart 2017.
- Hill: International Business – Competing in the Global Market Place, 12. ed., New York 2018.
- Kutschker / Schmid: Internationales Management, 7. Aufl. 2010. Eiteman / Stonehill / Moffett: Multinational Business Finance, 15. Aufl, Boston 2015.
- Documentation of CESIM (available at: <http://globalchallenge.cesim.com/>)

**Level:** 3<sup>rd</sup> year students

**Prerequisites:** The students should be familiar with principles of general management, international business, accounting and financial management. Additionally, a spreadsheet literacy (e.g. MS-Excel) is helpful.

**Assessment:** Term paper (15pages + appendix) on a group basis

Semester hours per week: 6

ECTS: 10

**Please note: Registration required – see overview of courses above**

# Marketing-Project

Course code: ip-13-01

Prof. Dr. Heidi Straßburger ([heidi.strassburger@hs-duesseldorf.de](mailto:heidi.strassburger@hs-duesseldorf.de))

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## Content

- The projects are handled in small groups.
- Support in the development of a marketing concept: situational analysis -marketing and communications objectives, target groups, positioning – marketing and communications activities, integrated communication
- Team-coaching and milestone meetings
- The results of the project work will be presented and evaluated at the end of the course.

## Learning Outcome

- Students can implement independently the acquired marketing and communication knowledge in holistic application situations.
- On the basis of their research and analysis, students learn to find targeted marketing and communication solutions.
- They are able to create and hold presentations.
- Students will learn project organization including planning and structuring, time management and teamwork.
- They can learn to respond flexibly and creatively to challenges and difficulties in the project.

## Literature

- Burmann, C. / Riley, N.-M. / Halaszovich, T. / Schade, M.: Identity-Based Brand Management, 1<sup>st</sup> ed., Springer-Gabler, Wiesbaden 2017
- Fill, C. / Turnbull, S.: Marketing Communications, 7<sup>th</sup> ed., Pearson, 2016
- Kotler, P. / Armstrong, G.: Principles of Marketing, Global Edition, 17<sup>th</sup> ed., Pearson, 2017
- Solomon, M. / Marshall, G. / Stuart, E.: Marketing – Real People, Real Choices, 9<sup>th</sup> ed., Pearson, 2017

**Level** 2<sup>nd</sup> and 3<sup>rd</sup> year students (intermediate)

**Prerequisites** Principles in Marketing and market communications

**Assessment** Active participation, project documentation and final presentation at the end of the course

**Semester hours per week** 6

**ECTS** 12

**Please note: Registration required – see overview of courses above**

## Team Management

Course code: ip-14-01

**Dr. Maja Rohlfing**

Please note: the course will be taught in English, if at least about 10 exchange students participate. The decision will be made in the first lecture on April 13<sup>th</sup> 2021, 8.30 a.m. Otherwise, the course will be taught in German.

**Time:** Tuesday 8.30 – 10.00 a.m. (blocked – dates will be published in first lecture on April 13<sup>th</sup> 2021)

**Place:** via Teams (Teamcode: q5yf4ju; teamname “BKM\_M13\_Managementtechniken B”)

**Documents:** moodle <https://moodle.hs-duesseldorf.de/course/view.php?id=2941>

Login with your HSD-account; (Einschreibeschlüssel/Password:

TogetherEveryoneAchievesMore)

### Content:

1. Basics of teamwork
2. Success factors of teamwork
3. Role of character and personal skills in teamwork
4. Intercultural teamwork
5. Toolkit: moderating teams / workshops

### Learning Outcome:

1. What are the pillars of good teamwork?
2. Whom should a team consist of?
3. Why is good team leadership an indispensable requirement?
4. How can problems in teamwork be identified and solved?
5. Challenges of intercultural teamwork
6. Which techniques can be used to moderate workshops?

### Literature:

- Belbin, Raymond M.: Management teams. Why they succeed or fail, 3. Auflage, Amsterdam, Heidelberg [u.a.] 2011
- Busch, Michael W.; Von der Oelsnitz, Dietrich; Weibler, Jürgen: Teammanagement, Stuttgart 2018.
- Hoop, Richard d.: Macht Musik. So spielt Ihr Team zusammen, statt nur Lärm zu produzieren, Offenbach 2012
- Oelsnitz, Dietrich von der; Busch, Michael W.: Team: Toll, ein anderer macht's! Die Wahrheit über Teamarbeit, Zürich 2012

**Level:** all levels

**Prerequisites:** basic knowledge of powerpoint

**Assessment:**

3 assignments (2 individual and 1 within an international team of students) + 1 presentation, regular presence in class

**Remarks:** Please contact Dr. Rohlfing by e-mail to receive the access keys for the lectures as the number of participating students is limited.

**Semester hours per week:** 2

**ECTS:** 4

# Intercultural Leadership

Course code: ip-15-01

## Name of Lecturer

Prof. Dr. Edda Feisel ([edda.feisel@hs-duesseldorf.de](mailto:edda.feisel@hs-duesseldorf.de))

## Content:

After successfully completing the course Intercultural leadership, students will understand and assess the significance and relevance of intercultural leadership.

They will know the difference between management and leadership and understand the major leadership theories and their practical implications.

**Learning Outcome:** (Beschreibung der Kenntnisse und Fertigkeiten, die die Studierenden nach Abschluss des Kurses erworben haben)

Students will:

- Be able to evaluate the fit of leadership approaches for different circumstances.
- Understand the concepts of culture, intercultural management and different cultural dimensions, models and theories from Hofstede, Trompenaars, Globe etc.
- Understand basic principles of intercultural communication in doing business in global marketplace.
- Discuss and differentiate between the basic principles of diversity management.

## Literature:

Hofstede, Gert & Minkow, Michael (2010). Cultures and Organizations - Software of the Mind: Intercultural Cooperation and Its Importance for Survival. Third edition, McGrawHill.

<https://ebookcentral.proquest.com/lib/bibl/detail.action?docID=6262353>

Barling, Julian (2014). The Science of Leadership: Lessons from Research for Organizational Leaders. New York: Oxford University Press.

Gasteiger, Rosina M., Kaschube, Jürgen & Rathjen, Philipp (2016). Interkulturelle Führung in Organisationen: Menschen im globalen Kontext effektiv führen. Springer Gabler

<https://link-springer-com.ezp.hs-duesseldorf.de/book/10.1007%2F978-3-658-12301-7>

Gehrke, Bettina & Claes, Marie-Therese (2014). Global Leadership Practices: A Cross-Cultural Management Perspective. Red Globe Press.

Northouse, Peter (2018). Leadership: Theory and practice. Sage Publications Limited. Eight edition.

Wild, John J. & Wild, Kenneth L. (2019). International Business: The challenges of globalization. Ninth edition. Prentice Hall.

<https://ebookcentral-proquest-com.ezp.hs-duesseldorf.de/lib/bibl/detail.action?docID=5834552&query=>

Yukl, Gary (2019). Leadership in organizations. Ninth edition. Pearson Education Limited.

<https://ebookcentral-proquest-com.ezp.hs-duesseldorf.de/lib/bibl/detail.action?docID=5892731>

**Level:** 3rd year students

**Prerequisites:** None

**Assessment :**

- This course requires active participation.

- The assessment will be a thesis of 10-15 pages and final presentation at the end of the course.

Semester hours per week: 2

ECTS: 2

The course will take every Friday from 09:00 to 10:30 am and start on April, 9<sup>th</sup>, 2021.  
The Teamscode/further information will be sent to all. Please note, however, also the following information:

**Microsoft Teams meeting [Join on your computer or mobile app](#)**

[Click here to join the meeting](#) [Learn More](#) | [Meeting options](#) Teamscode **kqo0z37**

# 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 12 April 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	Sauerhammer	Thurs 14.30-18.00	Online (Teams)
BBA 07.12.2	Business English I Group B	Cowe	Tue 12.30-16.00	Online (Teams)
BBA 07.13.2	Business English I Group C	Albutt	Mon 10.30-12.00 Thurs 14.30-16.00	Online (Teams)
BBA 07.21.2	Business English II Group A	Choudhary	Thurs 14.30-16.00 Fri 14.30-16.00	Online (Teams)
BBA 07.22.3	Business English II Group B	Albutt	Mon 12.30-14.00 Thurs 16.30-18.00	Online (Teams)
BBA 07.23.3	Business English II Group C	Jenczewski	Mon 8.30-10.00 Wed 8.30-10.00	Online (Teams)
BBA 07.31.4	Business English III	Jenczewski	Wed 12.30-14.00 Fri 10.30-12.00	Online (Teams)

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



# Summer Semester 2021

## Lecture Period

12 April 2021 – 16 July 2021

Most classes of the International and the German Programme start on April 12, some classes will start somewhat earlier (check single classe)

**Bank Holidays (no lectures)** May 13; May 24; June 3

**Spring School** 6– 9 April 2020 (special lecture of ZWEK, usually no regular lectures)

**Day of last regular lecture** July 16

**Examination Period** from early July 21(exam instead of last lecture often in the IP-programme, ie exams may start earlier in IP) until August 14.

## Further general information

### Cancelled lectures / room changes

Information at the following link (in German only):

<http://wiwi.hs-duesseldorf.de/aktuelles/schwarzes-brett>

### International Programme

Please check course descriptions for all information

### German Programme

- Only **entire modules**, not possible to select separate lectures from a module
- Please find the **current timetable of all courses offered in German** here:

<https://wiwi.hs-duesseldorf.de/studium/vorlesungsverzeichnis/Seiten/default.aspx>

Different credits depending on module, for details please look online:

- Bachelor Business Administration (BBA) courses:

[https://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-business-administration/Documents/2019/Modulhandbuch%20BBAV\\_T%20\(Stand%20Oktober%202019\).pdf](https://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-business-administration/Documents/2019/Modulhandbuch%20BBAV_T%20(Stand%20Oktober%202019).pdf)

- Bachelor International Management (BIM) courses:

[https://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-international-management/Documents/Modulhandbuch\\_BIM.pdf](https://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-international-management/Documents/Modulhandbuch_BIM.pdf)

- Bachelor Kommunikations- und Multimediamanagement (BKM) courses:

<https://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-kommunikations-multimediamanagement/>

## Registration for courses at the Faculty of Business Studies

- Unless indicated otherwise in the respective programmes, it is not necessary to register formally for the courses. However, please contact the lecturer in the regular programmes in German if you have special questions regarding the respective course.
- Registration for the exams will take place in about two months before the end of the semester, you will receive an e-mail with instructions from the International Office

### **Language courses offered from ZWEK**

- Separate certificate
- 80% attendance
- Registration for ZWEK courses:

<https://zwek.hs-duesseldorf.de/sprachenlernangebot/niveaustufen/Seiten/default.aspx>