

Fa-WahlKat: Elective Modules Finance and Accounting | Wahlfächer Finance and Accounting

WahlKat-FA: Catalogue of Elective Modules: Finance and Accounting | Wahlkatalog: Finance & Accounting

Module Description

WI000233: Management Accounting | Management Accounting

Version of module description: Gültig ab winterterm 2015/16

Module Level: Master	Language: German	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Students take a written exam with a duration of 120 minutes. A non-programmable pocket calculator and a bilingual dictionary for international students are permitted as aids. The questions in the written exam refer to the contents of the lecture and the tutorial. Thereby, it is examined whether the students have understood the objectives of cost accounting and whether they are able to classify and understand the problems and application of various systems of cost accounting. Furthermore, it is examined whether the students are able to analyze and apply the various systems of cost accounting.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

WI000689 "Kosten- und Erlösrechnung"

Content:

The module covers problems and methods of cost planning and cost controlling. Furthermore it analyses various systems of management accounting. In particular, the following contents are taught:

- Discussion about the classification and goals of management accounting systems
- Intensive treatment and evaluation of direct costing focusing on planning and controlling of costs and revenues

- Relative direct costing and profit contribution invoice
- Classification and detailed analysis of activity based costing
- Discussion about Target Costing focusing on the calculation of product price
- Aligning short-term cost accounting and long-term investment appraisal by using a theoretical investment approach.

The excercis accompanies the lecture and recurs the content by examples and assignments of test exams.

Intended Learning Outcomes:

At the end of the course students will have a comprehensive understanding about goals and problems of various systems of management accounting. Students will be able to analyse, classify and applicate different methods of management accounting. The systems of cost accounting, which students are able to formulate and to apply, comprise direct costing and contribution margin accounting, relative direct costing, activity based costing, target costing and the theoretical investment approach aligning short-term cost accounting and long term investment appraisal.

Teaching and Learning Methods:

The module consists of a lecture and an exercise. During the lectures the contents are delivered by presentations and discussions. The students are inspired to improve the acquired knowledge by studying the suggested literature. In the tutorials the students apply the acquired knowledge in solving exercises and implementing case studies.

Media:

presentations, text books, lecture notes, exercises

Reading List:

Schweitzer, Marcell; Küpper, Hans-Ulrich: Systeme der Kosten- und Erlösrechnung, 10. Aufl., München 2011.

Ewert, Ralf; Wagenhofer, Alfred: Interne Unternehmensrechnung, 6. Aufl., Berlin et al. 2008.

Küpper, Hans-Ulrich; Friedl, Gunther; Hofmann, Christian; Pedell, Burkhard: Übungsbuch zur Kosten- und Erlösrechnung, 6. Aufl., München 2010.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Management Accounting (WI000233, deutsch) (Vorlesung, 2 SWS)

Friedl G [L], Friedl G, Scholte H

Management Accounting - Übung (WI000233, deutsch) (Übung, 2 SWS)

Friedl G [L], Scholte H

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI000232: Derivatives | Derivatives

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The grading is based on an open-book e-test with a duration of 90 minutes. The e-test consists of calculations and multiple choice questions. By answering questions in multiple choice or text form, students have to show that they understand the theory behind the concept of standardized financial derivatives and that they are able to recognize the differences between these instruments (e.g. payoff- and profit-profiles, risk characteristics, etc.). They also have to demonstrate that they can calculate the fair prices of these instruments and that they can apply them properly to typical business problems (e.g. to the development of arbitrage strategies, or to hedging). By performing calculations and elaborating on theoretical considerations, students have to demonstrate their ability to practically work with the methods presented in the module.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic financial math knowledge.

Content:

The target of the module is to familiarize students with the concept and application of financial derivatives. The module introduces standardized financial derivatives and illustrates typical business cases for their usage.

The following contents are addressed:

- Interest rate analysis and calculation of zero rates
- Development of arbitrage strategies
- Development of hedging strategies
- Theory of standardized financial derivatives (Forwards, Futures, Swaps and Options)

- Pay-off and profit profiles
- Pricing of derivatives
- Analysis of risk characteristics
- Trading strategies by use of derivatives

Intended Learning Outcomes:

After successful completion of the module, students are able to (1) understand standardized financial derivatives (Forwards, Futures, Swaps and Options) as well as their payoff- and profit-profiles, risk characteristics and trading strategies. They can (2) calculate the fair price of derivatives and (3) develop arbitrage strategies if the real price on the market differs from this price. Moreover, students can (4) analyze, price and generate swaps. They should also be able (5) to apply derivatives in order to hedge against losses in a given situation. Finally, students should recognize opportunities to apply derivatives appropriately in practical situations presented in guest lectures given by prestigious firms from the finance industry.

Teaching and Learning Methods:

The module combines various learning methods:

- Basic knowledge, theoretical concepts and practical examples will be provided through the lecture.
- Controversial discussions and active participation in class are encouraged to deepen understanding of the concepts presented.
- In integrated exercises, students will apply their theoretical knowledge to concrete issues
- Students will get insights into practice via several guest lectures

Media:

Presentation slides, white board

Reading List:

Hull, J. C. (2008a): Options, Futures and other Derivatives; 7th edition, Prentice Hall, New Jersey.

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Derivatives (WI000232, englisch) (Vorlesung, 2 SWS)

Kaserer C (Xia W)

Derivatives (WI000232, englisch): Übung (Übung, 2 SWS)

Kaserer C, Xia W

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI000231: Asset Management | Asset Management

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The grading is based on an open-book e-test with a duration of 90 minutes. The e-test consists of calculations and multiple choice questions. By answering questions in multiple choice or text form, students have to show that they are able to understand the theory behind Asset Management (e.g. concept of utility and the calculation of basic utility measures, portfolio selection under various constraints, determinants of the capital asset pricing model and other factor models).

Moreover they show their ability to explain the basic models e.g. of portfolio theory.

By performing calculations and elaborating on theoretical considerations, students demonstrate their ability to evaluate and apply the methods presented in the module. They show that they are able to consider asset pricing models.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

MA9712 "Introductory Statistics" (Recommended)

MA9711 "Introductory Mathematic" (Recommended)

Content:

The target of the module is to familiarize students with the concept of Asset Management from a theoretical perspective. The module provides the theoretical foundation that is required to understand typical problems in Asset Management and illustrates how to solve these problems effectively by means of the appropriate tools (e.g. Excel Solver).

The following contents are addressed:

- Utility Theory and decisions under uncertainty

- Theory and application of basic models of portfolio theory with a particular focus on portfolio optimization under various constraints in the Markowitz mean-variance framework
- Theory and application of asset pricing models (e.g. Capital Asset Pricing Model, Arbitrage Pricing Theory)
- Theory and application of conditional asset pricing
- Portfolios Performance Measurement

Intended Learning Outcomes:

After successful completion of the module, students (1) understand the concept of utility theory (utility functions and link to risk attitudes) and can (2) calculate basic utility measures (absolute risk aversion, relative risk aversion, expected utility, certainty equivalent, risk premium); Students can also (3) explain and apply the basic models of portfolio theory, i.e. they can calculate the optimal portfolio allocation in the Markowitz mean-variance framework for an arbitrary set of asset returns under various constraints. Moreover, students (4) understand the fundamental concept of the Capital Asset Pricing Model and are able to (5) apply the model and its variants introduced in the module and also recognize the shortcomings of this model. Students (6) learn to use other asset pricing models and when to apply them. Finally, students (7) learn the theory, process and methods to measure the portfolios' performance.

Teaching and Learning Methods:

The module combines various learning methods:

- Basic knowledge, theoretical concepts and practical examples will be provided through the lecture.
- Controversial discussions and active participation in class are encouraged to deepen understanding of the concepts presented.
- In the exercises, students will apply their theoretical knowledge to concrete
- Demonstration of how to apply portfolio optimization on real-world data by using Excel
- Students will get insights into practice via several guest lecture

Media:

Presentation slides, white board

Reading List:

Elton, E. J./ Gruber, M. J. (2006): Modern Portfolio Theory and Investment Analysis, USA, Wiley, 7th Edition.

Copeland, T. E./ Weston, J. F./ Shastri, K. (2006): Financial Theory and Corporate Policy, USA, Addison Wesley, 4th Edition.

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Asset Management - Übung (WI000231, englisch) (Übung, 2 SWS)

Chen M

Asset Management (WI000231, englisch) (Vorlesung, 2 SWS)

Kaserer C, Chen M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI000092: Banking and Risk Management | Banking and Risk Management

Version of module description: Gültig ab winterterm 2024/25

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The grading is based on an open-book e-test with a duration of 60 minutes. The e-test consists of calculations and multiple choice questions. By answering questions in multiple choice or text form, students have to show that they are able to understand and to explain current issues in banking and risk management (e.g., the role of central banks, calculation and limitations of various risk measures). By performing calculations and elaborating on theoretical considerations, students show that they are able to evaluate prices of futures and options. They show their ability to apply and evaluate various risk measures used in financial institutions. Moreover they show that they are able to analyze their advantages and limitations (e.g., duration, convexity, value at risk).

Repeat Examination:

Next semester

(Recommended) Prerequisites:

None

Content:

- Business model and products of banks
- banking regulation and bank runs
- financial instruments (e.g., futures and options)
- pricing of financial instruments
- risk measures (definitions, applications, calculation)

Intended Learning Outcomes:

After successful completion of the module, students (1) understand and (2) can explain the business model of banks and their products. They can (3) explain the origins of bank runs and the recent financial crisis as well as the necessity of central banks and banking regulation.

Furthermore, they can (4) evaluate prices of futures and options. Finally, students can (5) apply and evaluate various risk measures used in financial institutions as well as (6) analyze their advantages and limitations (e.g., duration, convexity, value at risk).

Teaching and Learning Methods:

The module combines various learning methods:

- Basic knowledge, theoretical concepts and practical examples will be provided through the lecture.
- Controversial discussions and active participation in class are encouraged to deepen understanding of the concepts presented.
- In integrated exercises, students will apply their theoretical knowledge to concrete issues and analyze selected case studies.
- Students will get insights into practice via several guest lectures

Media:

Presentation slides, white board

Reading List:

- Hull, J.C., 2012, Risk Management and Financial Institutions, Third Edition, New Jersey.
- Hull, J.C., 2011, Options, Futures and Other Derivatives, Eighth Edition, Essex.
- Further recommended readings are given in the lecture.

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Banking and Risk Management (WI000092, englisch) (Vorlesung, 2 SWS)

Cehajic A, Kaserer C

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI000234: Value-based Management | Value-based Management

Version of module description: Gültig ab summerterm 2017

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination is a written and marked exam (120 minutes) in which only a non-programmable calculator is allowed. The purpose of the exam is to verify the provided theoretical competences. By exemplary business situation or compensation schemes, the students prove that they can test and evaluate the suitability of certain instruments of value-based management. In concrete cases, students are asked to apply the concept of residual income and potential accounting adjustments, to calculate important key indicators of value-based management and to show relationships between them and their effects in incentive schemes. The students are supposed to realize occurring problems and to suggest solutions.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic lectures in external accounting, Controlling, investment and financing

Content:

This module covers the different aspects of implementing value-based management in a company. The focus of the course lies on the concept of residual income as corporate and business unit performance measure:

- Calculation of Economic Value Added (EVA) as the prevailing residual income measure in practice including the most relevant accounting adjustments and their calculation.
- Introduction to the problems and proposed solutions of calculating the cost of capital.
- Discussion of the suitability of residual income as a goal congruent performance measure.
- Design of compensation schedules to achieve the different and sometimes conflicting goals of management compensation: alignment, wealth leverage, retention and minimizing shareholders' cost of compensation.

- Diverse means of compensation, like stock options and bonus plans incl. different payout rules and bonus banks, are taken into consideration.
- Implementation of a company's performance measurement system using financial and non-financial value drivers.

Intended Learning Outcomes:

The learning outcomes of this module are: (1) students will be able to remember and understand the concept of residual income and value creation; (2) they will be able to analyze accounting problems and problems related to incentives (compensation components and basis of assessment); (3) they will be able to apply the newly acquired knowledge to solve these problems when designing and implementing value-based management for a company; (4) Therefore, students evaluate different goals of management compensation and identify the suitability of different tools such as employee stocks, stock options, the residual income with different accounting adjustments as a performance measure or the application of a bonus bank.

Teaching and Learning Methods:

The module consists of a lecture and an exercise course. During the lectures the contents are delivered by presentations and discussions. In the exercise course the students apply the acquired knowledge in solving exercises and implementing case studies. As a preparation of the exercise courses, students solve exercises and the solutions are presented and discussed during the exercise courses. Some exercises are solved in groups or individually and subsequently discussed in the exercise course.

Media:

Presentations, text books, lecture notes, exercises, case studies

Reading List:

Young, S. David and O'Byrne, Stephen F.: EVA and Value-Based Management: A Practical Guide to Implementation, New York et al. 2001.

Further recommendations given in lecture.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Value-based Management (WI000234, englisch) (Vorlesung, 2 SWS)

Blaschke M [L], Blaschke M, Wimmer E

Value-based Management (WI000234, englisch): Übung (Übung, 2 SWS)

Blaschke M [L], Wimmer E

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001241: Advanced Seminar Finance & Accounting: Challenges in Strategic Financial Transformations | Advanced Seminar Finance & Accounting: Challenges in Strategic Financial Transformations

Version of module description: Gültig ab winterterm 2022/23

Module Level: Master	Language: German/English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Seminar thesis and presentation with focus on management accounting/controlling and its information systems in times of digital transformation. Within this focus, students analyze a specific aspect, evaluate possible solutions, derive action plans, and present strategies for implementation.

Weighting/Grade composition:

- 60% Seminar Thesis
- 40% Presentation

Repeat Examination:

Next semester

(Recommended) Prerequisites:

This is the former Advanced Seminar Digital Controlling (WI001241). Unfortunately it is not possible to take it a second time.

Content:

The seminar teaches the foundations of the following topics: Enterprise Resource Planning systems, cost accounting, management accounting/controlling, information systems, planning, digital transformation, strategy

Intended Learning Outcomes:

After participating in the module, students are able to understand the possibilities and limits of controlling with the aid of different providers. Students will be able to place controlling and its information tools in the overall context of digitalization and other current challenges. In the course of the seminar, students acquire the necessary skills to independently prepare a scientific paper.

Teaching and Learning Methods:

- o Provision of the theoretical basics and initial impulses by representatives of BearingPoint, SAP and Celonis
- o Selection of topics for group work
- o Group work to elaborate the specific topic
- o Presentation: communication of the learning results; formulation of the seminar work

Media:

PowerPoint, Flipchart

Reading List:

Friedl/Pedell - Controlling mit SAP - Eine praxisorientierte Einführung mit umfassender Fallstudie und beispielhaften Anwendungen (8. Auflage)

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001241, deutsch): Challenges in Strategic Financial Transformations (Limited places) (Seminar, 4 SWS)

Friedl G [L], Gamarra Y, Nadicksbernd M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001294: Star-ups - from foundation to exit - legal basics an fiscal treatment | Start-ups - von der Gründung bis zum Exit: Rechtliche und steuerliche Probleme

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: German	Duration: one semester	Frequency: summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Die Prüfung dient der Feststellung, ob bzw. inwieweit die formulierten Lernergebnisse erreicht wurden. Dies wird im Rahmen einer ca. 20-minütigen mündlichen Prüfung oder einer 90-minütigen schriftlichen Klausur unter Zuhilfenahme der Gesetzestexte ermittelt.

Die Studierenden müssen im Rahmen abstrakter Fragen demonstrieren, dass sie die Grundsätze des deutschen Steuerrechts mit einem Schwerpunkt bei der Besteuerung von kleinen und mittleren Unternehmen (KMU) kennen und erklären können und dabei auch die Verbindung zu rechtlichen Gestaltungsmöglichkeiten herstellen.

In der Prüfung müssen die Studierenden an Hand abstrakter Fragen zeigen, dass sie die Grundsätze des deutschen Steuerrechts kennen und erklären können. Daneben müssen die erworbenen Kenntnisse zur Besteuerung KMU durch das Einkommensteuergesetz, Körperschaftsteuergesetz und das Gewerbesteuergesetz im Rahmen einer Fallbearbeitung auf unbekannte Lebenssachverhalte angewendet werden. Auf diese Weise wird ermittelt, ob die Studierenden konkrete Lebenssachverhalte unterrechtlichen und steuerrechtlichen Gesichtspunkten analysieren und hinsichtlich steuerrechtlicher Folgen bewerten können. Abstrakte Fragen und Fallbearbeitung haben eine Gewichtung von etwa 40 % zu 60 %. Die genaue Gewichtung wird von den Dozenten vor der Prüfung bekannt gegeben. Gleiches gilt für die für die Prüfung notwendigen bzw. erlaubten Gesetzesmaterialien."

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

"Das Modul soll den Studierenden einen Überblick über das deutsche Steuerrecht mit einem Schwerpunkt bei der Besteuerung von KMU geben.

Inhaltlich werden besprochen:

- Überblick über das deutsche Steuerrecht
- Einkommensteuerrecht: Systematik des Einkommensteuerrechts mit Schwerpunkt bei den Einkünften aus Gewerbebetrieb und den Einkünften aus Kapitalvermögen; Besteuerung von Veräußerungsgewinnen und der Übertragung von Unternehmen
- Körperschaftsteuerrecht
- Aufbau und Struktur (Gesellschaftsformen) von Unternehmen und die Folgen für die Besteuerung"

Intended Learning Outcomes:

Am Ende des Moduls werden die Studierenden in der Lage sein,

- (1.) die Grundzüge des deutschen Steuerrechts zu verstehen,
- (2.) den steuerrechtlichen Rahmen für wirtschaftliche Betätigung von KMU zu erfassen,
- (3.) steuerrechtliche Folgen zu identifizieren und daraus Gestaltungsmöglichkeiten für Unternehmen abzuleiten,
- (4.) konkrete Lebenssachverhalte steuerrechtlich zu beurteilen.

Teaching and Learning Methods:

"In der Vorlesung werden die Lerninhalte vom Vortragenden präsentiert und mit den Studierenden diskutiert.

Anhand von Fällen wird die Besteuerung von KMU von der Gründung bis zur Übertragung (unter Lebenden und von Todes wegen) auf konkrete Lebenssachverhalte angewandt. Die Ergebnisse werden mit der Besteuerung anderer rechtlicher Gestaltungsmöglichkeiten verglichen. Dies dient der Wiederholung und Vertiefung des Stoffes sowie der Verknüpfung verschiedener Problemkreise.

Media:

Präsentation, Fälle mit Lösungen, ausführliches Skript

Reading List:

Wichtige Steuergesetze, Verlag NWB, Herne (zugelassenes Hilfsmittel zur Prüfung)

Responsible for Module:

Ann, Christoph; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Start-ups - von der Gründung bis zum Exit: Rechtliche und steuerliche Probleme (MGT111294, deutsch) (Vorlesung, 2 SWS)

Reich T (Glogger F)

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001295: Transformation processes in digital company | Transformationsprozesse eines Digitalkonzerns

Version of module description: Gültig ab winterterm 2021/22

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Project plan, seminar thesis and presentation with focus on a specific project. Within this project, students analyze a specific aspect, evaluate possible solutions, derive action plans, and present strategies for implementation.

Weighting/Grade composition:

- 55% Seminar Thesis
- 35% Presentation
- 10% Project Plan

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

The seminar teaches the foundations of the following topics:

Business steering of media companies; concepts, tools and management methods in the media industry; Competitive landscape in the media industry; Product and customer strategy; Digitalization; Corporate Responsibility; Sustainability

Intended Learning Outcomes:

At the end of the module students are able to a) understand steering of global digital companies and success factors of value creating business models b) evaluate innovation and sustainability management in the media industry c) write and present a scientific paper

Teaching and Learning Methods:

- Lecture for teaching the theoretical background and contents, held by Christine Scheffler, Member of the Executive Board at ProSiebenSat.1 Media SE
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

PowerPoint, Flipchart

Reading List:

Knut Hickethier - Einführung in die Medienwissenschaft

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001296: Advanced Seminar Finance & Accounting: Digital Innovation and Business Planning | Advanced Seminar Finance & Accounting: Digital Innovation and Business Planning

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 150	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Seminar thesis and presentation with focus on a specific business case. Within this business case, students evaluate possible solutions, derive action plans, and present strategies for implementation.

Weighting/Grade composition:

- 60% Seminar Thesis
- 40% Presentation

Repeat Examination:

Next semester

(Recommended) Prerequisites:

None

Content:

The seminar teaches the foundations of the following topics: innovative management tools and concepts in the medical technology industry, with a particular focus on financial and business planning. Key areas include business model development, financial modeling, cost structure analysis, and investment evaluation.

Intended Learning Outcomes:

At the end of the module, students are able to:

- a) Apply customer-centric problem-solving in financial decision-making.
- b) Develop and evaluate business plans, including financial models and cost break-downs.
- c) Write a scientific paper with a focus on financial viability and strategic planning.

d) Execute a convincing management pitch with strong financial reasoning.

Teaching and Learning Methods:

- Teaching the theoretical background and contents, held by practical experts at Siemens Healthineers
- Workshops on design thinking and business planning and discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

PowerPoint, Flipchart

Reading List:

Morabito, V. (2016). The Future of Digital Business Innovation. Schweiz: Springer International Publishing.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001296, englisch): Digital Innovation and Business Planning (Limited places) (Seminar, 4 SWS)

Friedl G [L], Al-Duri L, Hauch S

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001301: Advanced Seminar Finance & Accounting: EU FinTech Regulation | Advanced Seminar Finance & Accounting: EU FinTech Regulation

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 150	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Students will have to write a seminar paper of about 15 pages (in groups of two). They also have to give a talk of about 20 minutes to the rest of the seminar group to demonstrate their oral and presentation skills, followed by a discussion on the topic with all students. In both parts of the examination, the abilities to analyse and to evaluate the current and/or upcoming EU regulation of different fintech areas, and to apply them in the business context, are assessed. The weighing of the grades is: 70% seminar paper and 30% presentation/discussion.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic understanding of finance and technology (fintech)

Content:

This seminar covers the most important fintech business areas and their respective regulation. Key topics will typically include:

- crowdsourcing;
- crypto assets, initial coin offerings and related business models;
- robo-advisory and the use of AI;
- digital currencies.

Intended Learning Outcomes:

Upon successful completion of this module, students will be able to understand the main regulatory issues for running a fintech business in the EU. They will be able to identify the risks presented by regulation and assess potential ways to address these risks, including costs. They will also be able to

understand the structure of EU regulation in general and present this understanding in written and in oral form. Participants will also be able to write about legal issues on an academic level.

Teaching and Learning Methods:

The course will be delivered using a mix of methods.

In the first part, the EU legal framework and the principles of academic writing will be presented in a lecture. Then the potential topics will be discussed and assigned to the participants.

In the second part, students will independently research their topic and write a short research paper. This will be carried out under supervision by the teachers, including a feedback-loop.

In the third part, students will present their findings by giving a talk of about 20 minutes, followed by a discussion on the topic, receiving feedback from teachers and other participants.

Media:

PowerPoint, Flipchart

Reading List:

Lemma, "Fintech Regulation" (1st ed., 2020); more specific, topic-related literature will be provided at the start of the seminar

Responsible for Module:

Maume, Philipp; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001301, englisch): EU FinTech Regulation (Limited places) (Seminar, 4 SWS)

Betz A, Maume P

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001305: Advanced Seminar Finance & Accounting: Business in the tech age from a tax perspective | Advanced Seminar Finance & Accounting: Unternehmen im Tech-Zeitalter aus der steuerlichen Perspektive

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: German	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 150	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Die Studierenden müssen eine Projektarbeit anfertigen, bei der sie unter Beweis stellen, dass sie in der Lage sind, sich im Team mit einer Fallstudie zu befassen, Lösungsansätze herauszuarbeiten sowie diese sinnvoll zu gliedern und darzustellen. Es wird auch eine Präsentation erwartet, um Vortragstechniken einzuüben. In der Projektarbeit und der Präsentation wird die Fähigkeit zum Anlaysieren von verschiedenen Problemstellungen aus dem Bereich Unternehmenssteuern abgeprüft. Die Gewichtung der Teilleistungen ist wie folgt: 50% Seminararbeit und 50% Präsentation. Weitergehende Informationen werden auf der Homepage des Lehrstuhls bereitgestellt.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

keine

Content:

In dem Modul werden tiefergehende Kenntnisse im wissenschaftlichen Arbeiten und/oder in der Diskussion von Case-Studies vermittelt. Studierende bekommen auch die Gelegenheit, ihre Vortragstechnik zu perfektionieren. Es werden u.a. folgende Problemstellungen behandelt:

- komplexe und interdisziplinäre Fragen im Bereich Unternehmenssteuern
- komplexe und interdisziplinäre Fragen im Bereich der Komplexität der Besteuerung von Unternehmen und Unternehmern vor dem Hintergrund der Digitalisierung und Internationalisierung
- komplexe und interdisziplinäre Fragen im Personen- und Kapitalgesellschaftsrecht von der Gründung an bis zur Beendigung der Gesellschaft

- komplexe und interdisziplinäre Fragen im Bereich von Steuergestaltungen im internationalen Raum im Tech-Zeitalter von Startups bis zu Großkonzernen

Intended Learning Outcomes:

Nach erfolgreichem Abschluss des Moduls sind die Studierenden in der Lage, die wesentlichen Erkenntnisse in den jeweiligen Themenstellungen zu diskutieren und komplexe Fragestellungen darin zu reflektieren. Dieses Lernergebnis wird durch das Anfertigen einer Projektarbeit erreicht. In dieser werden lösungsorientiert steuerrelevante Case-Studies im Team im Hinblick auf ethische, technologische und rechtliche Gesichtspunkte erarbeitet. Die Studierenden werden sich kritisch mit den Grundlagen des deutschen Steuerrechts für Unternehmen und Unternehmer auseinandersetzen, einen Überblick über steuerrelevante Entscheidungsgrundlagen für Unternehmensgründer gewinnen sowie ein Verständnis der Methodik internationaler Verflechtungen und Steuergestaltungen entwickeln. Zudem werden sie in der Lage sein komplexe Sachverhalte und Fallkonstruktionen anderen zu präsentieren.

Teaching and Learning Methods:

Das Modul besteht aus einem Seminar. Die Studierenden vertiefen ihre Fähigkeiten anhand der Erarbeitung von Case-Studies, welche die Niederschrift in einer Projektarbeit findet. Sie setzen sich mit speziellen Themen aus dem Bereich des Unternehmenssteuerrechts kritisch auseinander. Die Inhalte des Seminars werden durch Präsentationen und Diskussionen vermittelt. Es werden in Teams gemeinsam konkrete Fragestellungen bearbeitet und diskutiert.

Media:

Power-Point Folien

Reading List:

Steuern kompakt, Thomas Stobbe
Steuergesetze, Steuerrichtlinien, Steuererlasse

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001305, deutsch): Unternehmen im Tech-Zeitalter aus der steuerlichen Perspektive (Limited places) (Seminar, 4 SWS)

Pfaff L, Rasoul T, Dreiser T

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001315: European Business Law | European Business Law [EBL]

Version of module description: Gültig ab summerterm 2023

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

In the final assessment students will need to demonstrate to what extent they have met the Learning Objectives. This assessment will be held as a written exam of 60 minutes.

In this exam students will be asked theoretical questions. This will demonstrate to what extent they have memorised and understood principles of EU law. Students will also be asked to apply their knowledge to known and fictional cases. This second part demonstrates if students have developed the required legal analytical skills, as well as the ability to apply their knowledge to fact settings not discussed in the lecture and to evaluate the legal consequences.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

None

Content:

This module provides an overview of the laws of the European Union that are relevant for national and international businesses.

Topics covered are the institutional framework of the EU, the relationship between the EU and national law, the concept of internal market & 5 freedoms, trade law, EU competition law, and EU IP & licensing agreements.

Intended Learning Outcomes:

At the end of this course students will be able (1.) to name and understand the rules and principles of EU law which are most important for businesses, (2.) to grasp and explain the framework of EU economic policies, in particular the interaction between EU law and member state law, (3.)

to identify and analyse restraints prescribed by EU law from the perspective of businesses and employees, (4.) to assess real life scenarios regarding their EU law implications and to present the results of their analyses in a written memorandum.

Teaching and Learning Methods:

The lecture will cover the theoretical aspects of the module in a discussion with the lecturer. It will also provide the opportunity to work individually or in groups on case scenarios covering issues EU law. The purpose is to repeat and to intensify the content discussed in the lecture and to review and evaluate legal issues. This application facilitates the students' abilities to present their findings in writing.

Media:

Presentations (PPT), Reader, Case studies (including model answers)

Reading List:

Chalmers, Davies & Monti, European Union Law, 3rd edition 2018, Cambridge University Press.

Responsible for Module:

Ann, Christoph; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

European Business Law - Exercise (MGT001315, englisch) (Übung, 2 SWS)

Dubov B, Duque Lizarralde M

European Business Law (MGT001315, englisch) (Vorlesung, 2 SWS)

Dubov B, Duque Lizarralde M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001326: Decentralized Finance | Decentralized Finance

Version of module description: Gültig ab winterterm 2021/22

Module Level: Master	Language:	Duration: one semester	Frequency: summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 62	Contact Hours: 28

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a 60-minute written exam at the end of the module. In order to check whether the students have acquired the theoretical and practical knowledge conveyed in the lecture, the written exam includes comprehension and transfer questions on the topics covered in the lecture, e.g. blockchain, token economy and decentralised finance. After passing the exam, students will be able to understand the relevance of blockchain technology and the concepts based on it and to identify crucial drivers of success.

The exam will be an in-person written exam on campus.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

none

Content:

- 1) Fundamentals of blockchain technology and smart contracts.
- 2) Use cases for a decentralized finance industry: e.g. tokenization, DeFi protocols
- 3) Participants in the Blockchain ecosystem: e.g., custody providers, staking providers, venture capital firms
- 4) Blockchain from an ESG/sustainability perspective.

Intended Learning Outcomes:

After successful participation in the module, students will be able to

- 1) understand the fundamentals and functionality of blockchain technology,
- 2) analyze the disruptive nature of blockchain technology for a decentralized finance industry,
- 3) understand the main use cases of blockchain technology in finance,
- 4) apply the concepts behind blockchain technology to use cases in industry,

5) outline the interrelationships between different parties in the blockchain ecosystem.

Teaching and Learning Methods:

- Lecture (lecture, presentation): Through the lecture, the theoretical basics should be conveyed and deepened in practical case studies.

Media:

Slides

Reading List:

- Salviotti, G.; De Rossi, L. M.; Abbatemarco, N. (2018). A structured framework to assess the business application landscape of blockchain technologies. In Proceedings of the 51st Hawaii International Conference on System Sciences. Available online at: <https://scholarspace.manoa.hawaii.edu/bitstream/10125/50328/1/paper0441.pdf>

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001336: Advanced Seminar Finance & Accounting: Empirical Asset Pricing | Advanced Seminar Finance & Accounting: Empirical Asset Pricing

Version of module description: Gültig ab winterterm 2021/22

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 165	Contact Hours: 15

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Proof of performance is acquired by the development and presentation of a capstone project. The grade is made up of the final presentation of the case study solution developed (oral, 33%) and written elaboration (67%). The preparation aims at enabling students to apply financial theories and methods from the field of empirical asset pricing to practical problems. The students have to identify, collect, and summarize relevant and related literature. Furthermore, they have to interpret their empirical results and relate these to existing findings. Critical reflection and the incorporation of feedback is central to this process. During the presentation of the capstone project, special attention is paid to the structure of the solution presentation and the content of the elaborated content.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

A good fundamental background in economics and especially statistics is required. The course is highly quantitative because the field is. Students should be comfortable with probability, statistics, and regression analysis. Use of a statistical package or programming language will be vital for the course, saving time and aiding in understanding the material. Many of the applications will move beyond simple spreadsheet packages such as Excel. Knowledge of a good statistical programming language such as Matlab, R, or Python is necessary. We will supplement the seminar with programming help for typical problems in R but will not provide an introduction into programming (more below).

The lectures "Asset Management" and "Empirical Research in Economics and Management" (or similar) are recommended for this course.

Content:

This seminar develops, examines, and applies models for the pricing of securities in capital markets. We will study the extensive empirical work that characterizes the cross-section of expected returns, evaluates asset pricing models, and attempts to test those models and interpret the implications of those tests. Main topics include model testing, financial market anomalies, market efficiency, and asset management. This is a research-oriented course with practical implementation of quantitative methods in finance, aimed at highly motivated and technically proficient master's students.

Outline:

1. The CAPM and asset pricing tests (cross-sectional and time-series tests)
2. First anomalies and the Fama-French three-factor model
3. Newer Anomalies and the Fama-French five-factor model
4. Recent developments in empirical asset pricing research
5. Factor Investing: Implementation of factor models in the asset management industry

Intended Learning Outcomes:

The aim of this course is to provide a profound and state-of-the-art insight into empirical asset pricing with a focus on factor models. The course is especially appropriate for students contemplating analytical finance and quantitative money management and provides many tools and concepts that are essential for a career in quantitative investments. The seminar is meant to be challenging, but accessible.

Upon completion of this course, students should be able to:

- Understand and apply basic empirical methods in asset pricing tests focusing on the cross section of expected returns
- Understand major empirical findings in asset pricing literature
- Read and critically assess papers in the field of empirical asset pricing
- Analyze data, develop hypotheses, and conduct empirical tests
- Generalize the results from empirical analyses to financial market theories
- Understand how the findings in the literature can be implemented in practice

With respect to the seminar paper, students should explicitly be able to

- Formulate an interesting and relevant economic problem related to asset pricing to be analyzed empirically
- Find, collect, and summarize relevant literature
- Construct the so-called Fama-French factors for an assigned country
- Specify a relevant asset pricing model/econometric technique to analyze the formulated problem
- Interpret the empirical results and relate these to existing findings
- Formulate the results of the analysis in a clearly written report
- Work collaboratively to complete a seminar paper

Teaching and Learning Methods:

The bulk of the class time is spent studying the seminal papers that develop tests of asset pricing models, although time is also spent on important contemporary papers and hints for the empirical implementation. Following the initial lectures in the beginning of the semester, students will write a seminar paper within empirical asset pricing and factor models. The topic of the seminar paper will comprise the so-called Fama-French models but should be extended by topics presented in the lectures. The project work is done independently by the students in groups of three to four students and entails, among things, choice of economic problem to be analyzed empirically, collection and summary of literature, and empirical analysis. Potential extensions will be presented in the lectures and will in general be tests of extensions/alternatives of the Fama-French model or alternative techniques on new data. To support the project work, R code examples related to typical problems will to a certain extent be shared and discussed with the students.

Media:

Scientific papers, presentations, slides, Jupyter Notebook, Rstudio

Reading List:

Readings are drawn primarily from original research papers and will be announced via Moodle.

Chapter 7 of scientific background on the Nobel Prize in Economics 2013 gives a summary of the first two topics of the outline: <https://www.nobelprize.org/uploads/2018/06/advanced-economicsciences2013-1.pdf>

A good read regarding the development of empirical asset pricing models (factor models) and their implications for investment practice is this blog: <https://alphaarchitect.com/2017/02/03/factor-models-are-more-art-and-less-science/>

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001352: Applied Sustainability Reporting | Angewandte Nachhaltigkeitsberichterstattung

Version of module description: Gültig ab summerterm 2022

Module Level: Master	Language: German	Duration: one semester	Frequency: winter semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Die Prüfungsleistung besteht einer Übungsleistung, welche sich aus zwei Bestandteilen zusammensetzt: (1) einem 60minütigen schriftlichen Test (60%) und (2) einer Präsentation ausgewählter Themen (40%). Im schriftlichen Test zeigen die Studierenden ihre Kenntnisse zu Sustainability Reporting und dem regulatorischen Umfeld auf sowie, dass sie in der Lage sind, Sustainability Reporting Standards und deren Anwendung zu analysieren und konzeptionell-normativ zu beurteilen. Im Rahmen der Präsentation demonstrieren die Studierenden ihre Fähigkeiten einzelne Themengebiete vertieft empirisch und/oder normativ zu analysieren. Die Studierenden werden ihre Ergebnisse im Rahmen einer 20minütigen Präsentation mit anschließender Diskussion vorstellen.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

keine

Content:

Das Seminar führt in die aktuellen Entwicklungen der Nachhaltigkeitsberichterstattung ein und behandelt insbesondere folgende Themengebiete:

- aktuelle Sustainability Challenges sowie deren Effekte
- Regulatorische Rahmenbedingungen (z.B. European Green Deal)
- aktuelle Forschungsergebnisse zur Nachhaltigkeitsberichterstattung
- aktuelle Entwicklungen im Bereich der Sustainability Reporting Standards und Frameworks
- Nachhaltigkeitsberichterstattung nach den weltweit verbreiteten Standards der Global Reporting Initiative (GRI), den Standards/Entwürfen des International Sustainability Standards Board (ISSB) sowie den Standards/Entwürfen der Europäischen Union

-Praktische Umsetzung der regulatorischen Anforderungen

Intended Learning Outcomes:

- Nach dem Besuch der Lehrveranstaltung sind die Studierenden in der Lage
- die wichtigsten sozialen und ökologischen Sustainability Challenges sowie deren Effekte auf globaler, nationaler und regionaler Ebene zu beschreiben und einzuordnen
 - aktuelle Entwicklungen im Bereich Sustainability Reporting zu erläutern sowie diese in das übergeordnete regulatorische Umfeld einzuordnen
 - die Effekte von Sustainability Reporting auf Basis aktueller Forschungsergebnisse zu beurteilen
 - verschiedene Standards und Frameworks zu Sustainability Reporting zu beschreiben und wesentliche Unterschiede aufzuzeigen
 - Sustainability Reporting Standards konzeptionell-normativ zu analysieren und zu beurteilen
 - Nachhaltigkeitsberichte kritisch zu analysieren und vergleichen

Teaching and Learning Methods:

Der Kurs beinhaltet ein interaktives Seminar zu Sustainability Reporting bei dem das gemeinsame Erarbeiten von Kenntnissen und Fähigkeiten sowie die gemeinsame Diskussion und Erörterung im Vordergrund stehen. Hierbei werden die Studierenden in Einzel- und Gruppenarbeiten sowie gemeinsam im Plenum die zentralen Konzepte und Fähigkeiten zur konzeptionell-normativen Analyse von Sustainability Reporting Standards erarbeiten und anwenden. Außerdem werden die Studierenden durch Gastvorträge Einblicke in die unternehmerische Praxis erhalten. Im Rahmen der Präsentation werden die Studierenden unter Anleitung ausgewählte Themen darstellen, wobei eine aktive Diskussion der Ergebnisse mit allen Teilnehmenden erfolgt.

Media:

Moodle; Folien; Flipchart; Berichterstattungsnormen; Übungen; Fallstudien.

Reading List:

- European Financial Reporting Advisory Group. 2022. Sustainability Reporting Standards. Online available at: <https://www.efrag.org/lab3#subtitle1>
- International Sustainability Standards Boards. 2022. Sustainability related disclosures. Online available at: <https://www.ifrs.org/projects/work-plan/#sustainability>
- Global Reporting Initiative. 2021. The global standards for sustainability Reporting. Online available at: <https://www.globalreporting.org/standards>

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Applied Sustainability Reporting (MGT001352, deutsch) (Seminar, 2 SWS)

Keiling M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001356: Managing Challenges in the BioTech Industry | Managing Challenges in the BioTech Industry

Version of module description: Gültig ab summerterm 2022

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a written exam (60 minutes) with open questions. The exam serves to assess whether students (1) understand causes and the relevance of problems faced by firms in practice, (2) are able to compare and evaluate different approaches for solving these problems, and (3) can apply basic concepts and theories to solve these problems. There are no aids permitted in the exam.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Specialization/ Major in Finance & Accounting

Content:

The chair for Management Accounting offers different courses for "Advanced Topics in Finance & Accounting" which are mainly offered in cooperation with companies or guest lecturers with a long standing experience in management positions. The courses cover problems and questions which are highly relevant in practice. Topics of each individual course will be announced at the beginning of the semester and can change from semester to semester. This cover will broadly cover challenges for successful management, particularly with regard to R&D budgets, effective boards, and corporate social responsibility. In addition, it will highlight the special features of automation and innovation in a BioTech company.

Intended Learning Outcomes:

At the end of the module, students will have thorough knowledge of the topics covered by the chosen seminar. Students understand daily challenges of firms, the relevance as well as causes of problems faced by firms in practice. They are able to apply basic concepts and theories in practice

to solve these problems and to compare and evaluatedifferent approaches for solving these problems. These concepts and theories consider processes and anaylses ofthe firm as well as increases in firm value.

Teaching and Learning Methods:

Experienced lectures discuss practical topics and challenges. They provide basic theories that help to overcome these challenges. Presentations based on PowerPoint and further lecture note help for the understanding.

Media:

Presentations, lecture notes, discussions

Reading List:

Will be announced in the first lecture

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Managing Challenges in the BioTech Industry (MGT001356, englisch) (limited places) (Seminar, 2 SWS)

Al-Duri L, Hauch S, Pötting S

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001358: Advanced Seminar Finance & Accounting: Data Science in Finance | Advanced Seminar Finance & Accounting: Data Science in Finance

Version of module description: Gültig ab summerterm 2022

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

A written report of the final project accounts for 70% of the final grade, and the presentation of the project accounts for 30% of the final grade. The students are required to generate a project idea after consultation with the course instructor and develop it over a period of six to eight weeks. Students are to demonstrate their command of the methodologies covered in the first part of the course.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

Interest in application of data science techniques in a finance setting; basic knowledge of python is recommended but not required.

Content:

The main blocks are: 1. Basic semantics of Python 3. 2. Data processing packages and techniques. 3. Data visualisation tools. 4. An Introduction to machine learning. 5. Alternative data sources in finance (NLP based textual analysis, etc.)

Intended Learning Outcomes:

After completion of the course, students should have generated a generic workflow, how upon being confronted with a finance-related topic, to develop a hypothesis, find proper data sources, process the raw data, run statistical instruments on the dataset, and draw conclusions from the outcome. They should also learn how to communicate their ideas and results in an academic manner.

Teaching and Learning Methods:

For the first stage of the course, there will be 6-8 sessions of lectures. The final presentations will be held in a seminar style over one or two days depending on the number of participants.

Media:

Exemplary codes, websites, etc.

Reading List:

Python for Finance - Analyze Big Financial Data by Yves Hilpisch.

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001358, englisch): Data Science in Finance
(Limited places) (Seminar, 4 SWS)

Boni S, Braun R, Dong Y

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001398: Banking and Financial Markets Law | Bank- und Kapitalmarktrecht

Version of module description: Gültig ab summerterm 2023

Module Level: Master	Language: German	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The exam (120 min) determines whether or to what extent the learning objectives have been achieved. This is based on a two-hour written examination. In the first part of the examination, the students must demonstrate that they have understood the examination material and can reproduce the content within a framework of abstract questions. In the second part, the course content needs to be applied in a fictitious case study. This shows whether the candidates can correctly apply the course contents to unfamiliar case situations in practice. Both parts have a weighting of about 50% each. The exact weighting will be announced by the lecturer before the exam. The same applies to the legal materials required for the exam.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Prior completion of a general law subject (such as Business Law) is recommended

Content:

Fundamentals of banking and payments law; accounts and payments; banking transactions, licensing procedures and BaFin; money laundering law; loan law; credit protection; fundamentals of capital market regulation; primary market publicity and prospectus; crypto-regulation; securities transactions; market abuse law.

Intended Learning Outcomes:

At the end of the course, students will be able to (1.) describe the basics of legal relationships between banks, customers and investors as well as the forms of payment services and financial instruments in a legal sense; (2.) identify and analyze forms of equity and debt financing and apply them to concrete corporate needs; (3.) derive concrete obligations and prohibitions under

capital market law and implement them in corporate practice; (4.) assess the advantages and disadvantages of capital market-based corporate financing in contrast with classic bank financing
assess the practicability for their own company; (5.) summarize the results of their analyses in a written memorandum.

Teaching and Learning Methods:

The lecture is based on two core elements. Each topic is first presented by the lecturer by way of an interactive lecture. This is followed by case studies on the respective topics. This enables the participants to test and develop their knowledge in individual or group work. In addition, a well-structured approach to legal work is trained and thus prepared for the written presentation in the exam.

Media:

PPT-slides, reader and cases (plus answers) will be made available on Moodle

Reading List:

will be referred to in the course materials

Responsible for Module:

Maume, Philipp; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001399: Compliance and Anti-Money Laundering | Compliance and Anti-Money Laundering

Version of module description: Gültig ab summerterm 2023

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

In the final assessment students will need to demonstrate if and to what extent the Learning Outcomes have been achieved. This is determined by a written exam of 60 minutes with the aid of legal texts.

Students will be asked theoretical questions. This will demonstrate to what extent they have memorised and understood principles of compliance, in particular regarding anti-money laundering.

Students will also be asked to apply their knowledge to known and fictional cases. This second part demonstrates if students have developed the required legal analytical skills. In this way, students need to demonstrate their ability to apply their knowledge to fact settings not discussed in the lecture from an economic and legal point of view and to evaluate them with regard to their (legal) consequences.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

The students should have a basic understanding of the different types of companies used for doing business in Europe and of general legal principles (such as contracts). For this purpose, basic knowledge of commercial law such as from the module "Introduction to Business Law (MiM)" (WI001122), "Business Law 1" (WI001119) or "Business Law II (WI001120) - or corresponding German modules (such as "Wirtschaftsprivatrecht I" or "Wirtschaftsprivatrecht II") is recommended.

Content:

The module aims to provide students with an overview of the main areas of compliance within the European Union. Legal requirements for companies are explained and discussed on the basis of the applicable regulations within the European Union. Case studies are also used for explanation.

In terms of content, the following will be discussed:

- General principles of compliance requirements for companies as well as risk management, e.g. corporate governance, internal control system, four-eyes-principle, risk management, risk analyses).
- Anti-Money Laundering (AML) and counter terrorist financing (CTF), incl. requirements regarding "Know-Your-Customer (KYC)" procedures for the identification of customers and their beneficial owners
- Current methods and typologies of money laundering, especially in the international and digital context (e.g. in connection with blockchain and crypto assets) and their detection
- Data protection (incl. General Data Protection Regulation)
- Supply chain due diligence (including human rights compliance), as the main areas of "ESG compliance".
- Protection of whistleblowers

Intended Learning Outcomes:

After successfully attending the course, students will be able to,

- (1.) understand and explain important principles and the significance of compliance, especially regarding anti-money laundering,
- (2.) comprehend, analyse and apply the legal principles of the individual compliance areas that regulate entrepreneurial activity (especially in relation to anti-money laundering).
- (3.) recognise and classify the legal implications of typical compliance situations and derive necessary business processes from them,
- (4.) present the results of their analysis in a structured way and in written form.

Teaching and Learning Methods:

The lecture will cover the theoretical aspects of the module in a discussion with the lecturer.

In addition, case studies on the respective areas of compliance are discussed and worked on.

This enables the participants to test and develop their knowledge, individually or in groups on case scenarios (known and unknown), covering various issues of European law. Students will develop the ability to present these findings in a concise and well-structured written analysis.

Media:

Presentations (PPT), Cases

Reading List:

Benjamin van Rooij, 'The Cambridge Handbook of Compliance', May 2021, Cambridge University Press.

Emmanuel Ioannides, 'Fundamental Principles of EU Law Against Money Laundering', 2014, Routledge.

Alexander Dill, 'Anti-Money Laundering Regulation and Compliance', 2021, Elgar (on US law, but helpful for the big picture).

Responsible for Module:

Maume, Philipp; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Compliance and Anti-Money Laundering (MGT001399, englisch) (Vorlesung, 2 SWS)

Haffke L

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001401: EU Fintech Regulation | EU Fintech Regulation

Version of module description: Gültig ab summerterm 2023

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The exam determines whether or to what extent the learning objectives have been achieved. This is based on a one-hour written examination. In the first part of the examination, the students must demonstrate that they have understood the examination material and can reproduce the content within a framework of abstract questions. In the second part, the course content needs to be applied in a fictitious case study. This shows whether the candidates can correctly apply the course contents to unfamiliar case situations in practice. Both parts have a weighting of about 50% each. The exact weighting will be announced by the lecturer before the exam. The same applies to the legal materials required for the exam.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic understanding of the principles of finance

Content:

Introduction to fintech and fintech business models; introduction to banking and capital markets law; authorization procedure (incl. role of BaFin); governance requirements; AML regulation; payment services and e-money; financial instruments and prospectus; insider trading and market manipulation; crowdsourcing. All these elements will be discussed with a strong emphasis on DLT/blockchain-technology. These contents will also enable students to participate in the seminar "EU Fintech Regulation", which is offered in the summer term.

Intended Learning Outcomes:

At the end of the course, students will be able to (1.) understand and explain the different types of technology-driven businesses in finance and investment; (2.) identify the areas of law that are particularly relevant for these types of businesses and assess the potential risks involved; (3.)

develop strategies regarding compliance with the applicable regulation; (4.) summarize the results of your analysis in a written memorandum.

Teaching and Learning Methods:

The lecture is based on two core elements. Each topic is first presented by the lecturer by way of an interactive lecture. This is followed by case studies on the respective topics. This enables the participants to test and develop their knowledge in individual or group work. In addition, a well-structured approach to legal work is trained and thus prepared for the written presentation in the exam.

Media:

PPT-slides, reader and cases (plus answers) will be made available on Moodle

Reading List:

will be referred to in the course materials

Responsible for Module:

Maume, Philipp; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

EU Fintech Regulation (MGT001401, englisch) (Vorlesung, 2 SWS)

Maume P

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001402: Advanced Seminar Finance & Accounting: Asset Management | Advanced Seminar Finance & Accounting: Asset Management

Version of module description: Gültig ab summerterm 2023

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The certificate of achievement is accomplished by the presentation of the group paper (verbal, 40%), the participation in class room discussions (verbal, 10%), and the written report (50%). In the presentation, the focus lies on the structure and content of the presented paper. In the discussion, students must challenge the presentations of other groups. In the written report, students have to apply finance theory to practical issues. Hereby, a crucial point is to address the feedback of the presentation and discussion.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Students should be familiar with basics in capital market theory and empirical capital market research.

Content:

This module enables students to apply finance theories to real asset management questions and issues. By trying to get to the bottom of the own research question and the critical discussion of other papers which are presented by the other teams, the seminar allows students to get in-depth knowledge of the following areas: - Information processing on capital markets, - Efficient market hypotheses, - Evaluation of investment strategies, - Implementation of investment strategies, - Risk assessment of investment strategies

Intended Learning Outcomes:

After completion of the module students will be able to (1) identify challenges of real-word asset management problems. Moreover, they will be able to (2) operate with financial databases and

carry out independent capital market research. Based on these skills, students will be able to (3) analyze asset management strategies, (4) evaluate investment decisions and (5) develop their own asset management recommendations. The module comprises scientific work methods and provides a direct preparation for the final thesis.

Teaching and Learning Methods:

Students are encouraged to study the literature, they are shown how to find and work with data as well as to be concerned with related topics in an initial kick-off meeting. The seminar is conducted as team work where specific issues are solved and discussed, students question research papers and present their findings to the group.

Media:

Books, papers, presentation slides

Reading List:

Will be updated every term

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001402, englisch.): Asset Management (Limited places) (Seminar, 4 SWS)

Kaserer C, Oertmann P, Xia W

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001420: Advanced Seminar Finance & Accounting: Climate Change and Energy Transition - Turning the current Megatrends into Business Opportunities | Advanced Seminar Finance & Accounting: Climate Change and Energy Transition - Turning the current Megatrends into Business Opportunities

Version of module description: Gültig ab winterterm 2023/24

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Seminar paper and presentation with focus on climate change and energy transition. In analysing opportunities for an existing company, students apply the basic learnings of the lecture, transfer them to a new context and solve a real business problem with focus on turning global megatrends into business prospects.

1. preparation of a seminar paper in teams (55% of the grade)
2. presentation of the seminar paper/solution proposals as part of a CEO pitch (35% of the grade)
3. 3-page PowerPoint project plan with problem definition, objectives and approach (10% of the grade)

Repeat Examination:

Next semester

(Recommended) Prerequisites:

none

Content:

The seminar will provide a conceptual approach to:

Identifying and quantifying megatrends, e. g., in the context of the ongoing energy transition, and understanding the consequences of these changes in technology and society. Focus areas will include mobility, industrial and residential energy, and resource supply.

Translating these trends and technical challenges into business opportunities: Estimation and quantification of emerging new markets, analyzing technical needs and feasibility, identifying business development potentials based on existing product portfolios and know-how.

Turning identified business opportunities into an action plan: Developing a business plan including a concrete product & market approach and organizational implementation.

Intended Learning Outcomes:

At the end of the module, students are able to identify and grasp global megatrends, incl. associated consequences for society and companies; derive potential business opportunities in complex firm environments; develop according implementation roadmaps.

Teaching and Learning Methods:

- '- Lecture for teaching the theoretical background and contents, held by Diehl Group CEO Klaus Richter.
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

Reading List:

Wege zu einem klimaneutralen Energiesystem

Die deutsche Energiewende im Kontext gesellschaftlicher Verhaltensweisen

Philip Sterchele, Julian Brandes, Judith Heilig, Daniel Wrede, Charlotte Senkpiel, Markus Haun, Patrick Jürgens, Christoph Kost, Thomas Schlegl, Andreas Bett, Hans-Martin Henning

Fraunhofer ISE | 13. Februar 2020 | Update: 15. Dezember 2020 | Update Klimaneutralität 2045: 12.November 2021

<https://www.ise.fraunhofer.de/content/dam/ise/de/documents/publications/studies/Fraunhofer-ISE-Studie-Wege-zu-einem-klimaneutralen-Energiesystem-Update-Klimaneutralitaet-2045.pdf>;

<https://www.ise.fraunhofer.de/content/dam/ise/de/documents/publications/studies/Fraunhofer-ISE-Studie-Wege-zu-einem-klimaneutralen-Energiesystem.pdf>

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001420, englisch): Climate Change and Energy Transition - Turning the current Megatrends into Business Opportunities (limited places) (Seminar, 4 SWS)

Blaschke M [L], Höfer T

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001433: Advanced Seminar Finance & Accounting: Developing an Internationalization Strategy for Producers | Advanced Seminar Finance & Accounting: Developing an Internationalization Strategy for Producers

Version of module description: Gültig ab summerterm 2024

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Seminar paper and presentation: The teams will choose a product of their choice (not necessarily related to construction industry) and a continent (Asia, South America or Africa). They then need to analyze which country to enter first and prepare an entrance strategy with a fictive business plan for an initial market entry and set up a local sales organization.

1. Preparation of a seminar paper in teams (55% of the grade)
2. Presentation of the seminar paper/solution proposals as part of a CEO pitch (35% of the grade)
3. PowerPoint project plan with problem definition, objectives and approach (10% of the grade)

Repeat Examination:

Next semester

(Recommended) Prerequisites:

none

Content:

The seminar provides a conceptual approach to:

- Basics of Internationalization Strategies for German Producers
(Motivation to sell abroad, Product definition and limitations, Market assessment, Setting priorities)
- Market Entrance Strategies and Requirements
- Determining when to produce locally (Due Diligence: Commercial, Legal and Political Aspects)

Intended Learning Outcomes:

At the end of the module, students are able to understand the fundamentals of internationalization for German producers, identify and prioritize market opportunities, devise market entry strategies, fulfill relevant requirements, and make informed decisions on local production based on commercial, legal, and political due diligence.

Teaching and Learning Methods:

Lecture for teaching the theoretical background and contents, held by Knauf Member of Shareholders' Committee Isabel Knauf.

- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

in-person presentation and excursion

Reading List:

tba

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (MGT001433, englisch): Developing an Internationalization Strategy for Producers (Limited places) (Seminar, 4 SWS)

Blaschke M [L], Knauf I, Neumann C

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001442: Advanced Seminar Finance & Accounting: Sustainable corporate strategy in family businesses | Advanced Seminar Finance & Accounting: Nachhaltige Unternehmensstrategie in Familienunternehmen

Version of module description: Gültig ab summerterm 2024

Module Level: Master	Language: German	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 120	Self-study Hours: 109	Contact Hours: 11

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The students demonstrate their learning success through a presentation with a focus on the challenges in the area of sustainability. When analyzing the challenges of a real company, students should apply the basics learned in the lecture, transfer them to a new field and analyze a real company problem with regard to opportunities and risks.

Weighting of the test performances:

1. preparation of a seminar paper in teams (55% of the grade)
2. presentation of the seminar paper/solution proposals as part of a CEO pitch (35% of the grade)
3. 3-page PowerPoint project plan with problem definition, objectives and approach (10% of the grade)

Repeat Examination:

Next semester

(Recommended) Prerequisites:

None

Content:

Theoretical background to topics such as

- a) Basics of sustainability and sustainable corporate strategy
- b) Sustainable corporate management
- c) Stakeholder management in family businesses
- d) Governance: Best practices and case studies
- e) Corporate Social Responsibility (CSR) in family businesses

- f) Sustainability reporting
- g) Sustainable procurement
- h) Sustainable innovations in R&D
- i) Sustainable financing and outlook for the sustainable corporate strategy

Intended Learning Outcomes:

At the end of the module students are able:

- a) Analyze the challenges and opportunities of sustainability in family businesses and derive appropriate recommendations for action.
- b) Develop and apply strategic concepts for integrating sustainability principles into corporate management and in various areas of family businesses.
- c) Integrate sustainability goals into corporate strategies and identify suitable instruments for measuring and evaluating progress.
- d) to analyze case studies and best practices of successful sustainable family businesses and to draw conclusions for Voith GmbH.
- e) To write an independent scientific paper and present the main results to a CEO.

Teaching and Learning Methods:

- Lecture for teaching the theoretical background and contents, held by Dr. Toralf Haag, CEO Voith GmbH & Co KgaA.
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

PowerPoint

Reading List:

Pioneering Family Firms' Sustainable Development Strategies (New Horizons in Sustainability and Business series) - Pramodita Sharma (Editor), Sanjay Sharma; The Greenhouse Gas Protocol (A Corporate Accounting and Reporting Standard) - WIR; Corporate Sustainability Reporting Directive - EU Comission;

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001449: Creativity – The New & The Order | Kreativität - Das Neue & die Ordnung

Version of module description: Gültig ab summerterm 2024

Module Level: Master	Language: German	Duration: one semester	Frequency: one-time
Credits:* 3	Total Hours: 84	Self-study Hours: 30	Contact Hours: 54

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

"Final presentation (~30 minutes) by students on a selected topic that has been discussed in the seminar. The final grade is based on a weighting of 50% for the evaluation of the (written) design of the presentation, and 50% for the oral presentation by the students

Repeat Examination:

(Recommended) Prerequisites:

none

Content:

Creativity: Scientific Insights from Various Disciplines:

Business Administration, Art & Culture, Psychology, Philosophy, Neurobiology, Economics

Reflection on Cultural-Historical Documents

Analysis of the Lives and Works of Creative Personalities

Observation and Analysis of Everyday Creative Processes, Innovation & Product Development Processes

The Creative Process, The Creative Personality

The Idea of Social Sculpture, Creativity and Innovation/Business Administration/Economics

The New in the Tension between Economic Principles

The New & Order, Personality Types & the New – Perceived Competence in the Face of Change, Framework Conditions for a Creative Environment, Subjectivity of Perception (Perception, Limits, etc.)

On Failure & Intelligent Mistakes, How Do We Make Decisions? Creativity & Intuition – Bounded Rationality

Rationality: Theoretical Approaches to Innovation as a Management Task How Does the Future Emerge? Methods and Limits of Future Research Methods

Intended Learning Outcomes:

Upon completion of the course, students will be able to:

- Discuss the topic "how does the new come into the world"
- View creativity from different scientific disciplines
- Classify and discuss creativity in the context of art and culture
- Consider the new from different perspectives
- Perception
- Limits
- Uncertainty and ambiguity (as opposed to risk, the business administration term)
- Understand the conditions for creativity

- Recognize creativity as a prerequisite for innovation
- Classify classical innovation management (processes)
- Describe the conditions of a creative environment (creative economy, creative industries)
- Describe the creative process through their own experiences
- Understand the methods and limitations of future research

Teaching and Learning Methods:

Lecture, discussion, project work, presentation

Media:

Reading List:

- Aerssen/Buchholz/Burkhardt (Hrsg.) (2018) Das große Handbuch Innovation: 555 Methoden und Instrumente für mehr Kreativität und Innovation im Unternehmen, 1. Auflage, Vahlen Verlag
- Brodbeck, Karl-Heinz: Entscheidung zur Kreativität – Wege aus dem Labyrinth der Gewohnheit, Darmstadt, WBG, 2007
- Cameron, Julia: Den Weg des Künstlers weitergehen – Neugierig, wach und kreativ sein – Ein Übungsbuch, München, Knaur Verlag, 2006
- Csikszentmihalyi, Mihaly: Kreativität : wie Sie das Unmögliche schaffen und Ihre Grenzen überwinden / Mihaly Csikszentmihalyi. Aus dem Amerikanischen von Maren Klostermann. - 7. Aufl. - Stuttgart : Klett-Cotta, 2007
- Florida, Richard: Cities and the creative class, New York, NY, Routledge, 2005 F) Florida, Richard: The Rise of the Creative Class, New York, Basic Books, 2004
- Frey, Cornelia: "Respekt vor der Kreativität der Menschen" - Ilse Arlt: Werk und Wirkung, Leverkusen : Budrich, 2005
- Gladwell, Malcom: BLINK! – Die Macht des Moments, München, Piper Verlag GmbH, 2007
- Goleman, Daniel: Kreativität entdecken, Hanser, 1997
- Hansen, Klaus P.: Kultur und Kulturwissenschaft, UTB, 2000 Hartley, John (Hg.): Creative Industries, Blackwell Publishing Ltd, 2005

- Hauschildt/Salomo/Schultz (2016): Innovationsmanagement, 6., vollständig aktualisierte und überarbeitete Auflage, Vahlen Verlag
- Hinterhuber, Hans H. (2011): Strategische Unternehmungsführung – I. Strategisches Denken. Vision - Unternehmenspolitik – Strategie, 8. Auflage, Walter de Gruyten GmbH & Co
- Holm-Hadulla, Rainer M.: Kreativität zwischen Schöpfung und Zerstörung: Konzepte aus Kulturwissenschaften, Psychologie, Neurobiologie und ihre praktischen Anwendungen, Vandenhoeck & Ruprecht, 1. Auflage, 2011
- Horx, Matthias/et.al: Zukunft machen – Wie Sie von Trends zu Business-Innovationen kommen, Frankfurt, Campus Verlag GmbH, 2007
- Johnson, Steven: Interface Culture - wie neue Technologien Kreativität und Kommunikation verändern, Stuttgart, 1999
- Kast, Bas: Wie der Bauch dem Kopf beim Denken hilft – Die Kraft der Intuition, Frankfurt am Main, Fischer Verlag GmbH, 2007
- Lauxmann, Friedrich: Vom Nutzen des unnützen Denkens, München, F.A. Herbig Verlagsbuchhandlung GmbH, 2007
- Levesque, Lynne C.: Breakthrough creativity – achieving top performance using the eight creative talents, Palo Alto, Davies-Black Publishing, 2001
- Ray, Paul H./Anderson, Sherry Ruth: The Cultural Creatives – How 50 Million People are changing the World, New York, Three River Press, 2000
- Ryan, Bill: Making capital from culture - the corporate form of capitalist cultural production, Berlin [u.a.], de Gruyter, 1992
- Schumpeter, Joseph: Theorie der wirtschaftlichen Entwicklung, Nachdruck der 1. Auflage von 1912, Duncker & Humblot, Nachdruck der 1. Auflage von 1912, 2006
- Urban, Nicklas T. (2020): Blockchain for Business : Erfolgreiche Anwendungen und Mehrwerte für Netzwerkteilnehmer identifizieren, 1. Auflage, Springer Fachmedien
- Tschmuck, Peter: Kreativität und Innovation in der Musikindustrie, Studienverlag 2003

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Kreativität - Das Neue & die Ordnung (MGT001449, deutsch) (Seminar, 2 SWS)

Friedl G [L], Neumann C

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

MGT001487: Project week: Analyze. Plan. Act. - Strategic Solutions for the Five Grand Challenges of Global Decarbonization | Project week: Analyze. Plan. Act. - Strategic Solutions for the Five Grand Challenges of Global Decarbonization

Module Description

SOT86067: Climate Finance | Climate Finance

Version of module description: Gültig ab winterterm 2024/25

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination of this module consists of a research paper and a supplementary presentation: Students will write a term paper (policy brief, min. 10,000 - max. 12,000 characters, excl. references) that links directly to the international negotiations on a climate finance. Through the paper, students demonstrate that they can engage with the topic scientifically and construct links to policymaking. Students show that they can base their papers on the learnings from class, use dedicated in-class time in June that coincides with the Bonn Climate Change Conference to work on their papers, get peer feedback, and hand in a finalized version one week after the last class. The paper counts for 70% of the module grade.

Additionally, there are in-class group presentations (20-30 minutes each) with subsequent discussions. Students read and present state-of-the-art and policy-relevant scientific papers in preparation for their own research papers. With the presentation, students show their ability to synthesize policy-relevant academic research, present in engaging and thought-provoking ways, and stimulate a broader discussion with other students. The presentation counts for 30% of the module grade.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Proficiency in English; interest in developing solutions to climate change; motivation to engage in in-person debate and presentations

Content:

Climate change is one of the critical challenges of this century. Countless studies have shown that the prosperity and health of humankind depends on the development and deployment of effective solutions to limiting global warming. Yet any such solution requires vast sums of investment.

In 2015, the Paris Agreement underlined the responsibility of governments to align finance flows with climate change goals. Accordingly, a market for low#carbon investments emerged, but the availability of climate finance falls short of what is needed. Thus, political discussions on the international and national levels concern how public policies can better use the financial system to accelerate climate change mitigation and adaptation. In this course, students will learn about the role of finance for the low#carbon transition in developing as well as industrialized countries. We will discuss existing policies, their effectiveness and the underlying political economy challenges to implementing them. Combining recent academic findings, policy papers and hands#on insights from the lecturers and guests, we will analyze structural challenges, conflicting positions in international negotiations and domestic policy#making, and the role of multilateral financial institutions. As such, the module links directly to ongoing internaitonal negotiations on climate finance.

The module is structured into four thematic parts: 1) Introduction to climate finance (input); 2) Financial flows and instruments for the climate (presentations); 3) International climate finance flows (presentations); 4) Policy-making in the UNFCCC process (input and term paper).

Intended Learning Outcomes:

Upon successful completion of this module, students will be able to:

- critically discuss the two#sided role of finance in accelerating and impeding progress towards climate change mitigation and adaptation
- understand the role of policy to direct and mobilize finance and critically discuss different policy instruments
- write a policy brief tailored to national or international policymakers
- reflect upon the role of OECD countries, such as Germany, and their financial sector in climate change

Teaching and Learning Methods:

The module consists of a lecture and an exercise. It builds on discussions and deliberation in class, where students react to and reflect materials presented during the lecture. Students will synthesize state-of-the-art research on the topic and work in interdisciplinary groups to structure and present findings. They will use presentations including text and visualizations, flipcharts and other materials. In the policy-making part, students will benefit from virtual interactions with the lecturer and practitioners during 2-3 weeks in June to learn how to write a policy brief and apply this knowledge in the context of the ongoing UNFCCC negotiations on climate finance.

Media:

Presentations, white boards, videos, videoconferences.

Reading List:

Students who wish to familiarize themselves with the topic ahead of class are advised to look at *Handbook of International Climate Finance, 2022* (eds. Michaelowa & Sacherer), Edward Elgar Publishing, Cheltenham, UK. This reading is not mandatory. Students will receive a detailed syllabus with mandatory readings for each session in the first class.

Responsible for Module:

Egli, Florian; Prof. Dr.sc. ETH Zürich

Courses (Type of course, Weekly hours per semester), Instructor:

(SOT86067) Climate Finance - Lecture (Vorlesung, 2 SWS)

Egli F, Lehofer C

(SOT86067) Climate Finance - Exercise (Übung, 2 SWS)

Lehofer C, Egli F

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB02250: Advanced Seminar Finance & Accounting: Current Issues in Private Equity | Advanced Seminar Finance & Accounting: Current Issues in Private Equity

Version of module description: Gültig ab summerterm 2017

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on a written seminar paper (15-20 pages) (60%), whereas the results and conclusions of the seminar paper need to be presented (20 min.) (20%) in front of the class. Class participation (20%). The seminar paper as well as the presentation in front of the seminar participants should prove the student's acquired knowledge about the respective research topic. Furthermore, the seminar paper and the related presentation should show whether the student managed to critically analyze the key aspects regarding their research question. By presenting their findings in front of the class, students prove that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Knowledge from the mandatory modules in business administration.

Content:

All Finance & Accounting chairs offer various seminars each semester. There are theory seminars on current issues in finance and accounting as well as seminars which are held in cooperation with companies and tackle practice-related topics. The focus of the seminars change every semester according to the offering chair. Previous seminars focused on topics such as venture capital financed technologies, Initial Public Offerings (IPOs), venture valuation or commercial due diligence in the course of private equity transactions.

Intended Learning Outcomes:

After successful participation at the module students will have gained in-depth knowledge on the tackled focus of the seminar. Students also will be able to (1) write a scientific research paper, (2) procure relevant literature and (3) structure a topic. Additionally, students will be able to (4) present their research findings in front of seminar participants, (5) answer their questions and (6) moderate a following discussion

Teaching and Learning Methods:

The module consists of one introductory lecture, a scientific writing lecture, individual feedback sessions as well as the preparation and presentation of a seminar paper. The scientific writing lecture aims at providing the students with sound knowledge in academic paper writing and literature reviewing, while the individual feedback session should enhance students' ability to structure academic content. Additionally, the presentation of research findings will give the students the possibility to improve their presentation and discussion capabilities.

Media:

Slides, books, scientific papers.

Reading List:

Talmor, E. / Vasvari, F. (2011): International Private Equity, Hoboken.

Further relevant literature will be selected and communicated specifically for each seminar by the chair.

Responsible for Module:

Achleitner, Ann-Kristin; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB02250_2: Advanced Seminar Finance & Accounting: Current Issues in Entrepreneurial Finance I | Advanced Seminar Finance & Accounting: Current Issues in Entrepreneurial Finance I

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on a written seminar paper (15-20 pages) (60%), whereas the results and conclusions of the seminar paper need to be presented (20 min.) (20%) in front of the class. Class participation (20%). The seminar paper as well as the presentation in front of the seminar participants should prove the student's acquired knowledge about the respective research topic. Furthermore, the seminar paper and the related presentation should show whether the student managed to critically analyze the key aspects regarding their research question. By presenting their findings in front of the class, students prove that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Knowledge from the mandatory modules in business administration.

Content:

All Finance & Accounting chairs offer various seminars each semester. There are theory seminars on current issues in finance and accounting as well as seminars which are held in cooperation with companies and tackle practice-related topics. The focus of the seminars change every semester according to the offering chair. Previous seminars focused on topics such as venture capital financed technologies, Initial Public Offerings (IPOs), venture valuation or commercial due diligence in the course of private equity transactions.

Intended Learning Outcomes:

After successful participation at the seminar students will have gained in-depth knowledge on the tackled focus of the seminar. Students also will be able to write a scientific research paper, procure relevant literature and structure a topic. Additionally, students will be able to present their research findings in front of seminar participants, answer their questions and moderate a following discussion.

Teaching and Learning Methods:

The module consists of one introductory lecture, a scientific writing lecture, individual feedback sessions as well as the preparation and presentation of a seminar paper.

Media:

Slides, books, scientific papers.

Reading List:

Talmor, E. / Vasvari, F. (2011): International Private Equity, Hoboken.

Ramsinghani, M. (2014): The Business of Venture Capital, Wiley.

Zeisberger, C. / Prahl, M. / White, B. (2017): Mastering Private Equity: Transformation via Venture Capital, Minority Investments and Buyouts, Wiley.

Further relevant literature will be selected and communicated specifically for each seminar by the chair.

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04001: Advanced Seminar Finance & Accounting: Globalization and Digitization as a Challenge | Advanced Seminar Finance & Accounting: Globalisierung und Digitalisierung als Herausforderung

Version of module description: Gültig ab summerterm 2019

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a written Seminar thesis (20 pages, 70%) and a presentation (30 minutes, 30%). The paper serves primarily to assess whether students are able to structure and analyse a scientific question and adapt and apply adequate scientific methods for its solution based on previous literature. The presentation serves primarily to assess the students' communication skills to present and discuss a specific topic with their solutions on a comprehensive and systematic level. The specific focus is the development of a globalization and digitization strategy for an existing company. In developing a globalization and digitalization strategy for an existing company, students apply the basic learnings of the lecture, transfer them to a new context and solve a real business problem with focus on opportunities and risk of digitalization.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

Globalization, digitalization and automation are megatrends. The ongoing digitalization results in an acceleration of globalization. Digitalization leverages globalization to a whole new level. New markets emerge and an increase in complexity of the flow of goods, services and people as well as in the value and supply chain can be seen.

Companies need to adapt their strategy to this changing environment and face the challenges of digitalization and globalization. The lecture discusses how companies should prepare for those

challenges and how companies best succeed in benefiting from the opportunities and potentials of digitalization and globalization.

Intended Learning Outcomes:

At the end of the module, students will have thorough knowledge of the topics covered in the seminar. Students are able to comprehensively solve a scientific question or question oriented toward a scientific application using adequate research methods. They can structure and analyse a given problem, adapt and apply scientific methods to solve the problem based on prior literature, and evaluate their solutions. Furthermore, students are able to present and discuss their results on a comprehensive and systematic level. After participating in the courses of this module the students are able to understand changes that go in hand with digitalization and globalization. They are able to analyze which steps companies should prepare for the upcoming challenges and they are additionally able to create strategies how companies can identify and use chances and opportunities that are opened by digitalization and globalization.

Teaching and Learning Methods:

There is a lecture held by Dr. Reuter and a field trip. In addition, the students discuss a solution strategy for a problem of digitalization and globalization with a teaching person.

Media:

Reading List:

Holtbrügge, D.; Welge, K.: Internationales Management: Theorien, Funktionen, Fallstudien, 2010.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04001, deutsch): Globalisierung und Digitalisierung als Herausforderung (Limited places) (Seminar, 4 SWS)

Friedl G [L], Reuter T, Ren J

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04002: Advanced Seminar Finance & Accounting: Challenges in Small and Medium-Sized Enterprises (SME) | Advanced Seminar Finance & Accounting: Herausforderungen in kleinen und mittelständischen Unternehmen (KMU)

Version of module description: Gültig ab winterterm 2018/19

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination in the seminar "Challenges in small- and medium-sized enterprises (SME)" consists of a seminar paper (about 20 pages, 65% of final grade) and a final presentation (about 60 minutes, 35% of final grade).

The students show their competence within the presentation, that they are able to elaborate on a specific topic in a clear, descriptive and comprehensible way.

In the following discussion, the students show their ability to address the questions and remarks of the audience competently.

The autonomous work on the seminar paper helps the students to research scientifically and to apply appropriate research methods based on theoretical concepts.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

Impact of small- and medium-sized enterprises in the macroeconomic context

Pros and cons of SMEs

Specialities of SMEs

Internal structure of SMEs

Transfer of big companies to SMEs

Special topics depending on a varying seminar focus

Development of a research question

Elaboration of a research design

Writing a scientific paper

Intended Learning Outcomes:

With the participation in this module, the students gain the ability to adapt concepts, known from large-sized companies, to the requirements and aims of small- and medium-sized enterprises. Furthermore, the students are able to write a scientific paper on their own. They gain knowledge for scientific research (search, selection, critical ratiocination) and they can expose with scientific positions. The students learn to develop a research question and the selection of an appropriate research design. Based on this, they develop scientific solution approaches.

They will be able to discuss different scientific positions and present their results to an audience with moderating and guiding the subsequent discussion.

Teaching and Learning Methods:

This module consists of one seminar on the challenges in small- and medium-sized enterprises (SME). The seminar starts with a kick-off meeting at the TU Munich, where students get a formal and contextual introduction. In addition a three day block seminar at an external location with guest speakers and the presentation of the final results by students will be held. After presenting the results, students answer questions from the audience and moderate the subsequent discussion. Participants also visit the convention of the Studiengesellschaft für Mittelstandsfragen (on a Saturday!) and can take part in the panel discussions. The exact dates can be found on the website.

During the writing process of the seminar paper, students are responsible to arrange meetings with the supervisor to adjust and guide the focus of the paper.

Media:

PowerPoint and slides

Reading List:

Bouncken, Ricarda B. (2003): Management von KMU und Gründungsunternehmen, Wiesbaden 2003.

Buchreihe: Hack, A., Calabro, A., Zellweger, T., Kellermanns, F. W., Frank, H.: Familienunternehmen und KMU.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04002, deutsch): Herausforderungen in kleinen und mittelständischen Unternehmen (KMU) und Handwerksbetrieben (Limited places) (Seminar, 4 SWS)

Friedl G [L], Bachner F, Blaschke M, Degmair M, Hoffmann A, Schatz M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04003: Advanced Seminar Finance & Accounting: Current transformation fields in the automotive industry | Advanced Seminar Finance & Accounting: Aktuelle Transformationsfelder in der Automobilindustrie

Version of module description: Gültig ab summerterm 2019

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 180	Contact Hours:

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Seminar thesis and presentation with focus on managing and increasing the efficiency of global value networks. In analysing the value network for an existing company, students apply the basic learnings of the lecture, transfer them to a new context and solve a real business problem with focus on opportunities and risks.

Weighting/Grade composition:

- 55% Seminar Thesis
- 35% Presentation
- 10% Project Plan

Repeat Examination:

Next semester

(Recommended) Prerequisites:

none

Content:

The course will cover the basics of the following topics, among others:

Sustainability in the automotive industry (supply chain, production, use phase)

Electromobility (drive systems, efficiency, high-voltage storage technology)

Digitalization (voice assistance, vehicle interaction)

Assistance systems and highly automated driving (driver assistance, highly automated driving, sensor technology, data-driven development)

Safety and registration laws

Product strategy (brand, customer, life cycles, derivatives, architecture and modular strategy)
Global value creation (global automotive market, value distribution, logistics, trade barriers, data networking)

Intended Learning Outcomes:

After participation in the course, students will be able to a) understand and evaluate transformation fields in the automotive industry b) apply concepts for managing global value networks c) evaluate the sustainability of a value network e) evaluate decision making in a business context (customer, sustainability, profitability) d) write and present an independent scientific paper

Teaching and Learning Methods:

- Lecture for teaching the theoretical background and contents, held by Oliver Zipse.
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

PowerPoint, Flipchart

Reading List:

- Winkelhake, U. (2017). Die digitale Transformation der Automobilindustrie: Treiber-Roadmap-Praxis. Springer-Verlag.
- Bormann, R., Fink, P., Holzapfel, H., Rammler, S., Sauter-Servaes, T., Tiemann, H., ... & Weirauch, B. (2018). Die Zukunft der Deutschen Automobilindustrie. Transformation by Disaster oder by Design.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04003, deutsch): Innovative Automobilproduktion (Limited places) (Seminar, 4 SWS)

Blaschke M [L], Zipse O, Schatz M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04004: Advanced Seminar Finance & Accounting: Challenges in the aviation industry | Advanced Seminar Finance & Accounting: Herausforderungen in der Luftfahrtindustrie

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Project plan, seminar thesis and presentation with focus on a specific project. Within this project, students analyze a specific aspect, evaluate possible solutions, derive action plans, and present strategies for implementation.

Weighting/Grade composition:

- 55% Seminar Thesis
- 35% Presentation
- 10% Project Plan

Repeat Examination:

Next semester / End of Semester

(Recommended) Prerequisites:

none

Content:

The seminar teaches the foundations of the following topics:

Business steering of airlines; concepts, tools and management methods in the aviation industry; Competitive landscape in the aviation industry; Product and customer strategy; Digitalization; Corporate Responsibility

Intended Learning Outcomes:

At the end of the module students are able to a) understand steering of global airlines and success factors of value creating business models in aviation b) evaluate innovation and sustainability management in the aviation industry c) write and present a scientific paper

Teaching and Learning Methods:

- Lecture for teaching the theoretical background and contents, held by Carsten Spohr, CEO Deutsche Lufthansa AG
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

PowerPoint, Flipchart

Reading List:

Hinsch/Olthoff - Impulsgeber Luftfahrt - Industrial Leadership durch luftfahrtsspezifische Aufbau- und Ablaufkonzepte; Hinsch - Industrielles Luftfahrtmanagement . Technik und Organisation luftfahrttechnischer Betriebe

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04004, deutsch): Herausforderungen in der Luftfahrtindustrie (Limited places) (Seminar, 4 SWS)

Friedl G [L], Spohr C, Al-Duri L, Beck J, Wimmer E

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04624: Management of Global Business Activities in Practise | Management weltweiter Geschäftsaktivitäten in der Praxis

Version of module description: Gültig ab winterterm 2018/19

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Die Prüfungsleistung wird in Form einer Klausur von 60 Minuten am Ende des Semesters erbracht. Die Klausur erlaubt die gezielte Abfrage zentraler Vorlesungsinhalte, z. B. der erlernten Managementkonzepte und -techniken (siehe „Lernergebnisse“). Der Schwerpunkt für die Studierenden ist dabei nicht, auswendig gelernte Inhalte wortgenau wiederzugeben, sondern ein allgemeines Verständnis für die Vorlesungsinhalte zu zeigen. Hilfsmittel, wie z. B. ein nicht-programmierbarer Taschenrechner, sind nicht zugelassen. Zum Zweck der optimalen Prüfungsvorbereitung wird den Studierenden ausdrücklich empfohlen, die vorlesungsbegleitende Literatur (siehe „Literatur“) zu lesen sowie zu allen Präsenzveranstaltungen zu erscheinen. Eine Vor- und Nachbereitung der in der Vorlesung besprochenen Praxisbeispiele wird ausdrücklich empfohlen.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

Es werden die wesentlichen Elemente des Managementprozesses für weltweite Aktivitäten aufgezeigt: Wie wird eine konsistente Strategie für viele, mitunter hundert und mehr Geschäftseinheiten in einer Vielzahl von Ländern erzeugt? Wie werden Marktanforderungen unterschiedlicher Länder mit der Nutzung unternehmensweiter Synergien in Einklang gebracht? Wie werden unternehmensgefährdende Entwicklungen in unterschiedlichsten Teilen der Welt frühzeitig erkannt? Wie werden unter Praxisbedingungen Maßnahmen so koordiniert, dass trotz unterschiedlichster und nicht selten konfliktärer Individualziele der Handelnden das Gesamtziel der Unternehmenswertsteigerung erreicht wird? U.v.m.

Überdies werden wesentliche Instrumente und Konzepte behandelt, mit Hilfe derer Handlungsbedarf für das Unternehmen frühzeitig erkannt werden kann (z. B. Benchmarking, Portfoliotechniken, Break-Even-Analyse, Source of Change). Weiter werden zentrale Ansätze zur Steigerung des Unternehmenswerts vorgestellt (Komplexitätsmanagement, Pricing, Redesign weltweiter Wertschöpfungsketten, Mergers & Acquisitions etc.). Schließlich wird behandelt und diskutiert, wie die Implementierung dieser unternehmenswertsteigernden Maßnahmen gesichert werden kann.

Die Perspektive des Moduls ist die eines General Managers. Im Fokus stehen damit die ganzheitliche Optimierung des Unternehmens, die Erarbeitung von Wettbewerbsvorteilen bzw. die nachhaltige Steigerung des Unternehmenswertes. Entsprechend wird sich auf solche Werkzeuge beschränkt, die eine große Wirkkraft aufweisen und diese im Praxiseinsatz bewiesen haben. Bei allen Themen stehen weniger „technische“ Details der Instrumente im Vordergrund, sondern ihre Integration in den Gesamtprozess und ihre Anwendung in der Unternehmenspraxis.

Intended Learning Outcomes:

Nach erfolgreicher Teilnahme an dem Modul können die Studierenden beschreiben, wie weltweit verteilte Konzernaktivitäten in der Praxis gesteuert werden. Weiterhin können die Studierenden die oben genannten Konzepte und Instrumente (z. B. Benchmarking, Portfoliotechniken, Break-Even-Analyse, Source of Change) in der Unternehmenspraxis anwenden, z. B. in Strategieabteilungen, Unternehmensberatungen und im Controlling. Die Studierenden können vor allem auch verschiedene Managementkonzepte und -techniken hinsichtlich Ihrer Eignung für die Steuerung weltweiter Geschäftsaktivitäten in der Praxis kritisch hinterfragen und bewerten. Sie sind in der Lage, Problemstellungen aus der Unternehmenspraxis gesamtheitlich zu analysieren und haben dabei einen Gesamtblick auf das entsprechende Unternehmen.

Teaching and Learning Methods:

Das Modul besteht aus einem Seminar. In dem Seminar werden die Inhalte in einer mündlichen Präsentation mit Hilfe von Folien vorgetragen. Die gelernten Inhalte werden anhand von Praxisbeispielen mit den Studierenden diskutiert. Die Interaktion zwischen der Lehrperson und den Studierenden steht im Vordergrund. Als begleitendes Lernmaterial steht ein Lehrbuch zur Verfügung anhand derer bestimmte Inhalte vertieft und wiederholt werden können.

Media:

Reading List:

Rathnow, Peter (2014): Internationales Management -Praxiserprobte Instrumente für den General Manager, 2. Auflage, Oldenbourg 2014.

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Management weltweiter Geschäftsaktivitäten in der Praxis (WIB04624, deutsch) (Limited places)
(Seminar, 2 SWS)

Rathnow P, Neumann C

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04745: Advanced Seminar Finance & Accounting: Case Study Seminar | Advanced Seminar Finance & Accounting: Case Study Seminar

Version of module description: Gültig ab winterterm 2015/16

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 140	Contact Hours: 40

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination is a project work and consists of three parts:

1. presentations of solutions to given cases per business partners (5 business partners, 10-15 Minutes) (20%);
2. presentation of a case developed by students themselves (ca. 30 minutes) (40%);
3. written case of the own case study of the 2nd part including a template solution (ca. 15 pages) (40%).

In these three parts, students work in varying teams of 2 - 5 students.

The presentations of solutions to cases at the business partners asses, whether students are able to perform hyotheses-based approaches to solve problems efficiently under time and information constraints and to present their solutions precisely. The presentation of their own case is in front of the class and a relevant external business partner. It asseses whether students can apply academic knowledge and business judgement to find adequate solutions to real business problems. Furthermore, students show their communication skills in class and in front of the external industry experts. The written case asseses, whether students are able to structure and analyse a real business problem and apply skills to develop the case solution.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

BSc. bereits absolviert

Content:

The content of the seminar is the preparation of a case study as well as the processing of five case studies at selected companies.

The students identify a real, relevant, current problem and create an economic case study on the basis of this problem, consisting of problem formulation and case solution. Depending on the problem, Discounted Cash Flow (DCF), Multiple-Valuation, Present Value (NPV) calculations, simulations or market volume estimations are applied. Strategic recommendations for action are derived from the results.

The case study and its implications are presented and discussed in the group and, possibly, in front of industry experts.

During the course, students will also work on five case studies at selected companies. Depending on the problem, the methods mentioned above will be used and the proposed solutions discussed with company representatives.

Intended Learning Outcomes:

The course conveys skills to develop solutions to specific problems in real world business cases.

After successfully taking the module, students are able to:

- (1) apply academic knowledge and skills to analyse and solve relevant business problems,
- (2) perform a hypotheses-based approach to solve problems efficiently,
- (3) develop appropriate solutions to industry specific problems, and
- (4) communicate and discuss solutions in spoken and written language.

Teaching and Learning Methods:

The course combines different learning methods: (1) presentations by the instructor to brush up and deepen the participants' knowledge on approaches to solve case studies; (2) presentations and written cases by the participants to document and communicate the problem and their solution; (3) coaching for the participants by industry experts to convey business relevant skills to them and to facilitate the academic knowledge transfer.

Media:

Presentations, Flip Charts, Case Studies, Scientific Papers

Reading List:

Naumes, William / Naumes, Margaret J. (2006): The Art & Craft of Case Writing, 2. edition, Armonk 2006.

Responsible for Module:

Gunther Friedl (gunther.friedl@tum.de)

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04745, englisch): Case Study Seminar (Limited places) (Seminar, 4 SWS)

Friedl G [L], Biagosch A, Höfer T, Ren J, Westphal S, Wimmer E

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04745_3: Advanced Seminar Finance & Accounting: Audit | Advanced Seminar Finance & Accounting: Wirtschaftsprüfung

Version of module description: Gültig ab winterterm 2015/16

Module Level: Master	Language: German/English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a written seminar paper and a final presentation. The paper serves primarily to assess whether students are able to structure and analyse a scientific question and adapt and apply adequate scientific methods for its solution based on previous literature. The presentation serves primarily to assess the students' communication skills to present and discuss a specific topic with their solutions on a comprehensive and systematic level. The weighting is 70% seminar paper and 30% presentation.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

BSc. in the area of accounting and finance.

Content:

The chair of Financial Accounting offers "Advanced Seminars in Finance & Accounting", which can cover current research issues, as well as seminars in cooperation with companies covering relevant topics for practice. The main topic of each individual seminar will be announced at the beginning of the semester and can change from semester to semester. Topics will be chosen from the area of auditing, accounting, and (non-financial) reporting; topics of past seminars have been, e.g., Non-financial (group) statement in accordance with HGB.

Intended Learning Outcomes:

At the end of the module, students will have thorough knowledge of the topics covered in the seminar. Students are able to comprehensively solve a scientific question or question oriented toward a scientific application using adequate research methods. They can structure and analyse a given problem, adapt and apply scientific methods to solve the problem based on prior literature,

and evaluate their solutions. Furthermore, students are able to present and discuss their results on a comprehensive and systematic level.

Teaching and Learning Methods:

Seminars typically have the following structure: Primarily there is an introduction to the seminar topic and to the process of creating a scientific dissertation. Students additionally learn, how to present results effectively. Subsequently, the seminar topics are assigned to students or student groups. After the introduction, students work on their own seminar topic. During this phase, regular discussions with the lecturer are scheduled. Finally, students present the results of their seminar paper in class and discuss the other students' presentations. The seminar is completed with feedback from the lecturer on the seminar paper, the presentation, and the participation in class.

Media:

Präsentations, Case Studies, Discussions

Reading List:

Kai-Uwe Marten/Reiner Quick/Klaus Ruhnke, Wirtschaftsprüfung: Grundlagen des betriebswirtschaftlichen Prüfungswesens nach nationalen und internationalen Normen, 2020.

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04745_3, deutsch): Wirtschaftsprüfung (Limited places) (Seminar, 4 SWS)

Grottel B [L], Grottel B, Müller F

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04745_4: Advanced Seminar Finance & Accounting: Corporate Valuation - Theory and Practice | Advanced Seminar Finance & Accounting: Corporate Valuation - Theory and Practice

Version of module description: Gültig ab winterterm 2015/16

Module Level: Master	Language: German/English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a written seminar paper (ca. 15 pages per person) and a final presentation (ca. 15 minutes per person). The paper serves primarily to assess whether students are able to structure and analyse a scientific question and adapt and apply adequate scientific methods for its solution based on previous literature. The presentation serves primarily to assess the students' communication skills to present and discuss a specific topic with their solutions on a comprehensive and systematic level.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

BSc. in the area of accounting and finance.

Content:

The chair of Management Accounting offers "Advanced Seminars in Finance & Accounting", which can cover current research issues, as well as seminars in cooperation with companies covering relevant topics for practice. The main topic of each individual seminar will be announced at the beginning of the semester and can change from semester to semester. Topics will be chosen from the area of controlling/management accounting; topics of past seminars have been, e.g., corporate valuation and management accounting in family firms.

Intended Learning Outcomes:

At the end of the module, students will have thorough knowledge of the topics covered in the seminar. Students are able to comprehensively solve a scientific question or question oriented toward a scientific application using adequate research methods. They can structure and analyse

a given problem, adapt and apply scientific methods to solve the problem based on prior literature, and evaluate their solutions. Furthermore, students are able to present and discuss their results on a comprehensive and systematic level.

Teaching and Learning Methods:

Seminars typically have the following structure: Primarily there is an introduction to the seminar topic and to the process of creating a scientific dissertation. Students additionally learn, how to present results effectively. Subsequently, the seminar topics are assigned to students or student groups. After the introduction, students work on their own seminar topic. During this phase, regular discussions with the lecturer are scheduled. Finally, students present the results of their seminar paper in class and discuss the other students' presentations. The seminar is completed with feedback from the lecturer on the seminar paper, the presentation, and the participation in class.

Media:

Präsentations, Case Studies, Discussions

Reading List:

Will be announced in the first lecture

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB04745_4, englisch): Corporate Valuation – Theory and Practice (Limited places) (Seminar, 4 SWS)

Friedl G [L], Frank M, Gamarra Y

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB04963: Strategic Management - Challenges in the Commercial Vehicle Industry | Herausforderungen in der Nutzfahrzeugindustrie

Version of module description: Gültig ab winterterm 2015/16

Module Level: Master	Language: German/English	Duration: one semester	Frequency: winter/summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a written exam (60 minutes) with open questions. The exam serves to assess whether students (1) understand causes and the relevance of problems faced by firms in practice, (2) are able to compare and evaluate different approaches for solving these problems, and (3) can apply basic concepts and theories to solve these problems. There are no aids permitted in the exam.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Specialization/ Major in Finance & Accounting

Content:

The chair for Management Accounting offers different courses for "Advanced Topics in Finance & Accounting" which are mainly offered in cooperation with companies or guest lecturers with a long standing experience in management positions. The courses cover problems and questions which are highly relevant in practice. Topics of each individual course will be announced at the beginning of the semester and can change from semester to semester.

Intended Learning Outcomes:

At the end of the module, students will have thorough knowledge of the topics covered by the chosen seminar. Students understand daily challenges of firms, the relevance as well as causes of problems faced by firms in practice. They are able to apply basic concepts and theories in practice to solve these problems and to compare and evaluate different approaches for solving these problems. These concepts and theories consider processes and analyses of the firm as well as increases in firm value.

Teaching and Learning Methods:

Experienced lectures discuss practical topics and challenges. They provide basic theories that help to overcome these challenges. Presentations based on PowerPoint and further lecture note help for the understanding.

Media:

Presentations, lecture notes, discussions

Reading List:

Will be announced in the first lecture

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Herausforderungen in der Nutzfahrzeugindustrie (WIB04963, deutsch) (Limited places) (Seminar, 2 SWS)

Renschler A, Fohrer V

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB06771: Advanced Seminar Finance & Accounting: Cases in Finance | Advanced Seminar Finance & Accounting: Cases in Finance

Cases in Finance (WS); Theory in Finance (SS)

Version of module description: Gültig ab winterterm 2018/19

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The certificate of achievement is accomplished by the presentation of the own case solution (verbal, 40%), the discussion of another group's case solution (verbal, 10%), and the written report (50%). In the presentation, the focus lies on the structure and content of the presented case solution. In the discussion, students must challenge the case solution of another group. In the written report, students have to apply finance theory to practical issues. Hereby, a crucial point is to address the feedback of the presentation and discussion.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

None

Content:

This module enables students to apply finance theories and valuation methods to real questions and issues. By trying to get to the bottom of the own case study and the critical discussion of other case studies which are presented by the other teams, the seminar allows students to get in-depth knowledge of the following areas:

- Company valuation with regard to different industries and different stages of the life cycle of a company
- Company valuation in the context of Initial Public Offerings and Mergers & Acquisitions
- Problems with valuing a start-up
- Mastering crises within a firm
- Importance of the capital structure, in particular in the context of leveraged buyouts
- Long-term strategic focus of a company

- Potential synergies in mergers
- Assessment of different risk factors
- Project financing

Intended Learning Outcomes:

After completion of the module students will be able to (1) identify challenges of real-word financial cases. Moreover, they will be able to (2) operate with financial databases and carry out company valuations, event studies as well as hedging strategies. Based on these skills, students will be able to (3) analyze financial cases, (4) evaluate management decisions and (5) develop own recommendations for action. The module comprises scientific work methods and provides a direct preparation for the final thesis.

Teaching and Learning Methods:

Students are encouraged to study the literature, they are shown how to find and work with data as well as to be concerned with related topics in an initial kick-off meeting. The case study seminar is conducted as team work where specific issues are solved and discussed, at the theory seminar, students question research papers and present their findings to the group.

Media:

Books, case descriptions, academic papers, presentation slides

Reading List:

- Koller et al. (2005). Valuation – Measuring and Managing the Value of Companies. John Wiley & Sons.
- Understanding Asset Prices: Scientific Background zum Nobelpreis 2013 (<https://www.nobelprize.org/uploads/2018/06/advanced-economicsciences2013-1.pdf>)

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB06771, englisch): Cases in Finance (Limited places) (Seminar, 4 SWS)

Kaserer C [L], Bedenbecker T, Chen M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB101007: Advanced Topics in Finance & Accounting | Advanced Topics in Finance & Accounting

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: German/English	Duration: one semester	Frequency: winter/summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

A performance record is acquired by a written exam (duration: 60 minutes). For the written exam approaches to digital transformation, current technological developments and processes for the digital transformation of business models will be relevant. Terminology will be checked in the exam with multiple choice questions and open questions, which will require students to apply their learning outcomes from the guest lectures. The presentation and discussion topics between students and speakers will be the basis for the examination questions. Students are only permitted to use a pen, ruler and protractor during the exam.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Advanced understanding of accounting and finance.

Content:

The chair of Managerial Accounting/Control, the chair of Financial Management and Capital Markets and the endowed chair in Entrepreneurial Finance offer different courses within this module. Topics of each individual course will be announced by the chairs. Further information will be available on the homepage of each chair.

Possible topics:

- Industrie 4.0
- Digitalization
- Transformation of business models
- Technology development
- Strategy development

- Process design
- Quality and IT-security
- Market development

Intended Learning Outcomes:

At the end of the module, students are able to identify and classify different approaches of digital transformation in different companies from large international corporations to medium sized enterprises in different sectors.

At the end of the module, students can evaluate successful business model transformations and compare them with other business model transformations.

At the end of the module, students are able to describe technological developments and assess their potential for the development of new business models.

At the end of the module, students can assess the market with regard to digital business models.

At the end of the module, students can design processes for the digital transformations of business models.

Teaching and Learning Methods:

The topics of the module are facilitated through lectures and presentations of guest lecturers from different industry branches. Students are encouraged to study literature of recent topics and deal with problems of concrete examples in teamwork.

Media:

Lecture notes, presentation, case studies, discussion.

Reading List:

The literature of the module will be available on the website of the chair at the beginning of the semester (<http://www.bwl.wi.tum.de>).

Responsible for Module:

Wildemann, Horst; Prof. Dr. Dr. h.c. mult.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Topics in Finance & Accounting (WIB101007, deutsch): Perspektiven für Wachstum und Wandel (Vorlesung, 2 SWS)

Wildemann H [L], Helmets J, Jenssch J, Müller F, Wildemann H

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB23001: Advanced Seminar Finance & Accounting: Führung von Familienunternehmen | Advanced Seminar Finance & Accounting: Führung von Familienunternehmen

Leading family firms

Version of module description: Gültig ab winterterm 2010/11

Module Level: Master	Language: German	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on a seminar paper (15 pages, 60%) and the presentation (25 minutes, 40%) of the respective paper. The seminar paper will be written in teams, whereas single parts have to be assigned to single students. The seminar paper as well as the class participation should show the student's acquired knowledge about the respective seminar topic. Furthermore, they should reveal whether the students managed to critically analyze the key aspects regarding their seminar topic. By presenting their findings in front of the class, students proof that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Working knowledge of the mandatory basic business courses

Content:

To gather insights into challenges and problems of family firms, students work on case studies covering the main aspects of running a family firm. With the cases, students accompany a fictitious family from the beginning of their small convenience goods venture in the early 1950s to the successful retail chain it became nowadays. The family had to face several challenges within their ventures' history. Succession Plan, Leadership issues, Financing of growth, international management, philanthropic engagement, just to name a few, are topics of the cases.

Intended Learning Outcomes:

After completing this module, students will have an advanced knowledge of the seminar's core topic. In particular, they will be able to write a seminar paper in an academic way, compile a literature review, and structure their work. Furthermore, students will also be able to present their results, answer related questions, and to lead a discussion. During the case studies, students learn methods to solve business cases with a focus on family firms. During the seminar, students will become familiar with cutting-edge empirical research in the field of family firms.

After attending the module students are able to analyze and evaluate basic principles of management. They can deduct recommendations and develop company-specific decisions in management. Furthermore students know how to assess pros and cons regarding the applicability and impacts on corporate management.

Teaching and Learning Methods:

The module is offered as a seminar.

- working with academic papers
- writing a seminar paper
- presenting own research
- working with Case studies

Media:

Books, case descriptions, academic papers, presentation slides

Reading List:

- Koeberle-Schmid, A., Grottel, B. (Hrsg.)(2013): Führung von Familienunternehmen. Ein Praxis-Leitfaden für Unternehmen und Familie, Erich Schmidt Verlag

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB23001, deutsch): Führung von Familienunternehmen (Limited places) (Seminar, 4 SWS)

Toporova N, Mohnen A, Klaiber C, Grottel B, Ege V

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB23002: Advanced Seminar Finance & Accounting: Sustainability Management in Corporations | Advanced Seminar Finance & Accounting: Sustainability Management in Corporations

Sustainability Management in Corporations

Version of module description: Gültig ab summerterm 2016

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The final grading is based on a research paper (11-13 pages). The research paper consists of a written draft of an own topic and of an own referee report (60%). Furthermore students are asked to present (20 minutes + 10 minutes discussion) their research paper in front of the class (40%). The research paper will be written in teams, whereas single parts have to be assigned to single students. The seminar paper should reveal the student's acquired knowledge about the respective seminar topic. Furthermore, the students should critically analyze the key aspects regarding their seminar topic. By presenting their findings in front of the class, students proof that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings. Writing a referee report shall enable the students to evaluate other seminar papers and by that better analyze their own scientific writing.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Working knowledge of the mandatory basic business courses

Content:

The module offers participants an overview of current issues about sustainability and gives them the opportunity to examine one topic in more detail. The module may serve as a starting point for further research, but also prepares participants for issues they are likely to face in their professional lives. Emphasis is put on sustainability performance measures, incentive systems, cultural differences and trends interacting with sustainability.

Intended Learning Outcomes:

After completing this module, students will have an advanced knowledge of the seminar's core topic. In particular, they will be able to write a seminar paper in an academic way, compile a literature review, and structure their work. Furthermore, students will be able to present their results, answer related questions, and to lead a discussion. Besides, the participants will be enabled to objectively analyze other seminar papers.

After attending the module students are able to analyze and evaluate basic principles of management. They can deduct recommendations and develop company-specific decisions in management. Furthermore students know how to assess pros and cons regarding the applicability and impacts on corporate management.

Teaching and Learning Methods:

The module is offered as a seminar.

- working with academic papers
- writing a seminar paper
- presenting own research
- evaluation of other participants' seminar papers and presentations

Media:

Books, case descriptions, academic papers, presentation slides

Reading List:

- Heinrichs, H., Martens, P. Michelsen, G., Wiek, A. (Eds.)(2016): Sustainability Science: An Introduction. Hamburg: Springer

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB23002, englisch): Sustainability Management in Corporations (limited places) (Seminar, 4 SWS)

Pöppl A, Mohnen A, Burkhardt R

For further information in this module, please click campus.tum.de or [here](#).

Module Description

WIB23005: Advanced Seminar Finance & Accounting: Behavioral and Experimental Economics | Advanced Seminar Finance & Accounting: Behavioral and Experimental Economics

Behavioral & Experimental Economics

Version of module description: Gültig ab summerterm 2017

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The final grading is based on a research paper (60%) including a presentation (40%). The research paper (11-13 pages) is a written draft of a topic. The research paper will be written in teams, whereas single parts have to be assigned to single team members. By writing the research paper in teams, students demonstrate their ability within a team to manage resources, and deadlines through timely submission of the enumerated tasks. Students demonstrate that they are able to complete the tasks of their project in a team environment.

The research paper reveals the student's acquired abilities in identifying a reasonable and relevant research question in behavioral economics. Moreover, the research paper reveals the student's ability to develop research designs and analytical methods to examine the identified research question. Students show that they are able to interpret and to communicate the results.

Furthermore students are asked to present (20 minutes + 10 minutes discussion) their research paper in front of the class. By presenting their findings in front of the class, students proof that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Working knowledge of the mandatory basic business courses

Content:

The module offers participants an overview of current issues in behavioral economics and gives them the opportunity to examine one topic in more detail. The module may serve as starting

point for further research, but also prepares participants for issues they are likely to face in their professional lives. Emphasis is put on aspects of experimental economics, social preferences, nudging, herding, and further phenomena of behavioral economics.

Intended Learning Outcomes:

After completing this module, students have an advanced knowledge of the module's core topic. They are able to identify theoretical and practical research questions and to develop research designs and analytical methods to examine the identified research question. In this context, they will compile a literature research and structure their work. Moreover, they are able to interpret and communicate the identified outcomes in an academically suitable way. Besides, the participants will be enabled to objectively analyze other seminar papers. They recognize potential conflicts in working together as a team and they reflect upon these considering varying conditions. They are able to integrate involved persons into the various tasks considering the group situation. Students are able to prepare a certain topic within a given time frame and to present it in clear and comprehensible manner to an audience. They can react and respond to questions and suggestions relating to their subject area brought up by the audience during a discussion.

Teaching and Learning Methods:

This module is a seminar. Students will read, discuss and work with academic research papers. In the course of the module students will write a research paper and present their findings in class. In interactive discussions students react to questions and comments of their classmates. In this interactive seminar atmosphere students get a detailed insight to topics of behavioral economics.

Media:

Books, case descriptions, academic papers, presentation slides

Reading List:

Gneezy, U., & Rustichini, A. (2000). Pay enough or don't pay at all. *The Quarterly Journal of Economics*, 115(3), 791-810.

Frey, B. S., & Oberholzer-Gee, F. (1997). The cost of price incentives: An empirical analysis of motivation crowding-out. *The American economic review*, 87(4), 746-755.

Gneezy, U., & Rustichini, A. (2000). A fine is a price. *The Journal of Legal Studies*, 29(1), 1-17.

Ariely, D., Bracha, A., & Meier, S. (2009). Doing good or doing well? Image motivation and monetary incentives in behaving prosocially. *American Economic Review*, 99(1), 544-55.

Falk, A., & Fischbacher, U. (2006). A theory of reciprocity. *Games and economic behavior*, 54(2), 293-315.

Camerer, C., Babcock, L., Loewenstein, G., & Thaler, R. (1997). Labor supply of New York City cabdrivers: One day at a time. *The Quarterly Journal of Economics*, 112(2), 407-441.

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB23006: Advanced Seminar Finance & Accounting: Strategy Planning and Steering | Advanced Seminar Finance & Accounting: Strategy Planning and Steering

Strategy Planning & Steering

Version of module description: Gültig ab winterterm 2016/17

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on a seminar paper (max. 16 pages, 40%) and the presentations (10 minutes + 15 minutes discussion, 60%) of the elaborated case studies. The seminar paper should reveal the student's acquired knowledge about the respective seminar topic. Furthermore, the students should critically analyze the key aspects regarding their seminar topic. By presenting their findings in front of the class, students proof that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings. The paper and the presentations will be processed in teams of 3-4 students, whereas the individual part of each student has to be clearly identifiable.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Working knowledge of the mandatory basic business courses

Content:

The module offers participants insights into the interaction of strategy, planning and steering processes and gives them the opportunity to examine one topic in more detail. Emphasis is put on the transfer and the adaptation of different models and philosophies onto specific industries and companies. The module may serve as a starting point for further research, but also prepares participants for issues they are likely to face in their professional lives. Goal of the module is to develop a strategy plan and a business model for a company as well as a steering tool.

Intended Learning Outcomes:

After completing this module, students will have an advanced knowledge of the module's core topic. In particular, they will be able to write a seminar paper in an academic way, compile a literature review, and structure their work. Furthermore, students will be able to present their results, answer related questions, and to lead a discussion.

Teaching and Learning Methods:

This module is a seminar.

- working with Case studies
- working with academic papers

Media:

Books, case descriptions, academic papers, presentation slides

Reading List:

- Müller-Stewens, G., Lechner, C.(2005): Strategisches Management. Wie strategische Initiativen zu Wandel führen, 3. Auflage, Stuttgart: Schäffer-Poeschel Verlag
- Ku#nzel, H. (2016). Erfolgsfaktor Performance Management: Leistungsbereitschaft einer aufgekla#rten Generation. Berlin: Springer Gabler

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB23006, deutsch): Strategy Planning & Steering
(Limited places) (Seminar, 4 SWS)

Stäglich J (Mitterer N), Schleif S, Mohnen A

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB23007: Advanced Seminar Finance & Accounting: Scientific Writing | Advanced Seminar Finance & Accounting: Scientific Writing

Version of module description: Gültig ab summerterm 2018

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on the performance in one written term paper (around 12 pages, 60%) and an oral presentation about the topic of the term paper (40%). The examination requirements will measure the student's ability to apply concepts, theories and methods within the field of scientific writing. Moreover, the elaboration of a term paper and a presentation encourages the student to reproduce, analyze and evaluate theoretical knowledge about the student's respective topic. The module is only considered passed if all parts were passed. The module can only be repeated as a whole.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic knowledge in international business and management

Content:

Key issues in the areas of corporate management as well as advanced scientific skills (literature research, data analysis, etc.) will be elaborated. In detail, this implies the following aspects:

- Philosophy of science and ethics of scientific work
- Research process and methods
- Scientific writing and citing techniques
- Discussion of research paper

Intended Learning Outcomes:

After successful completion of this module, students understand research and are able to produce research paper themselves. In detail, students are able to explain methods and concepts of qualitative and quantitative research and have the ability to apply research methods themselves.

Furthermore, students are able to identify relevant literature, structure their topic and produce written documents according to scientific standards.

Teaching and Learning Methods:

In the interactive seminar, important concepts, approaches, theories, and empirical studies are introduced and discussed. In doing so, students are encouraged to engage in discussions as well as students presentations in order to deepen the course content and to transfer the acquired theories and methods. The results of the individual term paper and presentations will be critically discussed with the students. Moreover, the (self)-study of literature is part of the module.

Media:

Slides (available via download)

International scientific literature (English)

Reading List:

- Evans, D., Gruba, P., Zobel, J. 2014. How to Write a Better Thesis. Springer: Cham, Heidelberg, New York, Dordrecht, London.
- Minto, B. 1987. The Pyramid Principle: Logic in Writing and Thinking. Minto International Inc.: USA.
- Honig, B., Lampel, J., Siegel, D., Drnevich, P. 2014. Ethics in the Production and Dissemination of Management Research: Institutional Failure or Individual Fallibility? *Journal of Management Studies*, 51(1): 118-142.

Responsible for Module:

Professor Dr. Alwine Mohnen

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB23007, englisch): Scientific Writing (Limited places)
(Seminar, 4 SWS)

Colen S, Mohnen A, Schleif S, Kober K

For further information in this module, please click campus.tum.de or [here](#).

Module Description

WIB301102: Advanced Seminar Finance & Accounting: Current challenges of modern financial and sustainability reporting | Advanced Seminar Finance & Accounting: Aktuelle Herausforderungen einer modernen Finanz- und Nachhaltigkeitsberichterstattung

Version of module description: Gültig ab summerterm 2024

Module Level: Master	Language: German	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Students have to write a seminar paper to show that they are able to conduct research on an individual topic and write a scientific paper on their own. They also have to give a talk to demonstrate their presentation skills. In the seminar paper and the talk, the ability to evaluate different aspects of sustainability reporting, financial accounting, and auditing & governance are assessed. The weighting of the grades is 70% seminar paper and 30% presentation. More detailed information is provided on the homepage of the department of finance and accounting.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic knowledge in finance and accounting

Content:

This module teaches in-depth knowledge of scientific work. Students also have the opportunity to perfect their presentation technique. Problems in the areas of financial accounting, sustainability reporting and auditing & governance are dealt with.

Intended Learning Outcomes:

After successfully completing the module, students will be able to analyze and critically discuss current developments in the field of sustainability reporting (e.g. CSRD, ESRS, GRI, etc.) as well as national (HGB) and international (IFRS, US-GAAP) accounting. In addition, students are able to evaluate and present current innovations in the field of reporting from different perspectives. This

learning outcome is achieved through the independent preparation of an academic paper and a presentation of the results.

Teaching and Learning Methods:

This module is a seminar. In this seminar students are going to deepen their knowledge in scientific working methods and are going to critically assess specific topics in sustainability reporting, financial accounting, and auditing & governance. Presentations and discussions among participants of the seminar are going to provide a better understanding of the content of the seminar. To some extent, the topics of the seminar are going to be assessed and discussed in groups.

Media:

Power-Point slides

Reading List:

Adolf G. Coenenberg / Axel Haller / Wolfgang Schultze, Jahresabschluss und Jahresabschlussanalyse: Betriebswirtschaftliche, handelsrechtliche, steuerrechtliche und internationale Grundlagen – HGB, IAS/ IFRS, US-GAAP, DRS, 25. Auflage, 2018.

Bernhard Pellens / Rolf Uwe Fülbier / Joachim Gassen, Internationale Rechnungslegung: IFRS 1 bis 16, IAS 1 bis 41, IFRIC-Interpretationen, Standardentwürfe, 10. Auflage, 2017

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB301102, deutsch): Aktuelle Herausforderungen einer modernen Finanz- und Nachhaltigkeitsberichterstattung (Limited places) (Seminar, 4 SWS)
Ernstberger J [L], Cuzic M, Hertl I

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB301103: Advanced Seminar Finance & Accounting: Finance & IT | Advanced Seminar Finance & Accounting: Finance & IT

Version of module description: Gültig ab summerterm 2015

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Students have to write a seminar paper to show that they are able to conduct research on an individual topic and write a scientific paper on their own. They also have to give a talk to demonstrate their presentation skills. In the seminar paper and the talk, the ability to evaluate different aspects of finance and IT are assessed. The weighting is 70% seminar paper and 30% presentation. More detailed information are provided on the homepage of the department of finance and accounting.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic knowledge in finance and accounting

Content:

In this seminar, students gain experience in writing a scientific paper and/or in discussing case studies. They also hone their presentation skills. Key topics of the seminar may include:

- complex and interdisciplinary issues in finance/investment
- complex and interdisciplinary issues in financial accounting
- complex and interdisciplinary issues in management accounting
- complex and interdisciplinary issues in private equity/family firms

Intended Learning Outcomes:

Upon successful completion of this module students will be able to evaluate the main insights and complex issues in finance and accounting which is achieved by their individual research work. Students will be able to evaluate the advantages and drawbacks of new developments in finance

and accounting. In addition, students will be able to write scientific papers on their own and will be able to present their results.

Teaching and Learning Methods:

This module is a seminar. In this seminar students are going to deepen their knowledge in scientific working methods and are going to critically assess specific topics in the field of financial accounting. Presentations and discussions among participants of the seminar are going to provide a better understanding of the content of the seminar. To some extent, the topics of the seminar are going to be assessed and discussed in groups.

Media:

Power-Point slides

Reading List:

Carl Benedikt Frey / Michael A. Osborne (2017), The future of employment. How susceptible are jobs to computerisation?, *Technological Forecasting and Social Change* 114, 254–280.

Philipp Clemens Richter / Rolf Brühl (2017), Shared service center research. A review of the past, present, and future. *European Management Journal* 35 (1), 26–38.

Mary Lacity / Leslie Willcocks (2016), Robotic Process Automation: The Next Transformation Lever for Shared Services. The Outsourcing Unit, Available online at <http://www.umsl.edu/~lacitym/OUWP1601.pdf>.

Shermin Voshmgir (2019), Token Economy: How Blockchains and Smart Contracts Revolutionize the Economy, BlockchainHub Berlin

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB301105: Advanced Seminar Finance & Accounting: Corporate Governance | Advanced Seminar Finance & Accounting: Corporate Governance

Version of module description: Gültig ab summerterm 2015

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Students have to write a seminar paper to show that they are able to conduct research on an individual topic and write a scientific paper on their own. They also have to give a talk to demonstrate their presentation skills. In the seminar paper and the talk, the ability to evaluate different aspects of corporate governance are assessed. The weighting of the grades is 70% seminar paper and 30% presentation. More detailed information are provided on the websites of the faculty of the department.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic knowledge in finance and accounting

Content:

In this module, students gain experience in writing a scientific paper and/or in discussing case studies. They also hone their presentation skills. Key topics of the seminar may include:

- complex and interdisciplinary issues in finance/investment
- complex and interdisciplinary issues in financial accounting
- complex and interdisciplinary issues in management accounting
- complex and interdisciplinary issues in private equity/family firms

Intended Learning Outcomes:

Upon successful completion of this module students will be able to evaluate the main insights and complex issues in finance and accounting which is achieved by their individual research work. Students will be able to evaluate the advantages and drawbacks of new developments in finance

and accounting. In addition, students will be able to write scientific papers on their own and will be able to present their results.

Teaching and Learning Methods:

This module is a seminar. In this seminar students are going to deepen their knowledge in scientific working methods and are going to critically assess specific topics in the field of financial accounting. Presentations and discussions among participants of the seminar are going to provide a better understanding of the content of the seminar. To some extent, the topics of the seminar are going to be assessed and discussed in groups.

Media:

Power-Point slides

Reading List:

Steen Thomsen / Martin Conyon, Corporate Governance: Mechanisms and Systems, 2012.

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB301105, deutsch): Corporate Governance (Limited places) (Seminar, 4 SWS)

Stich M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB33001: Advanced Seminar Finance & Accounting: Current Issues in Entrepreneurial Finance II | Advanced Seminar Finance & Accounting: Current Issues in Entrepreneurial Finance II

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 150	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on a written seminar paper, whereas the results and conclusions of the seminar paper need to be presented (20 min.) in front of the class. The seminar paper as well as the presentation in front of the seminar participants should prove the student's acquired knowledge about the respective research topic. Furthermore, the seminar paper and the related presentation should show whether the student managed to critically analyze the key aspects regarding their research question. By presenting their findings in front of the class, students prove that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Knowledge from the mandatory modules in business administration.

Content:

All Finance & Accounting chairs offer various seminars each semester. There are theory seminars on current issues in finance and accounting as well as seminars which are held in cooperation with companies and tackle practice-related topics. The focus of the seminars changes every semester according to the offering chair.

Intended Learning Outcomes:

After successful participation of the module students will have gained in-depth knowledge on the tackled focus of the module. Students will also be able to write a scientific research paper, procure relevant literature and structure a topic. Additionally, students will be able to present their

research findings in front of seminar participants, answer their questions and moderate a following discussion.

Teaching and Learning Methods:

The module consists of one introductory lecture, a scientific writing lecture, individual feedback sessions as well as the preparation and presentation of a seminar paper.

Media:

Slides, books, scientific papers.

Reading List:

Relevant literature will be selected and communicated specifically for each seminar by the chair.

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WIB33001, englisch): Current Issues in Entrepreneurial Finance II (Limited places) (Seminar, 4 SWS)

Braun R [L], Schneider A

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB33002: Venture Capital Lab | Venture Capital Lab

Version of module description: Gültig ab summerterm 2025

Module Level: Master	Language: German/English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 160	Contact Hours: 20

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The primary goal of the course is to develop a business plan for a real start-up. The final assignment is to compile a report that covers all the necessary information on the startup as well as a comprehensive financial model. Moreover, your task is to create a pitch deck and prepare the start-up team to conduct a pitch to a venture capital investor.

The grade will be based on two main components, the business plan (60%) and the pitch (40%).

- Business plan: 20 (+/-2) pages (Word) + Financial model (XLS)
- Pitch: Pitch deck with maximum 10 slides (PPT) + preparation of startup team for presentation

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic knowledge in finance and/or entrepreneurship

Content:

This course offers students a hands-on opportunity to collaborate with real (deep tech) startups while gaining in-depth knowledge of venture capital (VC) and startup financing. In particular, the following aspects will be addressed in detail:

- Business plan development for startups
- Market analysis, competitive positioning, and financial modeling
- Preparation support for startup teams to pitching effectively to investors
- Understanding how venture capitalists evaluate startups and make investment decisions.

Intended Learning Outcomes:

After the course, students will

- have a better understanding of entrepreneurial firms' success factors and tools to realistically quantify their potential (for profit)

- know how to prepare a structured business plan including a comprehensive financial model
- be able to create an effective pitch to investors (e.g., venture capital firms)
- develop teamwork, and communication skills.

Teaching and Learning Methods:

Lectures, presentations and group works will be used as appropriate throughout the course.

Media:

Handbooks, presentations, papers, slides, excel

Reading List:

Alemany, L., & Andreoli, J. J. (Eds.). (2018). *Entrepreneurial finance: the art and science of growing ventures*. Cambridge University Press.

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

Venture Capital Lab: Investor Readiness Module (WIB33002, englisch) (Limited places) (Seminar, 4 SWS)

Braun R [L], Barth S, Kapelari D

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WIB33003: Advanced Seminar Finance & Accounting: Private Equity Case Study Seminar | Advanced Seminar Finance & Accounting: Private Equity Case Study Seminar

Version of module description: Gültig ab winterterm 2017/18

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading is based on a written research paper (15-20 pages), whereas the results and conclusions of the research paper need to be presented (20 min.) in front of the class (75%) and class participation (25%). The research paper as well as the presentation in front of the module participants should prove the student's acquired knowledge about the respective research topic. Furthermore, the research paper and the related presentation should show whether the student managed to critically analyze the key aspects regarding their research question. By presenting their findings in front of the class, students prove that they are able to present the key aspects in a concise manner and that they are able to answer further questions on their presented findings.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Knowledge from the mandatory modules in business administration.

Content:

All Finance & Accounting chairs offer various seminars each semester. There are theory seminars on current issues in finance and accounting as well as seminars which are held in cooperation with companies and tackle practice-related topics. The focus of the seminars change every semester according to the offering chair. Previous seminars focused on topics such as technology financing, Initial Public Offerings (IPOs), private equity return characteristics or value creation in leveraged buyouts.

Intended Learning Outcomes:

After successful participation in the module, students will have gained in-depth knowledge on the tackled focus of the module and its research field. Students will also be able to write a scientific research paper, procure relevant literature and structure a topic. Additionally, students will be able to present their research findings in front of the module participants, answer their questions and moderate a following discussion.

Teaching and Learning Methods:

The module consists of one introductory lecture, a scientific writing lecture, individual feedback sessions as well as the preparation and presentation of a research paper.

Media:

Slides, books, scientific papers.

Reading List:

Talmor, E. / Vasvari, F. (2011): International Private Equity, Hoboken.

Zeisberger, C. / Prahl, M. / White, B. (2017): Private Equity in Action: Case Studies from Developed and Emerging Markets, Wiley.

Zeisberger, C. / Prahl, M. / White, B. (2017): Mastering Private Equity: Transformation via Venture Capital, Minority Investments and Buyouts, Wiley.

Further relevant literature will be selected and communicated specifically for each module by the chair.

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI000998: Understanding Financial Figures - An Accounting Masterclass | Understanding Financial Figures - An Accounting Masterclass

Version of module description: Gültig ab winterterm 2023/24

Module Level: Master	Language: German	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The final examination will be a 60- to 90-minute written exam. In this exam, students have to prepare consolidated financial statements based on given issues and have to record business transactions according to International Financial Reporting Standards (IFRS). Additionally, students have to critically discuss selected and (possibly new or revised) IFRS standards as well as additional information instruments. The students show that they are able to evaluate new standards from the point of view of various stakeholders and also develop solutions for the implementation of those new standards.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Prior knowledge in double-entry bookkeeping and financial reporting are necessary.

Content:

The content of the module is structured as follows:

- I. Group accounting
 1. Basics of group accounting
 2. Disclosure requirements and scope of consolidation
 3. Adjustments to the financial statement
 4. Consolidation principles
 5. Full consolidation of subsidiaries
 6. Proportional consolidation of joint ventures
 7. Equity-method for associated companies

8. Other components of the consolidated financial report

II. IFRS

1. Basics: Framework of the International Financial Reporting Standards (IFRS), IAS 1
Presentation of financial statements
2. Selected topics: IAS 38 Intangible Assets, IAS 16 Property, Plant and Equipment, IAS 40 Investment Property, IAS 36 Impairment of Assets, IAS 2 Inventory, IAS 37 Provisions, IFRS 15 Revenue Recognition, IFRS 16 Leasing

Intended Learning Outcomes:

Upon successful completion of this module students are able to prepare consolidated financial statements and record business transactions according to IFRS. Additionally, they can critically discuss the impact of new or revised accounting standards on (consolidated) financial statements. In more detail, they are able to (1) justify the requirements for consolidated financial statements, (2) evaluate the basic theory of group accounting, (3) apply consolidation methods based on German GAAP (HGB) and IFRS and are able to independently prepare consolidated financial statements using several individual financial statements, (4) assess the objectives and content arrangement of additional information instruments, (5) apply IFRS standards to business transactions, and (6) assess new and revised standards from the perspective of various stakeholder and develop solutions for the practical implementation.

Teaching and Learning Methods:

The module consists of a lecture and a corresponding exercise course. In the lecture the relevant methods and theories on group accounting and IFRS are conveyed. In the exercise course the content of the lecture and its understanding is deepened and applied to business transactions in exercises and case studies. Based on consolidation schemes students learn the consolidation methods. By critically discussing new standards in small groups and the plenum students learn how to critically appreciate new standards and which problems occur regarding their practical implementation.

Media:

Script, short case studies and exercises

Reading List:

Beatge/Kirsch/Thiele (2017): Konzernbilanzen, 12 Auflage.
Küting/Weber (2018): Der Konzernabschluss – Praxis der Konzernrechnungslegung nach HGB und IFRS, 14 Auflage.

Responsible for Module:

Prof. Dr. Jürgen Ernstberger ernstberger@tum.de

Courses (Type of course, Weekly hours per semester), Instructor:

Understanding Financial Figures - An Accounting Masterclass (WI000998, deutsch) (Vorlesung mit integrierten Übungen, 4 SWS)

Grottel B, Ernstberger J, Müller F, Cuzic M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001038: Advanced Seminar Finance & Accounting: Management of Family Firms | Advanced Seminar Finance & Accounting: Management von Familienunternehmen

Version of module description: Gültig ab summerterm 2015

Module Level: Master	Language: German/English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 150	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Grading consists of a scientific conceptualization (written) including a presentation (oral). By developing a term paper the students demonstrate that they comprehend, interpret, and analyze the theoretical knowledge and their ability to apply knowledge on research topics. The development of the term paper gives an opportunity to apply the theory on a specific research issue, whereas the presentation of the term paper improves the finetuning of their presentation skills. The presentation (10 min. per person) and the written term paper (15 pages including figures and tables) are presented in groups of 2-3 students, whereas single parts have to be assigned to single students, presentation and term paper is rated 50 percent each for the final note.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Basic knowledge in business studies (BWL)

Content:

The module comprises essential issues of family firms. Challenges regarding the leadership on top-level management are emphasized. Focus of the module are the specifications of corporate management as well as human resource management in family firms and the influence of the owner family on the company.

Further learning outcomes are:

- corporate landscape in Germany
- importance of family-owned companies on national economy
- excursus: characteristics of so-called hidden-champions

- challenge of generational succession and the impacts on management of family-owned companies
- external management in family firms
- Leadership of and within family-owned companies
- family governance
- triumvirate „owner-manager-supervisory board“
- HR-management in family-owned firms: recruiting, selection and development of employees
- HR-process from the practitioner's point-of-view
- Do's & don'ts regarding the application process within a family-owned company

Intended Learning Outcomes:

At the end of the module students are able to describe the basics of family-owned firms and they are able to identify specifications. Furthermore, they can also assess the implications of these characteristics for the management of family-owned companies. The students are able to evaluate critical issues in management and can develop solutions applying their acquired knowledge on organizational theories and adapting approaches and solutions for family businesses.

Teaching and Learning Methods:

The module is offered as a seminar and starts with a basic introduction on issues of leadership & control of family-owned companies. On the second seminar day the introduction is accomplished by a lecture on most important and up-to-date scientific insights on family-owned companies. The following interactive learning modules (presentation of results) and discussions with owners and managers deepen and consolidate the acquired knowledge thus expanding the competence of analysis of the students.

Media:

Presentations and case studies

Reading List:

- Felden, B., Hack, A., & Hoon, C. (2019). Management von Familienunternehmen. Wiesbaden: Springer Fachmedien Wiesbaden.

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WI001038, deutsch): Management von Familienunternehmen (Seminar, 4 SWS)

Heidbreder S, Mohnen A, Fischer D

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001157: International Capital Markets and Investment Practice | International Capital Markets and Investment Practice

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The grading is based on an open-book e-test with a duration of 60 minutes. The e-test consists of calculations and multiple choice questions. By answering questions in multiple choice form, students show their ability to explain and to assess sources of risk and return on capital markets, international asset pricing models, forecasting models, portfolio construction principles, risk management concepts, investment philosophies and strategies, and frameworks for strategic and tactical asset allocation. Students show that they are able to compare and relate theories, models and empirical research presented in the course.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

WI000231 "Asset Management" (Recommended)
 MA9712 "Introductory Statistics" (Recommended)
 MA9711 "Introductory Mathematic" (Recommended)

Content:

The module is about global financial markets as well as strategies, procedures and best practices in asset management. The focus is on practical applications of theories, models and empirical evidence derived in finance and financial economics.

Intended Learning Outcomes:

After successful completion of the module, students are familiar with the sources of risk and return in capital markets, the universe of investment opportunities, traditional and alternative asset classes, different investment philosophies, strategic and tactical asset allocation, the design of investment strategies and products, portfolio construction methods and risk management

concepts. Furthermore, the students are able to recognize the setting of international asset pricing and are able to specify and apply models for risk analysis and forecasting. Finally, students are able to explain global market trends as well as the challenges of capital owners and asset managers.

Teaching and Learning Methods:

The module combines various learning methods:

- Basic knowledge, theoretical concepts and practical examples will be provided through the lecture
- Controversial discussions and active participation in class are encouraged to deepen understanding of the concepts presented
- Students will discuss cases of international asset management
- Students will get insights into practice

Media:

Presentation slides, whiteboard

Reading List:

Elton, E. J./ Gruber, M. J./ Brown, S. K./ Groetzmann, W. N. (2017): Modern Portfolio Theory and Investment Analysis, USA, Wiley, 9th Edition.

Zimmermann, H./ Drobetz, W./ Oertmann, P. (2002): Global Asset Allocation: New Methods and Applications, Wiley.

Responsible for Module:

Kaserer, Christoph; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

International Capital Markets and Investment Practice (WI001157, englisch) (Vorlesung, 2 SWS)
Oertmann P, Xia W

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001162: Alternative Capital and how it impacts the lifecycle of business enterprises | Alternative Capital and how it impacts the lifecycle of business enterprises

Version of module description: Gültig ab summerterm 2025

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

In the final assessment students will need to demonstrate to what extent they have met the Learning Objectives. This assessment will be held as a written exam of 60 minutes. Legal texts may be used during the exam.

Students will be asked theoretical questions. This will demonstrate to what extent they have memorised and understood principles of Alternative Investments and the corresponding legal framework.

Students will also be asked to apply their knowledge to known and fictional cases. This second part demonstrates if students have developed the required legal analytical skills. Students also need to demonstrate their ability to apply their knowledge to fact settings not discussed in the lecture, and to evaluate the legal consequences.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

The students should have a basic understanding of the different types of companies used for doing business in Europe and the US. Knowledge of national and international M&A-transactions is helpful but not required. In addition, the students should have a profound understanding of basic valuation principles (e.g. DCF-Methods) and financing concepts.

Content:

This lecture offers an in-depth exploration of the dynamic world of alternative investments, focusing on key sectors such as start-ups, venture capital (VC), growth investments, and private equity buy-out transactions and public takeover offers. Participants will gain a clear understanding of the

investment strategies, challenges opportunities and legal considerations in these rapidly evolving markets.

Key Topics Covered:

- (1.) Alternative Investment Funds: An overview of alternative asset classes and their role in portfolio diversification, including hedge funds, private equity, and real estate,
- (2.) Start-Ups and Venture Capital: Insights into the venture capital ecosystem, funding stages, and the process of evaluating and supporting high-growth start-ups.
- (3.) Growth Investments: Discussion of investment strategies targeting mature companies with high growth potential, and how these differ from traditional venture capital.
- (4.) Private Equity Buy-Out Transactions: An analysis of the private equity buy-out process, from deal structuring and valuation to post-investment strategies and exit options.

This lecture will mostly be based on real examples from practice and the latest developments in the global M&A market.

Intended Learning Outcomes:

At the end of the module, students will be able to

- (1.) understand the fundamentals of alternative asset classes such as hedge funds, private equity, and real estate, as well as their role in portfolio diversification,
- (2.) understand the various financing options (including venture capital), as well as the valuation and support of start-ups,
- (3.) evaluate investment strategies targeting established companies with high growth potential and distinguish these from traditional venture capital,
- (4.) analyze the private equity buyout process—from deal structuring and valuation through to post-investment strategies and exit options.

Teaching and Learning Methods:

The module will cover the theoretical aspects of the subject in an interactive lecture as well as in a discussion with the lecturer. It will also include case studies. These will allow students to work individually or in a group on case scenarios (known and unknown). This practical application of the delivered contents facilitates the students' abilities to structure their answers appropriately and to present their findings in writing.

Media:

PPT-slides, cases (plus answers) may be made available on Moodle

Reading List:

will be referred to in the course materials

Responsible for Module:

Maume, Philipp; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Alternative Capital and how it impacts the lifecycle of business enterprises (WI001162, englisch)
(Vorlesung, 2 SWS)

Leyendecker B, Primbs M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001187: Private Equity | Private Equity

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Examination is an open book E-Test via Moodle with a duration of 90 minutes. Students are allowed to use a non-programmable calculator and a non-electronic dictionary during the exam. Exams questions are set up in way to check whether students understand and are able to analyze the key aspects when deciding on the financing structure of corporations, the financial modeling of Private Equity transactions as well as the different types of debt instruments used in these transactions. Furthermore students have to proof that they are able to analyze the financial situation of corporations. Eventually students should proof that they can apply concepts of debt and equity financing and that they know how to apply, value and analyse the respective financing instruments.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

We recommend to attend the lecture "Entrepreneurial Finance" (WI000158) before attending this lecture.

Proficient financial and accounting skills as well as proficient excel skills are required as well.

Content:

The module deals with the opportunities and limitations of financing from the perspective of entrepreneurial companies, from start-ups to established companies, as well as Private Equity investors. For this purpose, after an overview of theoretical foundations of debt financing, the different instruments of debt financing, as well as debt-like instruments and hybrid instruments are introduced and discussed. Their functions within an optimal financial strategy in the company are outlined. After understanding the basics of financing and the systematic of financial statements as well as financial forecasting, these elements are put into practice by setting up an integrated

financial business model. Taking the perspective of a Private Equity investor, this business model is extended by a Leverage Buyout (LBO) model.

Intended Learning Outcomes:

After this module the students will be able to analyze the financial situation of the company, to prepare financial forecasts/budgets for a company, and to manage cash, receivables, payables (and inventory). Moreover, they will be able to analyze important debt financing instruments and to understand what factors influence the decision between debt and equity. Finally, students will also be to set up an integrated business model as well as a LBO model.

Teaching and Learning Methods:

The module consists of a lecture as well as excel modelling sessions (exercises). During the lecture the contents are delivered via presentations and talks. The students are inspired to improve the acquired knowledge by studying the suggested literature. During the exercises students apply the acquired knowledge.

Media:

Slides, Whiteboard

Reading List:

Berk, J./DeMarzo, P. (2007): Corporate Finance, 1st. ed., London.

Smith, J./ Smith R. (20004): Entrepreneurial Finance, 2nd. ed., Redwood.

Brigham, E./Ehrhardt, M. (2002): Financial Management – Theory and Practice, 10th. ed., London.

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

Private Equity (WI001187, englisch) (Vorlesung, 2 SWS)

Braun R [L], Braun R

Private Equity - Übung (WI001187, englisch) (Übung, 2 SWS)

Braun R [L], Pardon N

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001222: Commercial Criminal Law and Compliance | Wirtschaftsstrafrecht und Compliance

Version of module description: Gültig ab summerterm 2022

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination serves to determine whether or to what extent the formulated learning outcomes have been achieved. This is determined by a one-hour (60-minute) written examination with the aid of legal texts. Within the framework of abstract questions, students must demonstrate that they know and can explain the principles of commercial criminal law.

In the context of a case study, the acquired knowledge of commercial criminal law must be applied to hypothetical scenarios. In this way, it is determined whether the students can analyse typical fact-based case studies from a legal point of view and evaluate them with regard to legal consequences.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

General knowledge of the application of law, e.g. from the modules WI0000027 "Wirtschaftsprivatrecht 1" and WI0000030 "Wirtschaftsprivatrecht 2" or comparable courses

Content:

The module is designed to provide students with an overview of German white-collar criminal law and its relevance to corporate compliance requirements.

Content discussed will include:

- General criminal law: structure of criminal offences: Objective and subjective elements of the offense, illegality, guilt; attempt; perpetration and participation; legal consequences of the offense: fines for companies and fines and imprisonment for the persons responsible.
- Fraud, embezzlement
- Insolvency and accounting criminal law
- Corruption offenses

- Competition law crimes
- Criminal tax law
- Examination of facts of economic life with regard to their relevance under criminal law
- Current political issues concerning the development of economic criminal law
- Compliance
- Corporate criminal law as part of compliance requirements for companies
- Visit to a correctional facility or court hearing

Intended Learning Outcomes:

By the end of the course, students will be able to,

- (1.) Understand important principles of criminal law,
- (2.) understand the criminal law framework of economic activity,
- (3.) identify legal consequences and explore the legal options
- (4.) to legally assess fact-based case studies in written form in a formulated expert opinion.

Teaching and Learning Methods:

In the lecture, the learning content is presented by the lecturer and discussed with the students. On the basis of cases from the area of commercial criminal law, the contents taught are applied to concrete life situations in individual or group work. This serves to repeat and deepen the material, to practice the structured presentation of legal problems and to link different problem areas.

Media:

Presentations, cases with solutions

Reading List:

Inoue/Hassenpflug/Hauptmann, Strafrecht – leicht gemacht

Kraatz, Wirtschaftsstrafrecht

Wittig, Wirtschaftsstrafrecht

Beck/Valerius, Fälle zum Wirtschaftsstrafrecht

Responsible for Module:

Ann, Christoph; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Wirtschaftsstrafrecht und Compliance (WI001222, deutsch) (Vorlesung, 2 SWS)

Eisenreich G (Reiner M, Smith S)

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001242: Advanced Seminar Finance & Accounting: Advanced Negotiation Management | Advanced Seminar Finance & Accounting: Fortgeschrittenes Verhandlungsmanagement

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: German/English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Current notice: Due to the continuing CoViD19-pandemic, the exam for this winter semester 2020/21 has been adjusted.

The examination is a scientific paper (written) with presentation (oral). A seminar paper and a presentation based on it should show whether the theory learned has been understood and can be interpreted. In addition, the students show in their presentations, which are designed to be as interactive as possible, how the theoretical concepts can be applied in real situations, how negotiating mistakes can be avoided and how a negotiation can be successfully concluded.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

The module is designed to provide students with advanced theoretical and application-oriented knowledge about negotiations.

The theory of negotiation includes:

- Analysis of different negotiation strategies
- Cooperative negotiation management
- Identification and assessment of potential negotiation mistakes
- Approaches to avoid such negotiation mistakes
- Identification of pitfalls that lead to inefficient solutions on both sides

- Learning how to influence a negotiation partner
- The precise preparation of a negotiation tailored to the subject of the negotiation
- Use of adequate body language
- Use of modern internet-based means of communication in negotiation preparation, implementation, and analysis
- Use of suitable presentation techniques

Intended Learning Outcomes:

After participating in the module, students are able to describe negotiation processes on the basis of the theory they have learned and to compare and evaluate different negotiation strategies. They are able to transfer concepts of negotiation management into practice, i.e. they know how to assess negotiation situations correctly, how to design suitable strategies - adapted to the situation - and how to apply them.

This means being able to recognize possible difficulties in a negotiation, to derive a suitable negotiation strategy from this and thus to conduct negotiations successfully.

The theory is taught in an application-oriented manner and by using different "online" and "offline" communication channels, whereby students go through the negotiation process themselves in extensive role-plays and are able to critically compare, evaluate, and optimize their negotiation strategies and results.

Teaching and Learning Methods:

In the theoretical part of the module, advanced concepts of negotiation management are worked out by the students themselves in group work and group discussions. Afterwards, students present their findings in front of the class. In the practical part of the module, the students themselves negotiate in role plays and further develop their own negotiation strategies through feedback from the lecturers and other students.

Media:

Presentations, Role-plays

Reading List:

Bazerman, M. H., & Neale, M. A. (1993). Negotiating rationally. Simon and Schuster.
Fisher, R., Ury, W. L., & Patton, B. (2011). Getting to yes: Negotiating agreement without giving in. Penguin.
Shapiro, D. (2018): Verhandeln: Die neue Erfolgsmethode aus Harvard, 1. Aufl., Campus Verlag.

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click campus.tum.de or [here](#).

Module Description

WI001260: Advanced Seminar Finance & Accounting: Management of Family Offices | Advanced Seminar Finance & Accounting: Führung von Family Offices

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: German	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Das Seminar umfasst eine Hauptleistung. Die über das jeweilige Thema geschriebene Seminararbeit mit maximal 25 Seiten Text wird beurteilt. Zusätzlich sind Sie als Team verpflichtet, eine Präsentation (max. 30 Minuten +15 Minuten Diskussion) über den bearbeiteten Fall zu halten.

Das Modul gilt als bestanden, wenn insgesamt eine Note von 4,0 oder besser erzielt wurde

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Grundlegende Kenntnisse der BWL

Content:

Dieses Seminar bietet die Möglichkeit in Gruppen von Studierenden jeweils 1 Thema in Rahmen Seminararbeiten zu bearbeiten.

Die Ergebnisse werden in einer Gruppenpräsentation vorgestellt und diskutiert

Intended Learning Outcomes:

Das Ziel der Veranstaltung ist es, einen Einblick in die Welt von Familienunternehmen und Family Offices zu erhalten, deren Herausforderungen kennenzulernen und praktische Fallbeispiele im Team zu bearbeiten und zu präsentieren

Teaching and Learning Methods:

Im Seminar geht es darum, sich mit praxisnahen und grundsätzlichen Fragestellungen von Family Offices auseinander zu setzen (Führung, Generationenübergang) und theoretische Inhalte mit praktischen Anwendungen zu verknüpfen. Praxisvorträge runden den Kurs ab und geben Einblick in die gelebte Family Office Praxis.

Media:

Reading List:

- Chad Haga (2021): Global Family Office Investing
Barbara R. Hauser, Keith Drawery (2020): Setting Up a Family Office
John A. Kilpatrick (2020): Real Estate Valuation and Strategy: A Guide for Family Offices and Their Advisors
Barbara R. Hauser (2019): Family Offices: The STEP Handbook for Advisers, Second Edition
Boris Canessa, Jens Escher, Alexander Koeberle-Schmid, Peter Preller, Christoph Weber (2019): The Family Office: A Practical Guide to Strategically and Operationally Managing Family Wealth
Prof. Dr. Maximilian A. Werkmüller (2019): Family Office Management
Jürgen Milatz (2018): Die Übertragung von Familienvermögen
Angelo Robles (2017): Effective Family Office: Best Practices and Beyond
Peter Sester (2017): Family Offices: Recht, Management und Banking
Boris Canessa, Jens Escher, Alexander Koeberle-Schmid, Peter Preller, Christoph Weber (2016): Das Family Office: Ein Praxisleitfaden
Mimi Haas (2016): Alternative Geschäftsmodelle für Family Office-Lösungen
Kirby Rosplock (2014): The Complete Family Office Handbook: A Guide for Affluent Families and the Advisors Who Serve Them (Bloomberg Professional)
Erwin Pollex (2014): Family Office in Deutschland, Chancen und Risiken im größten europäischen Markt

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WI001260, deutsch): Führung von Family Offices
(Limited places) (Seminar, 4 SWS)

Klaiber C, Mohnen A, Toporova N

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001261: Advanced Seminar Finance & Accounting: Value-oriented strategy development in the capital goods industry: Case Study Seminar | Advanced Seminar Finance & Accounting: Wertorientierte Strategieentwicklung in der Investitionsgüterindustrie: Case Study Seminar

Version of module description: Gültig ab summerterm 2021

Module Level: Master	Language: German	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Das Modul gilt als bestanden, wenn insgesamt eine Note von 4,0 oder besser erzielt wurde.

Das Modul wird durch eine Seminararbeit sowie durch eine Präsentation benotet. Mittels Fallstudien werden die erworbenen Kenntnisse angewandt und in der Seminararbeit werden die vermittelten Inhalte vertieft dargestellt und die Studierenden so auf ihre Master Thesis vorbereitet.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

Grundlegende Kenntnisse der BWL

Content:

3 Vorlesungen/Fallstudien (4 Alternativen) zu je 4 Stunden (1 Stunde Theorie, 1 Stunde Fallstudie, 2 Stunden Lösungswege anhand von Praxisbeispielen und Literatur) und eine Exkursion zu Zeppelin GmbH in Garching mit Fallstudie und Fachdiskussion

1. Entwicklung eines verbindlichen Wertesystems

1.1 Vorlesung Wertesysteme

1.2 Fallstudie: Grafensätze

2. Werteorientierte Strategieentwicklung

2.1 Vorlesung Strategieentwicklung

2.2 Fallstudie: GPS Strategie

3. Organisationsentwicklung

3.1 Vorlesung: Organisationsentwicklung

3.2 Fallstudie: Entwicklung vom Stammhauskonzern zu strategische Geschäftseinheiten

4 Geschäftsmodellentwicklung I

4.1 Vorlesung: Innovators' Dilemma. Entwicklung disruptiver Geschäftsmodelle

4.2 Fallstudie: Nightmare Competitor Szenario am Beispiel des Vermietservices für Baustellen

5 Geschäftsmodellentwicklung II

5.1 Exkursion Zeppelin Garching: Operational Excellence. We create Solutions

5.2 Fallstudie: We create Solutions

Präsenz oder Online-Synchron (abhängig von der Teilnehmerzahl)

Teilnehmerzahl: max. 20

Intended Learning Outcomes:

Die Studierenden sind in der Lage Wertesysteme zu erkennen und zu analysieren. Die Studierenden erlernen den Ansatz der wertorientierten Strategie- sowie verschiedener Geschäftsmodellentwicklungen. Die vermittelten Inhalte werden anhand von Fallstudien verdeutlicht.

Teaching and Learning Methods:

Die Vorlesung baut auf den strategie- und Geschäftsmodellenentwicklungstheorien mit Fallstudien auf und orientiert sich an der Methode der Harvard University.

Media:

Powerpoint, Tafelarbeit/Flipchart (wenn präsent)

Reading List:

Dr. Katja Nagel, CEO Kommunikation, Linde Verlag, 2013

Andreas Gadatsch, Alfred Krupp, Andreas Wiesehahn (Hrsg), Controlling und Leadership, Springer Gabler Verlag, Wiesbaden 2017

Karlheinz Schwuchow, Joachim Gutmann (Hrsg), HR-Trends 2019, Haufe Verlag, Freiburg 2018
Andreas Werner, Christine Arlt-Palmer, Leadership: Bewährte und aktuelle Aspekte der Führung, W. Kohlhammer Verlag, 2019

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001263: Alternative Investments | Alternative Investments

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The grading is based on an open-book e-test with a duration of 120 minutes. The exam proves students' knowledge and understanding of the typical investment process and portfolio construction in alternative assets. Furthermore, the exam tests students' ability to use and critically analyse different valuation approaches. Students are allowed to use a non-programmable calculator during the exam.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Sound understanding of basics in corporate finance, portfolio theory and investing.

Content:

The course is divided in two parts: First, the alternative investment process and characteristics of its' asset classes (Private Equity, Venture Capital, Real Estate, Private Debt, Infrastructure, Impact Investments) are analyzed.

Second, the typical investors and fund managers in alternative investment funds are analyzed and the portfolio construction and investment process of alternative investment funds will be discussed intensively.

Standard valuation methods are then analyzed as to their applicability in different contexts.

Valuation methods include the discounted cash flow approach, and multiple approach. In addition, context-specific approaches to alternative assets' valuation are considered

Intended Learning Outcomes:

At the end of the module, students will be able to understand the alternative investment process and the sources of financing which are relevant in different constructs of alternative portfolio building.

In addition, students will be able to understand the business model alternative investment funds including their special refinancing and investment process. Furthermore, students will be able to evaluate contractual terms and conditions of alternative investment fund transactions. Finally, students will gain the skills to apply and analyze valuation methods which are suitable for entrepreneurial companies.

Teaching and Learning Methods:

Lecture with integrated comprehensive exercises. The content will be taught during the lectures and students should be motivated to analyze the topics and to work on sample questions that will be discussed during the lecture.

Media:

Powerpoint Slides, Whiteboard, Zoom

Reading List:

Achleitner, A.-K. / Natusius, E. (2004): Venture Valuation Bewertung von Wachstumsunternehmen, Wiesbaden.

- Amis, D. / Stevenson, H. (2001): Winning Angels, London
- Gompers, P./ Sahlman, W. A. (2002): Entrepreneurial Finance – A Casebook, New York.
- Scherlis, D. R. / Sahlman, W. A. (1989): A Method for Valuing High-Risk, Long-Term Investments - The "Venture Capital Method", Harvard Business School, Boston.
- Smith, J./Smith, R. (2004): Entrepreneurial Finance, 2nd Edition, Hoboken, NJ.
- Timmons, J./ Spinelli, S. (2007): New Venture Creation: Entrepreneurship for the 21st century, Boston

Responsible for Module:

Braun, Reiner; Prof. Dr. rer. oec.

Courses (Type of course, Weekly hours per semester), Instructor:

Alternative Investments (WI001263, englisch) (Vorlesung, 2 SWS)

Braun R [L], Braun R, Kay M, Pardon N, Schneider A

Alternative Investments (WI001263, englisch): Exercise (Übung, 2 SWS)

Braun R [L], Pardon N, Schneider A

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001266: Corporate Taxation | Corporate Taxation

Version of module description: Gültig ab summerterm 2025

Module Level: Master	Language: English	Duration: one semester	Frequency: summer semester
Credits:* 3	Total Hours: 90	Self-study Hours: 60	Contact Hours: 30

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of an written exam (60 minutes).

In order to test whether the students have acquired the theoretical knowledge, the exam includes questions on the topic of income and sales taxation as well as the international taxation of companies. In addition, the exam includes transfer questions, which are set in the form of case study. After passing the exam, students will be able to understand the systematics of income and sales taxation as well as the important aspects of international taxation of companies and groups, acquire basic knowledge regarding tax planning from the perspective of an MNC and the influence of taxation on business decisions. In addition, students are able to solve case studies on the topic of corporate taxation on their own.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

none

Content:

- Overview of the fundamentals of German corporate and sales tax law relevant for corporations and multinational companies
- Fundamentals and selected aspects of international corporate taxation, considering current international developments and new digital business models
- Application possibilities of new technologies in tax planning and compliance
- Case studies on tax planning for an internationally active company and the influence of taxation on corporate decisions

Intended Learning Outcomes:

After successfully completing the module, students will be able to:

- describe the fundamental functioning and impact of taxation on corporations and multinational companies regarding corporate and sales tax,
- understand key aspects of international taxation for corporations and multinational companies, as well as the influence of new digital business models on taxation,
- recognize the impact of tax planning using modern technologies and sustainability considerations on the business decisions of an internationally operating company.

Teaching and Learning Methods:

- Lecture (presentation, talk): The lecture is designed to convey the theoretical foundations.
- Exercises (case studies, group work): The exercises are intended to allow students to apply and deepen the theoretical knowledge acquired during the lecture using practical, real-world case studies.

Media:

Script, exercise sheets

Reading List:

- Haase / Steierberg, Tax Law in Germany, 3. Auflage, 2024, C.H. Beck.
- Jochum / Thiele, Introduction to German Tax Law, 2. Auflage, 2018, Boorberg.
- Freichel / Brähler / Lösel, German Profit Taxes, 7. Auflage, 2024, UVK
- Haase / Nürnberg, Besteuerung von Unternehmen I, Ertrag-, Substanz- und Verkehrsteuern, 15. Auflage, 2025, C.F. Müller.
- Haase / Nürnberg / Bartsch, Besteuerung von Unternehmen III, Steuerplanung, 4. Auflage, 2025, C.F. Müller.
- Jacobs, Internationale Unternehmensbesteuerung, 9. Auflage, 2023, C.H. Beck.
- Veröffentlichungen der OECD zu verschiedenen steuerlichen Themen (spezifische Hinweise erfolgen während der Vorlesung): <https://www.oecd.org/en/publications.html>

Responsible for Module:

Ernstberger, Jürgen; Prof. Dr. rer. pol. habil.

Courses (Type of course, Weekly hours per semester), Instructor:

Corporate taxation in a globalized and digital economy (WI001266, englisch) (Limited places)
(Vorlesung, 2 SWS)

Wang H, Hertl I

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001274: Advanced Seminar Finance & Accounting: FinTech in Consumer Finance | Advanced Seminar Finance & Accounting: FinTech in Consumer Finance

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: English	Duration: one semester	Frequency:
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Students' written assignments are supposed to address the questions posed within each given seminar topic. The seminar is to be conducted as a group work. In addition to the written paper, students are required to present their final results. Presentations will be marked, too.

Students have to prove that they understood the given topic in a comprehensive manner, selected and analysed relevant literature and incorporated latest developments into their work. At the same time students should fit their work into the finance literature.

The written assignment will be weighted 2/3 and oral presentation will make up 1/3 of the final grade. Each student will be assessed separately, i.e. single parts have to be assigned to single team members.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

The aim of the course is to give a comprehensive overview on FinTech developments for retail customers.

The module comprises the most important and most recent developments in FinTech for retail customers. Specifically, it comprises (but is not limited to) the following areas:

- FinTech and how it relates to other financial research disciplines;

- Robo-Advisors;
- Neo-Brokers
- Crowd Funding;
- Peer-to-Peer-Lending;
- Social Media in Finance;
- Digital Payments;
- Cryptocurrencies;
- Digital Technologies (Big Data and Machine Learning; Textual Analysis; Blockchain)
- Cybersecurity;
- Digital Finance and the Market Efficiency Debate;
- The Future of Digital Finance;
- Regulation;
- etc.

Intended Learning Outcomes:

Upon completion of the module, students will be able to ...

- Know and understand latest development in FinTech in the area of consumer financial services;
- Describe the effects of the digital transformation on existing financial products and processes of the financial industry and the behavior of customers;
- identify opportunities and risks, in particular on the financial wellbeing of customer;
- conduct an independent survey of the literature;
- Analyze and evaluate references in a systematic manner;
- Integrate topics in FinTech with theories and empirical results of traditional finance and behavioral finance;
- interact effectively with others in order to work towards common answers
- demonstrate effective oral presentation skills suitable for academic or professional audiences
- create/draft a scientific report independently

Teaching and Learning Methods:

Teaching formats comprise lectures as well as the corresponding main seminar;

Teaching methods include teamwork, scientific writing and presentations of final results;

learning objectives primarily comprise the following activities:

- literature research;
- research on the market and corporations in digital finance
- collaborative writing of a scientific paper;
- learn to structure answers in a deductive, logic and consistent argumentation;

- demonstrate effective oral presentation skills suitable for academic or professional audiences;
- Ability to answer questions on an academic level

The chosen teaching formats / methods of teaching are chosen to foster/extend the students' ability to conduct independent academic work. The seminar is considered to be a good preparation for the students' bachelor theses.

Media:

PowerPoint, books, cases, newspaper articles, company information, and academic papers

Reading List:

The Review of Financial Studies, Volume 32, Issue 5, May 2019.

Handbook of Behavioral Economics - Foundations and Applications 1, Edited by B. Douglas Bernheim, Stefano DellaVigna, David Laibson, Volume 1, Chapter 3, 2018.

Nicholas Barberis, Richard Thaler, Chapter 18 A survey of behavioral finance, Handbook of the Economics of Finance, Elsevier, Volume 1, Part B, 2003.

Brad M. Barber, Terrance Odean, Chapter 22 - The Behavior of Individual Investors, Handbook of the Economics of Finance, Elsevier, Volume 2, Part B, 2013.

Luigi Guiso, Paolo Sodini, Chapter 21 - Household Finance: An Emerging Field, Handbook of the Economics of Finance, Elsevier, Volume 2, Part B, 2013.

Responsible for Module:

Loos, Benjamin; Prof. Dr. rer. pol.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WI001274, englisch): FinTech in Consumer Finance (Limited places) (Seminar, 4 SWS)

Renkl E

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001283: Political Stakeholder Management | Political Stakeholder Management

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Type of examination: individual performance, group work and presentation

At the beginning of the seminar, the students have to give a short presentation (content: compulsory reading). At the end of the seminar, a strategy concept for interest representation must be developed in groups. The theoretical knowledge taught in the seminar must now be applied to a practical case. The students must analyse the political environment, identify the right decision-makers and actors as well as select the appropriate instruments of interest representation. The main task is to translate the corporate interest perspective into a common interest perspective on a maximum of one page (OnePager®). The results must be written down and presented by PowerPoint.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

- What is interest representation? What are the functions of interest representation for companies?
- What are the special characteristics of interest representation at the European Union (EU) level?
- Which formal and informal rules have to be followed in order to achieve successful interest representation?
- How do you develop “tools” for interest representation and apply them in practice?
- How do companies strategically approach interest representation in order to be successful?

Intended Learning Outcomes:

After successfully participating in this seminar, students will be able to analyse and decipher highly complex political situations, identify all relevant actors for political decision-making and select as well as apply the right instruments for successful interest representation. Changing your perspective is central. Students learn how to analyse problems from different perspectives, to look at particular interests of companies from the point of view of the political decision-maker and learn to translate them into a common interest perspective.

Teaching and Learning Methods:

The seminar takes place at the Westin Grand Hotel Munich - physical attendance is required. One quarter of the module consists of speeches by and discussions with EU decision-makers, who will join via video conference. Another quarter is the lecturing part. Here, too, the focus is on discussions with the students and exercises to deepen the content of the seminar. The remaining half of the time consists of short presentations (individual performance) and the time devoted to a challenging case study (group work) with subsequent presentation of the results.

Media:

Projector, Slides, Digital Formats (in times of Corona).

Reading List:

Compulsory reading:

Klemens Joos, Convincing Political Stakeholders. Successful lobbying through process competence in the complex decision-making system of the European Union), Wiley-VCH 2015, ISBN 978-3527508594

Klemens Joos, Decisions without Decision-Makers? Process Competence is the Decisive Factor for Success in order to reduce Complexity in the Representation of Interests at the Institutions of the European Union, Springer Gabler 2015, ISBN 978-3658090296

Klemens Joos, Success through Process Competence. Paradigm Shift in the Representation of Interests after the Treaty of Lisbon, Springer VS 2014, ISBN 978-3-658-03220-3

Additional reading (recommended):

Klemens Joos, Lobbying in the new Europe. Successful Representation of Interests after the Treaty of Lisbon, Wiley-VCH 2011, ISBN 978-3-527-50564-7

Klemens Joos, Representing the Interests of German Companies vis-à-vis the Institutions of the European Union, BWV Berliner Wissenschafts-Verlag 1998, ISBN 978-3-87061-773-8

Responsible for Module:

Blaschke, Maximilian; Prof. Dr. rer. pol.

Courses (Type of course, Weekly hours per semester), Instructor:

Political Stakeholder Management (WI001283, deutsch) (limited places) (Seminar, 4 SWS)

Joos K, Frank M

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001284: Behavioral Economics meets real world challenges: An interdisciplinary project rally | Behavioral Economics meets real world challenges: An interdisciplinary project rally [Behavioral Economics_Projectrally]

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: English	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of the presentation (written project report of 10 pages) of the project work comprising a description of the relevant project planning steps required as well as a meaningful use of behavioral economic instruments to bridge people's attitude behavior gap. An oral group presentation of the results will also be required. The project work shall validate the student's ability to transform their ideas into a project proposal including a corresponding work breakdown structure and a communication strategy, while the presentation shall allow to assess the ability to present a project idea to an audience, and to conduct a discussion about the presented issues.

Repeat Examination:

Next semester

(Recommended) Prerequisites:

Content:

The module offers participants an overview of current issues in behavioral economics and their application on current societal or environmental challenges and gives them the opportunity to examine one topic in more detail. The module may serve as starting point for further research, but also prepares participants for issues they are likely to face in their professional lives. Emphasis is put on aspects of choice architecture, social preferences, nudging/green nudges, herding, and further phenomena of behavioral economics and their application on a real world case. The topics are typically related to human behavior in an economic context and potential behavioral interventions.

Intended Learning Outcomes:

At the end of the module, students are able to develop a detailed project plan and to understand related communication processes as well as apply principles and tools of behavioral economics. They can present their results to specific target audiences in an organized manner. Additionally, they can organize ideas effectively and communicate them in a well-developed written report. Furthermore, students are able to understand the needs of different stakeholder groups touched by societal or environmental challenges and to apply techniques to avoid miscommunication in project management rooted in misunderstandings between different actors being involved in the project. After attending the module students are also able to analyze and evaluate basic principles of management. They can deduct recommendations and develop company-specific decisions in management. Furthermore students know how to assess pros and cons regarding the applicability and impacts on corporate management.

Teaching and Learning Methods:

In an introductory session, the topic of the current project is introduced and elaborated in detail. The introduction will also introduce the relevant behavioral economics and project management knowledge. Knowledge and skills are imparted by lectures, flipped classroom teaching, individual and group project work, peer discussions, and individual coaching sessions; the learning methods are definition and solving of problems, collaborative work, group discussions, prepare and hold presentations, report writing.

Media:

Books, case descriptions, academic papers, presentation slides, online resources

Reading List:

tbd

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001285: Advanced Seminar Finance & Accounting: Entrepreneurial Modelling | Advanced Seminar Finance & Accounting: Entrepreneurial Modelling

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: German	Duration: one semester	Frequency: winter/summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

Seminar thesis and presentation with focus on a specific project. Within this project, students analyze a specific aspect, evaluate possible solutions, derive action plans, and present strategies for implementation.

Weighting/Grade composition:

- 50% Seminar Thesis
- 50% Presentation

Repeat Examination:

Next semester

(Recommended) Prerequisites:

none

Content:

The seminar teaches the foundations of the following topics:

Concepts, tools and management methods in the context of start-ups; monetization methods and business case calculations; strategies of digitalized business models

Intended Learning Outcomes:

- Teaching of background and contents by experts, Carsten Maschmeyer (Maschmeyer Group)
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Teaching and Learning Methods:

- Teaching of background and contents by experts, Carsten Maschmeyer (Maschmeyer Group)
- Discussion for deepening the contents
- Group work for applying the contents/learning outcomes
- Presentation: Communication of learning outcomes

Media:

PowerPoint, Flipchart

Reading List:

Responsible for Module:

Friedl, Gunther; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

Advanced Seminar Finance & Accounting (WI001285, deutsch): Entrepreneurial Modelling (Limited places) (Seminar, 4 SWS)

Friedl G [L], Blaschke M, Gries A

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WI001288: Advanced Seminar Finance & Accounting: Organizations with Purpose | Advanced Seminar Finance & Accounting: Organizations with Purpose [Adv-Sem_Purpose]

Version of module description: Gültig ab winterterm 2020/21

Module Level: Master	Language: German	Duration: one semester	Frequency: summer semester
Credits:* 6	Total Hours: 180	Self-study Hours: 120	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

The examination consists of a seminar paper and two presentations:

1. Preparation of a written seminar paper of about 12 pages in groups (usually 2 persons) on a topic to be specified with the supervisor - 60% of the final grade
2. Presentation and discussion of the seminar paper (max. 30 minutes) - 30% of the final grade
3. Presentation and discussion of a practice case (max. 15 minutes) - 10% of the final grade

The module is considered passed if an overall grade of 4.0 or better has been achieved.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

Basic knowledge of business administration

Content:

The seminar will cover the following topics:

- Purpose definition: What is "corporate purpose" and how can it be distinguished from related concepts like mission or corporate social responsibility?
- Purpose drivers: Why are companies increasingly trying to become purpose-driven?
- Purpose consequences: What are business- and employee-level consequences of corporate purpose?
- Purpose & profit: Are purpose and profit at odds or mutually reinforcing?
- Purpose-driven strategy: How can purpose be integrated in corporate strategy?
- Purpose internalization: How can purpose be embedded within an organization?

- Purpose measurement: How can purpose be quantified and integrated in performance management?
- Purpose washing: When is corporate purpose more than “cheap talk”?
- Purpose best-practice: What are best-practice cases of organizations with purpose and what characterizes them?

Intended Learning Outcomes:

Academics, business leaders, investors, employees among others increasingly call for a (re)definition of corporate purpose beyond profit maximization to contribute to the welfare of society. The objective of the seminar is to offer participants an overview of current discussion about corporate purpose and give them the opportunity to examine one topic in more detail. The seminar will address current topics on organizations with purpose through a combination of theoretical, empirical and practical perspectives. Insights from recent academic research as well as contemporary business practices will be discussed. After successful participation in this seminar, students will be able to explain what corporate purpose is, what antecedents and outcomes are associated with purpose and how it can be successfully implemented within an organization. In addition, students will deepen their knowledge about writing and presenting research papers.

Teaching and Learning Methods:

The seminar will be based on interactive lectures, in-class exercises and discussions, guest lectures as well as practice-oriented case discussions. In addition, students will examine one topic in more detail and write a seminar paper on it. The results are presented and discussed in a group presentation.

Media:

Reading List:

Hollensbe, E., Wookey, C., Hickey, L., George, G., & Nichols, C. V. (2014). Organizations with purpose. *Academy of Management Journal*, 57(5), 1227–1234.

Gartenberg, C., Prat, A., & Serafeim, G. (2019). Corporate purpose and financial performance. *Organization Science*, 30(1), 1–18.

Mayer, C. (2020). The future of the corporation and the economics of purpose. *Journal of Management Studies* (forthcoming).

Responsible for Module:

Mohnen, Alwine; Prof. Dr.

Courses (Type of course, Weekly hours per semester), Instructor:

For further information in this module, please click [campus.tum.de](#) or [here](#).

Module Description

WZ1564: Econometric Impact Analysis | Econometric Impact Analysis [EIA]

Version of module description: Gültig ab winterterm 2016/17

Module Level: Master	Language: English	Duration: one semester	Frequency: winter semester
Credits:* 6	Total Hours: 150	Self-study Hours: 90	Contact Hours: 60

Number of credits may vary according to degree program. Please see Transcript of Records.

Description of Examination Method:

At the end of the course students will be able to understand and apply the different state-of-the-art econometric impact evaluation techniques. Students will acquire the capability to evaluate diverse intervention contexts with a focus on agricultural and environmental projects and policy. Students will be able to design an evaluation of a policy intervention or environmental/development project. Examination procedure is a three-fold excercise: First, there will be a written test at the end of the semester, where students demonstrate their theoretical knowledge of the learned econometric methods. The questions in the test are based on the contents and exercises discussed in the lecture. Students are allowed to use non-programmable calculators and a formulary issued by the chair. The test comprises 30% of the grade and will be 60 minutes long. Second, there students need to write a term paper (15-20 pages) worth 60% of their grade. In the term paper they will demonstrate their capability of stating a research question applicable to an econometric impact evaluation. They will demonstrate their capability in choosing the appropriate data and method depending on their research question. Third, every student will hold a mid-term presentation comprising 10% of their grade to discuss and defend their choice of research question, data and method in front of their peers and teachers.

Repeat Examination:

End of Semester

(Recommended) Prerequisites:

Bachelor's level econometrics or statistics

Content:

'The course will introduce concepts and quantitative techniques to evaluate impacts of conservation measures, such as payments for environmental services, integrated conservation and development projects, and the enforcement of regulatory policies.'

Role of impact evaluation in guiding the design of agri-environmental conservation measures, i.e., in the context of regional agri-environmental payments or in development project design, e.g. works of the J-Pal.

Students will be familiarized with:

- randomized experimental trials,
- instrumental variables,
- regression discontinuity design,
- difference-in-differences,
- different types of matching.

Overview of methods and related debates will be given and discussed with the students: Topics like black-box versus theory-based impact evaluation; counterfactual analysis, experimental versus non-experimental design, selection bias, impact heterogeneity, and estimation methods will be discussed using different case studies of agri-environmental policies.

Intended Learning Outcomes:

At the end of the course students will be able to understand and apply the different state-of-the-art econometric impact evaluation techniques. Students will acquire the capability to evaluate diverse intervention contexts with a focus on agricultural and environmental projects and policy. Students will be able to design an evaluation of a policy intervention or environmental/development project.

Teaching and Learning Methods:

Lectures will be assisted by PowerPoint presentations in order to explain the theoretical concepts behind the methods discussed. Reading material for students will be provided to give students state-of-the-art examples of the applied methods. Theory will be illustrated by example exercises given by the lecturers on the whiteboard and in Stata/R on a computer. Additionally, half of the lectures will be allocated to excercises, where students can practice under supervision with the help of the lecturers. Also, participants will learn how to conduct an impact evaluation by doing a mock evaluation as a term paper. Going through the whole process of searching for and cleaning data to answer their impact evalutatation question, they will get a hands on experience of the whole impact evaluation process. This will be done with guidance by the teaching staff.

Media:

Power point or Prezi presentations; Beamer; Whiteboard; Moodle course to provide materials (pdf of papers to read); STATA/ R or other Program

Reading List:

Angrist, J. D., & Pischke, J. S. (2014). Mastering'metrics: The path from cause to effect. Princeton University Press.

Angrist, J. D., & Pischke, J. S. (2008). Mostly harmless econometrics: An empiricist's companion. Princeton University Press.

Journal papers corresponding to each of the topics and materials for exercises (data-sets).

Responsible for Module:

Johannes Sauer jo.sauer@tum.de

Courses (Type of course, Weekly hours per semester), Instructor:

Econometric Impact Analysis (WZ1564, englisch) (Vorlesung, 4 SWS)

Sauer J [L], Mennig P

For further information in this module, please click [campus.tum.de](#) or [here](#).