

**Note:**

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### **Consolidated version from October 1 2016**

Curriculum for the  
**Bachelor Program in Management and Economics**  
at the University of Innsbruck School of Management and  
Faculty of Economics and Statistics of the University of Innsbruck

#### **§ 1 Qualification profile and Program objectives**

- (1) The Bachelor Program in Management and Economics forms part of the group of studies in the social and economic sciences.
- (2) The Bachelor Program in Management and Economics can be completed with one of the following fields of specialization ["majors"]: "management" or "economics".
- (3) The Bachelor Program in Management and Economics aims at intensive career preparation in the social and economic sciences and qualifies students for careers which require the application of well-founded, scientific knowledge and methods. As a scientific program, it essentially covers theories, methods and instruments of management and economics. Findings from the field of gender research are also taken into consideration.
- (4) In addition to subject-specific competences, the courses of the Bachelor Program in Management and Economics also promote general social skills.
- (5) The educational objective of the Bachelor Program is to enable its graduates to develop problem-solving competences that are scientifically sound and well-grounded in theories and methods. These problem-solving competences should enable them to work on typical issues of their future occupational fields in a scientifically sound and practically relevant manner. As academically trained experts in the economic sciences they will have a broad range of qualifications and thus will be able to work in diverse occupational fields.

- (6) In particular, the Bachelor Program in Management and Economics prepares students for careers as managers, planners, analysts, and consultants in enterprises of different sizes and in different areas. This includes careers as freelancers, in public administrations, associations, chambers, special interest groups and the media as well as in teaching and research institutions.
- (7) Graduates of the Bachelor Program in Management and Economics with the major in management should
- have acquired solid knowledge of management methods and instruments; they should be able to employ this knowledge when assuming professional managerial responsibilities in the organizations referred to in point (6) and to identify and resolve issues in an independent manner;
  - be able to systematically apply, interpret and utilize empirical data and thereby to provide answers to practical questions;
  - have the competence to reflect on the social and ethical implications of their managerial actions; and
  - have worked with the subject matter and developed the methodical know-how and competences necessary to adequately understand new scientific findings in management and to pursue a master program.
- (8) Graduates of the Bachelor Program in Management and Economics with the major in economics should
- be able to employ expert economic knowledge and methods in the specific occupational fields referred to in Point (6) in a scientifically sound and practically relevant manner;
  - be able to recognize, analyze and provide solutions for economic issues;
  - have the competence to research, analyze, and interpret empirical data relevant for coping with economic issues;
  - have worked with the subject matter and developed the methodical competences necessary to adequately understand new scientific findings in economics and to pursue a master program.

## **§ 2 Workload and duration of the Program**

- (1) The Bachelor Program in Management and Economics is the equivalent of 180 ECTS credits; this corresponds to a Program duration of six semesters.
- (2) The Program is organized in the form of courses.
- (3) Students choose one of the following fields of specialization ("majors"): management or economics. They need to choose one of the two options no later than after the successful completion of three of the four courses "Fundamentals of Managements" referred to in § 6 (2) as well as two of the three courses from the core area of economics referred to in § 6 (3). They must inform the Dean of Studies of their choice in writing.

## **§ 3 Courses**

- (1) A course constitutes a thematic unit and equals 7.5 ECTS credits.
- (2) All courses consist of two course units, one of which is a course unit with continuing performance assessment. The following courses are exceptions to this rule: "Introduction to Management" referred to in § 6 (1), "Introduction to Economics" referred to in § 6 (2), "Foreign Business Language" referred to in § 6 (4-1) and "Sociological Perspectives and Approaches" as well as "Fundamentals of Political Science" referred to in § 7 (4-1 and 4-2) and § 8 (4-1 and 4-2).
- (3) The Program comprises mandatory and elective course.

#### **§ 4 Types of course units and number of participants**

- (1) Courses without continuing performance assessment:
  1. Lectures (VO) are scientific presentations that provide an introduction to a subject matter or cover, discuss and explain research topics, questions, as well as methods and introduce new research findings.
  2. Orientation courses (SL) aim to provide the students with an outline of essential elements of the Program and its subsequent courses of study; they also aim to provide students with a solid basis on which to make personal decisions concerning their choice of study program. Attendance is mandatory. The maximum number of participants is 160.
- (2) Course units with continuing performance assessment are:
  1. Proseminars (PS): Proseminars cover the fundamentals of scientific work, give an introduction to the literature and state of the art in the field, and discuss examples from the field. The maximum number of participants is 40.
  2. Seminars (SE): Seminars focus on detailed scientific discussions. Participants are expected to make oral and/or written contributions. The maximum number of participants is 30.
  3. Tutorials (UE): In tutorials, students acquire application-oriented competences and work on practical cases. The maximum number of participants is 20.
  4. Lectures combined with a tutorial (VU): A lecture combined with a tutorial is the combination of a lecture part and the corresponding tutorial part. The maximum number of participants is 160.
  5. Business language courses (WL): In business language courses, students become immersed in and intensively train their communication skills in a foreign business language. The courses focus on communication among and with the students. The maximum number of participants is 25.

#### **§ 5 Admission to course units with a limited number of participants**

- (1) In course units with a maximum number of participants, places are allocated based on the following procedure:
  1. At the beginning of the registration period for course units of a given semester, each student receives 1,000 points twice. At the end of the registration period for a certain semester, unused points expire.
  2. Students use as many points as they want from the first account of 1,000 points to bid for course units which they want to enroll in; this way, they express their course preferences for the 1<sup>st</sup> enrolment round .
  3. Students use as many points as they want from the second account of 1,000 points to bid for course units which they want to enroll in; this way, they express their course preferences for the 2<sup>nd</sup> enrolment round.
  4. Depending on how many points from the first account are used to bid for certain course units, students receive up to four courses, provided they fulfill the admission requirements.
  5. Depending on how many points from the second account are used to bid for certain course units, students receive courses which have not been allocated according to Points 2 and 4 above. Again, students have to fulfill the respective admission requirements.
  6. The total number of course units assigned according to Points 1-5 above may not exceed the number of courses necessary in a given semester (30 ECTS credits).

7. A lottery system is used to allocate course units still available after the course allocation described in points 1-5 above to those students who have received fewer courses than necessary in a given semester (30 ECTS credits).
  8. Through the procedures described in Points 1-7 above, all students are assigned exactly the number of course units necessary for the Program in any given semester (30 ECTS credits).
- (2) Places in course units of elective courses that belong to the "intermediate" course category of "Special Business Administration" (hereinafter "SBWL") referred to in § 7 (3) or to the "intermediate" course category of "Special Economics" (hereinafter "SVWL") referred to in § 8 (3) are allocated according to the grades in the corresponding SBWL "basic" course category referred to in § 7 (2) and SBWL "basic" course category referred to in § 8 (2), respectively.

**§ 6 Mandatory courses of the core and support area**  
**[hereinafter, the abbreviation "SSt" is used to signify "hours per semester"]**

- (1) The two mandatory courses "Introduction to Management" and "Introduction to Economics" with a total of 15 ECTS credits must be completed:

|   | <b>Course</b>              | <b>h</b> | <b>ECTS credits</b> |
|---|----------------------------|----------|---------------------|
| 1 | Introduction to Management | 4        | 7.5                 |
| 2 | Introduction to Economics  | 4        | 7.5                 |

- (2) The following mandatory courses from the core area of management with a total of 52.5 ECTS credits must be completed:

|   | <b>Course</b>  | <b>h</b> | <b>ECTS credits</b> |
|---|--|----------|---------------------|
| 1 | Accounting 1: Financial Accounting                                     | 4        | 7.5                 |
| 2 | Accounting 2: Management Accounting                                    | 4        | 7.5                 |
| 3 | Fundamentals of Management: Operations Management                      | 4        | 7.5                 |
| 4 | Fundamentals of Management: Organization and Human Resource Management | 4        | 7.5                 |
| 5 | Fundamentals of Management: Strategy and Marketing                     | 4        | 7.5                 |
| 6 | Fundamentals of Management: Financial Management                       | 4        | 7.5                 |
| 7 | Information Systems  | 4        | 7.5                 |

- (3) The following mandatory courses from the core area of economics with a total of 22.5 ECTS credits must be completed:

|   | <b>Course</b>   | <b>h</b> | <b>ECTS credits</b> |
|---|---|----------|---------------------|
| 1 | (Remark: cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354) |          |                     |
| 2 | Theory of Economic Decisions: Decisions and Strategies  | 4        | 7.5                 |
| 3 | Fundamentals of Macroeconomics: Business Cycles & Economic Growth                             | 4        | 7.5                 |
| 4 | Economics and the Public Sector   | 4        | 7.5                 |

- (4) The following mandatory courses from the support area with a total of 30 ECTS credits must be completed:

|   | <b>Course</b>                    | <b>h</b> | <b>ECTS credits</b> |
|---|----------------------------------|----------|---------------------|
| 1 | Foreign Business Language        | 4        | 7.5                 |
| 2 | Statistical Data Analysis        | 4        | 7.5                 |
| 3 | Mathematics                      | 4        | 7.5                 |
| 4 | Law for Management and Economics | 4        | 7.5                 |

- (5) The mandatory course "Seminar and Bachelor Thesis" with a total of 15 ECTS credits must be completed:

|  | <b>Course</b>               | <b>h</b> | <b>ECTS credits</b> |
|--|-----------------------------|----------|---------------------|
|  | Seminar and Bachelor Thesis | 1        | 15                  |

### § 7 Elective courses of the major in management

- (1) (Remark: cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)
- (2) Two of the following SBWL elective courses (basic courses) must be completed:

|    | <b>Course</b>                            | <b>h</b> | <b>ECTS credits</b> |
|----|--|----------|---------------------|
| 1  | SBWL Bank Management                     | 4        | 7.5                 |
| 2  | SBWL Company Taxation                    | 4        | 7.5                 |
| 3  | SBWL Controlling                         | 4        | 7.5                 |
| 4  | SBWL Financial Management                | 4        | 7.5                 |
| 5  | SBWL International Public Management     | 4        | 7.5                 |
| 6  | SBWL Managerial Accounting               | 4        | 7.5                 |
| 7  | SBWL Marketing                           | 4        | 7.5                 |
| 8  | SBWL Human Resource Management           | 4        | 7.5                 |
| 9  | SBWL Production and Logistics Management | 4        | 7.5                 |
| 10 | SBWL Tourism and the Service Sector      | 4        | 7.5                 |
| 11 | SBWL Strategic Management                | 4        | 7.5                 |
| 12 | SBWL Information Systems                 | 4        | 7.5                 |
| 13 | SBWL Auditing                            | 4        | 7.5                 |

- (3) One elective course (intermediate course) related to an SBWL basic course chosen from the options referred to in (2) above must be completed. Admission to an elective intermediate course requires the successful completion of the corresponding basic course referred to in (2) above:

|    | <b>Course</b>  | <b>h</b> | <b>ECTS credits</b> |
|----|--|----------|---------------------|
| 1  | SBWL Company Taxation (Intermediate Course)                    | 4        | 7.5                 |
| 2  | SBWL Controlling (Intermediate Course)                         | 4        | 7.5                 |
| 3  | SBWL Management Accounting (Intermediate Course)               | 4        | 7.5                 |
| 4  | SBWL Marketing (Intermediate Course)                           | 4        | 7.5                 |
| 5  | SBWL Human Resource Management (Intermediate Course)           | 4        | 7.5                 |
| 6  | SBWL Production and Logistics Management (Intermediate Course) | 4        | 7.5                 |
| 7  | SBWL Public Management Instruments (Intermediate Course)       | 4        | 7.5                 |
| 8  | SBWL Risk Management (Intermediate Course)                     | 4        | 7.5                 |
| 9  | SBWL Tourism and the Service Sector (Intermediate Course)      | 4        | 7.5                 |
| 10 | SBWL Strategic Management (Intermediate Course)                | 4        | 7.5                 |
| 11 | SBWL Information Systems (Intermediate Course)                 | 4        | 7.5                 |
| 12 | SBWL Auditing (Intermediate Course)                            | 4        | 7.5                 |

- (4) One of the following elective courses – introduction to a subject from the field of the social sciences – must be completed:

|   | <b>Course</b>                            | <b>h</b> | <b>ECTS credits</b> |
|---|--|----------|---------------------|
| 1 | Sociological Perspectives and Approaches | 4        | 7.5                 |
| 2 | Fundamentals of Political Science        | 4        | 7.5                 |

- (5) One of the following elective courses has to be completed:

|    | <b>Course</b>   | <b>h</b> | <b>ECTS credits</b> |
|----|---|----------|---------------------|
| 1  | one of the courses listed in § 7 (2) not completed up to this point | 4        | 7.5                 |
| 2  | one of the courses listed in § 7 (3) not completed up to this point | 4        | 7.5                 |
| 3  | one of the courses listed in § 7 (4) not completed up to this point | 4        | 7.5                 |
| 4  | one of the courses listed in § 8 (2) not completed up to this point | 4        | 7.5                 |
| 5  | one of the courses listed in § 8 (3) not completed up to this point | 4        | 7.5                 |
| 6  | one of the courses listed in § 8 (4) not completed up to this point | 4        | 7.5                 |
| 7  | Entrepreneurial Decision-Making                                     | 4        | 7.5                 |
| 8  | Gender and Management   | 4        | 7.5                 |
| 9  | Integrated Management with Enterprise Resource Planning Systems     | 4        | 7.5                 |
| 9a | Italian Law and Economics I: Public Commercial Law and Labor Law    | 4        | 7.5                 |

|    |   |   |     |
|----|---|---|-----|
| 9b | Italian Law and Economics II: Commercial Law, Company Law, Insolvency Law | 4 | 7.5 |
| 9c | Italian Tax Law   | 4 | 7.5 |
| 10 | Teaching and Learning in Organizations                                    | 4 | 7.5 |
| 11 | Tax Management  | 4 | 7.5 |
| 12 | Analysis of Financial Statements  | 4 | 7.5 |
| 13 | Accounting and Business Restructuring                                     | 4 | 7.5 |
| 14 | Business Integration  | 3 | 7.5 |

### § 8 Elective courses of the major in economics

- (1) (Remark: cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)
- (2) Two of the following elective courses (SVWL basic courses) must be completed:

|    | Course   | h | ECTS credits |
|----|--|---|--------------|
| 1  | (Remark: cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)y               |   |              |
| 2  | SVWL Economic Policy (Basic Course)  | 4 | 7.5          |
| 3  | SVWL Public Finance (Basic Course)   | 4 | 7.5          |
| 4  | (Remark: cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)y               |   |              |
| 5  | SVWL Economic and Social History (Basic Course)  | 4 | 7.5          |
| 6  | SVWL The Macroeconomics of Open Economies and European Integration (Basic Course)                            | 4 | 7.5          |
| 7  | SVWL International Economics: International Trade Theory and Policy (Basic Course)                           | 4 | 7.5          |
| 8  | SVWL International Economics: International Monetary Economics and International Institutions (Basic Course) | 4 | 7.5          |
| 9  | SVWL Competition Theory and Policy (Basic Course)  | 4 | 7.5          |
| 10 | SVWL Economics of the Leisure and Sports Industry (Basic Course)   | 4 | 7.5          |
| 11 | SVWL Economics of the Welfare State (Basic Course)   | 4 | 7.5          |
| 12 | SVWL Environmental Economics (Basic Course)  | 4 | 7.5          |
| 13 | SVWL Regional Economics (Basic Course)   | 4 | 7.5          |
| 14 | SVWL Managerial Economics (Basic Course)   | 4 | 7.5          |
| 15 | SVWL Econometrics (Basic Course)   | 4 | 7.5          |
| 16 | SVWL Behavioral Economics (Basic Course)   | 4 | 7.5          |

- (3) One elective course from the following list must be completed. If students choose an intermediary elective course (1), admission to this course requires the successful completion of the pertinent SVWL basic course referred to in (2) above:

|   | <b>Course</b>  | <b>h</b> | <b>ECTS credits</b> |
|---|--|----------|---------------------|
| 1 | SVWL Intermediate Course   | 4        | 7.5                 |
| 2 | one of the elective basic courses listed in § 8 (2) not completed up to this point | 4        | 7.5                 |

- (4) One of the following elective courses – introduction to a subject from the field of the social sciences – must be completed:

|    | <b>Course</b>                            | <b>h</b> | <b>ECTS credits</b> |
|----|--|----------|---------------------|
| 1. | Sociological Perspectives and Approaches | 4        | 7.5                 |
| 2. | Fundamentals of Political Science        | 4        | 7.5                 |
| 3. | Statistical Modeling                     | 4        | 7.5                 |

- (5) One of the following elective courses must be completed:

|    | <b>Course</b>   | <b>h</b> | <b>ECTS credits</b> |
|----|---|----------|---------------------|
| 1  | one of the courses listed in § 7 (2) not been completed up to this point                      | 4        | 7.5                 |
| 2  | one of the courses listed in § 7 (3) not been completed up to this point                      | 4        | 7.5                 |
| 3  | one of the courses listed in § 7 (4) not been completed up to this point                      | 4        | 7.5                 |
| 4  | one of the courses listed in § 8 (2) not been completed up to this point                      | 4        | 7.5                 |
| 5  | one of the courses listed in § 8 (3) not been completed up to this point                      | 4        | 7.5                 |
| 6  | one of the courses listed in § 8 (4) not been completed up to this point                      | 4        | 7.5                 |
| 7  | Entrepreneurial Decision-Making   | 4        | 7.5                 |
| 8  | Gender and Management   | 4        | 7.5                 |
| 9  | Integrated Management with Enterprise Resource Planning Systems                               | 4        | 7.5                 |
| 9a | Italian Law and Economics I: Public Commercial Law and Labor Law                              | 4        | 7.5                 |
| 9b | Italian Law and Economics II: Commercial and Entrepreneurial Law, Company Law, Insolvency Law | 4        | 7.5                 |
| 9c | Italian Tax Law   | 4        | 7.5                 |
| 10 | Teaching and Learning in Organizations  | 4        | 7.5                 |
| 11 | Tax Management  | 4        | 7.5                 |
| 12 | Analysis of Financial Statements  | 4        | 7.5                 |



|    |                                       |   |     |
|----|---------------------------------------|---|-----|
| 13 | Accounting and Business Restructuring | 4 | 7.5 |
| 14 | Business Integration                  | 3 | 7.5 |

(6) One free elective course with 7.5 ECTS credits must be completed.

|  | Course               | h | ECTS credits |
|--|----------------------|---|--------------|
|  | Free elective course | 4 | 7.5          |

## § 9 Short description of the compulsory and elective courses

(1) Compulsory courses referred to in § 6 (1):

| 1. | Compulsory module: Introduction to Management  | h        | ECTS-credits |
|----|--|----------|--------------|
| a. | <b>VO Fundamentals of Management</b><br>Introductory survey of management: central concepts, basic management conditions, fundamentals of bookkeeping and financial accounting | 3        | 6            |
| b. | <b>SL Fundamentals of Management</b><br>Reflection on different management topics  | 1        | 1.5          |
|    | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|    | <b>Learning Outcome:</b><br>students gain a basic understanding of management  |          |              |
|    | <b>Prerequisite(s):</b> none   |          |              |

| 2. | Compulsory module: Introduction to Economics  | h        | ECTS-credits |
|----|---|----------|--------------|
| a. | <b>VO Fundamentals of Economics</b><br>Introductory survey of economics: basic economic conditions, categorization of economics (microeconomics, macroeconomics and public finance)<br>Fundamentals of microeconomics: supply and demand, consumer behavior, production and costs, maximizing profit in competitive markets, monopoly | 3        | 6            |
| b. | <b>SL Fundamentals of Economics</b><br>Reflection on different economic topics  | 1        | 1.5          |
|    | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |
|    | <b>Learning Outcome:</b><br>Students gain a basic understanding of economics.   |          |              |
|    | <b>Prerequisite(s):</b> none  |          |              |

(2) Mandatory courses from the major in management referred to in § 6 (2):

| <b>1.</b>   | <b>Compulsory module: Accounting 1: Financial Accounting</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Financial Accounting</b><br>Fundamentals of annual statements according to national law: balance sheets, income statements, cash flow statements, economic effects, recommendations for businesses | 3        | 5                   |
| <b>b.</b>   | <b>PS Financial Accounting</b><br>Calculatory examples and cases to consolidate the content covered by the main lecture (VO)   | 1        | 2.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students gain an overview of management and acquire the competence to analyze, discuss, and develop possible solutions to elementary business issues.   |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |  |          |                     |

| <b>2.</b>   | <b>Compulsory module: Accounting 2: Management Accounting</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Management Accounting</b><br>System of cost accounting, marginal cost accounting, management accounting and management | 3        | 5                   |
| <b>b.</b>   | <b>PS Cost Accounting</b><br>Methods of full cost accounting, direct cost accounting, and marginal cost accounting           | 1        | 2.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students gain an overview of management and acquire the competence to analyze, discuss, and develop possible solutions to elementary business issues.   |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |  |          |                     |

| <b>3.</b> | <b>Compulsory module: Fundamentals of Management: Operations Management</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Operations Management</b><br>Introduction to business operations (procurement, production, distribution) relevant for companies in the goods and service sector; planning and managing operations | 3        | 5                   |
| <b>b.</b> | <b>PS Methods of Operations Management</b><br>Exercises and case studies which explore planning methods and operations management   | 1        | 2.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |

|  |   |
|--|---|
|  | <b>Learning Outcome:</b><br>Students gain an overview of management and acquire the competence to analyze, discuss, and develop possible solutions to elementary business issues.   |
|  | <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |

| <b>4.</b> | <b>Compulsory module: Fundamentals of Management: Organization and Human Resource Management</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Organization and Human Resource Management</b><br>Designing organizational structures, organizing as a social process, the scope of human resource management                 | 3        | 5                   |
| <b>b.</b> | <b>PS Human Resource Management</b><br>Instruments of human resource management   | 1        | 2.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students gain an overview of management and acquire the competence to analyze, discuss, and develop possible solutions to elementary business issues.   |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |          |                     |

| <b>5.</b> | <b>Compulsory module: Fundamentals of Management: Strategy and Marketing</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Strategy and Marketing</b><br>Strategy as a guiding principle; marketing perspective and processes; elements of a basic strategy and its consequences for the internal and external environment of the organization; positioning processes | 3        | 5                   |
| <b>b.</b> | <b>PS Strategy and Marketing</b><br>Intensive work on selected items covered by the lecture (VO) "Strategy and Marketing"  | 1        | 2.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students gain an overview of management and acquire the competence to analyze, discuss, and develop possible solutions to elementary business issues.  |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2)  |          |                     |

| <b>6.</b> | <b>Compulsory module: Fundamentals of Management: Financial Management</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Financial Management</b><br>Introduction to financial management: cash-flow-oriented perspective, methods of investment budgeting, raising capital, capital structuring, financial planning | 2        | 4                   |

|   |  |          |            |
|---|--|----------|------------|
| <b>b.</b>   | <b>VU Financial Management</b><br>Intensive consideration (exercises and case studies) of fundamental questions covered in the main lecture (VO) | 2        | 3.5        |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b> |
| <b>Learning Outcome:</b><br>Students gain an overview of management and acquire the competence to analyze, discuss, and develop possible solutions to elementary business issues.   |  |          |            |
| <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |  |          |            |

|   |  |          |                     |
|---|--|----------|---------------------|
| <b>7.</b>   | <b>Compulsory module: Information Systems</b>  | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>   | <b>VO Introduction to Information Systems</b><br>Application of information and communication technologies in businesses and organizations; business modeling; analysis, design, documentation and implementation of information and communication systems | 2        | 3.5                 |
| <b>b.</b>   | <b>PS Information Systems</b><br>Discussion of concepts and models presented in the lecture (VO) as well as their practical application  | 2        | 4                   |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Basic understanding of concepts and models for information and communication systems; understanding of the needs for information and communication technologies in businesses and organizations |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2)   |  |          |                     |

(3) Mandatory courses from the core area of economics referred to in § 6 (3):

(Remark: (1) cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)

|  |   |          |                     |
|--|---|----------|---------------------|
| <b>2.</b>  | <b>Compulsory module: Theory of Economic Decisions: Decisions and Strategies</b>  | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>  | <b>VO Theory of Economic Decisions: Decisions and Strategies</b><br>Market structure and competitive strategies, fundamentals of game theory, economic theory of organizations, coordination of economic activities: markets and enterprises, contracts, information and incentives | 3        | 5                   |
| <b>b.</b>  | <b>PS Theory of Economic Decisions: Decisions and Strategies</b><br>Exercises to consolidate the lecture (VO) content   | 1        | 2.5                 |
|  | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students gain an overview of economics and acquire the competence to analyze, discuss, and develop possible solutions to elementary economic issues. |   |          |                     |

|  |   |
|--|---|
|  | <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |
|--|---|

| 3.   | <b>Compulsory module: Fundamentals of Macroeconomics: Business Cycles and Economic Growth</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|---|----------|---------------------|
| <b>a.</b>  | <b>VO Fundamentals of Macroeconomics: Business Cycles and Economic Growth</b><br>Goods markets, money and financial markets, labor markets, inflation, growth | 3        | 5                   |
| <b>b.</b>  | <b>PS Fundamentals of Macroeconomics: Business Cycles and Economic Growth</b><br>Exercises to consolidate the lecture (VO) content                            | 1        | 2.5                 |
|  | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students gain an overview of economics and acquire the competence to analyze, discuss, and develop possible solutions to elementary economic issues. |   |          |                     |
| <b>Prerequisite(s):</b> none   |   |          |                     |

| 4.  | <b>Compulsory module: Economics and the Public Sector</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Economics and the Public Sector</b><br>Reasons for government activities in market economies, theory of market failure, collective decision-making processes, analysis of government activities and government failure | 3        | 5                   |
| <b>b.</b>   | <b>PS Economics and the Public Sector</b><br>Exercises to consolidate the lecture (VO) content   | 1        | 2.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students gain an overview of economics and acquire the competence to analyze, discuss, and develop possible solutions to elementary economic issues.    |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory courses "Introduction to Management" referred to in § 6 (1-1) and "Introduction to Economics" referred to in § 6 (1-2) |  |          |                     |

(4) Mandatory courses from the support area referred to in § 6 (4):

| 1.        | <b>Compulsory module: Foreign Business Language</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>WL Foreign Business Language:</b><br>Selected business topics are used to train language and communicative skills relevant for business in an international context; languages: English, French, Italian, Spanish or Russian | 4        | 7.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |

|  |  |
|--|--|
|  | <b>Learning Outcome:</b><br>Students acquire the competence to communicate (orally and in writing) in the respective foreign business language.            |
|  | <b>Prerequisite(s):</b> knowledge of the respective language corresponding to the school-leaving level of Austrian general or vocational secondary schools |

| 2. | Compulsory module: Statistical Data Analysis  | h        | ECTS-credits |
|----|---|----------|--------------|
| a. | <b>VO Statistical Data Analysis</b><br>Descriptive and inductive statistics   | 2        | 3            |
| b. | <b>PS Statistical Data Analysis e</b><br>Exercises to consolidate the lecture (VO) content, application of suitable statistical software  | 2        | 4.5          |
|    | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |
|    | <b>Learning Outcome:</b><br>Students gain an overview of statistics, acquire the competence to analyze, discuss, and develop possible solutions to elementary statistical issues, and get to know suitable statistics software. |          |              |
|    | <b>Prerequisite(s):</b> positive completion of the mandatory courses "Mathematics" referred to in § 6 (4-3)   |          |              |

| 3. | Compulsory module: Mathematics  | h        | ECTS-credits |
|----|---|----------|--------------|
| a. | <b>VO Mathematics</b><br>Fundamentals of linear algebra, calculus, financial mathematics, and probability calculus  | 3        | 4            |
| b. | <b>PS Mathematics</b><br>Exercises to consolidate the lecture (VO) content  | 1        | 3.5          |
|    | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |
|    | <b>Learning Outcome:</b><br>Students gain an overview of mathematics and acquire the competence to analyze, discuss, and develop possible solutions to mathematical issues. |          |              |
|    | <b>Prerequisite(s):</b> none  |          |              |

| 4. | Compulsory module: Law for Management and Economics   | h        | ECTS-credits |
|----|---|----------|--------------|
| a. | <b>VO Law for Management and Economics</b><br>Fundamentals of law focusing on the law of businesses, introduction to private and public law including aspects of European and international law | 3        | 5            |
| b. | <b>PS Law for Management and Economics</b><br>Case studies involving content covered by the lecture (VO)  | 1        | 2.5          |
|    | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |

|  |   |
|--|---|
|  | <b>Learning Outcome:</b><br>Students acquire basic knowledge of law especially in regard to business transactions |
|  | <b>Prerequisite(s):</b> none  |

(5) Mandatory course referred to in § 6 (5):

|  | <b>Compulsory module: Seminar with Bachelor Thesis</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|--|----------|---------------------|
|  | <b>VO Seminar with Bachelor Thesis</b><br>Creating the bachelor thesis and presenting it in the seminar  | 1        | 1 + 14              |
|  | <b>Total</b>   | <b>1</b> | <b>15</b>           |
|  | <b>Learning Outcome:</b><br>independent creation of a written paper on a topic from management or economics (cf. § 11), corresponding to the requirements of good research practice  |          |                     |
|  | <b>Prerequisite(s):</b> positive completion of the elective course the bachelor thesis is related to in terms of its content. These elective courses are referred to in § 7 (2) for management majors and in § 8 (2) for economics majors. |          |                     |

(6) Elective courses (basic courses) referred to in § 7 (2):

| <b>1.</b> | <b>Elective module: SBWL Bank Management (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Bank Management</b><br>Specific characteristics of managing banks and other financial institutions: basic terminology; determining factors of financial institutions; business fields and aspects of bank management, including risk management | 2        | 4                   |
| <b>b.</b> | <b>PS Bank Management</b><br>Intensive work on central questions covered by the lecture (VO) "Bank Management"  | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge of bank management, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.               |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Financial Management" referred to in § 6 (2) and four additional mandatory courses from the core area of management referred to in § 6 (2)           |          |                     |

| 2.  | <b>Elective module: SBWL Company Taxation (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Company Taxation</b><br>Scope, basic issues and central terminology of company taxation; methods of investment budgeting with taxes; tax consulting                | 2        | 4                   |
| <b>b.</b>   | <b>PS Company Taxation</b><br>Introduction to quantitative company taxation, relationship between the national taxation of company income and entrepreneurial activities | 2        | 3.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge of company taxation, the competence to analyze, discuss and resolve advanced business issues, as well as presentation and communication skills.              |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 1: Financial Accounting" referred to in § 6 (2-1) and four additional mandatory courses from the core area of management referred to in § 6 (2) |  |          |                     |

| 3.  | <b>Elective module: SBWL Controlling (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO Controlling</b><br>Introduction to controlling (management of organizations): role of controlling for managing organizations; controlling instruments | 2        | 4                   |
| <b>b.</b>   | <b>PS Controlling</b><br>Logic of controlling for managing organizations; intensive work with central controlling instruments                               | 2        | 3.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge of controlling, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills. |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 2: Management Accounting" referred to in § 6 (2-2) and four additional mandatory courses from the core area of management referred to in § 6 (2)    |   |          |                     |

| 4.        | <b>Elective module: SBWL Financial Management (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Financial Management</b><br>Theory and practical application of modern financial management tools: fundamentals of valuation theory, financial management decisions in the market and in corporations from the perspective of equilibrium theory, agency theory and information theory | 2        | 4                   |
| <b>b.</b> | <b>PS Financial Management</b><br>Intensive work on central questions covered in the lecture (VO) "Financial Management"   | 2        | 3.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |



|  |  |
|--|--|
|  | <p><b>Learning Outcome:</b><br/>Students acquire specialized knowledge of financial management, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.</p> |
|  | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Financial Management" referred to in § 6 (2-6) and four additional mandatory courses from the core area of management referred to in § 6 (2)</p> |

| 5.        | <b>Elective module: SBWL International Public Management (Basic Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <p><b>VO Introduction to New Public Management</b><br/>Theoretical foundations of government modernization (institutions and fields of application) according to NPM principles in an international context</p>  | 2        | 4                   |
| <b>b.</b> | <p><b>PS Cases in New Public Management</b><br/>Current questions of administrative modernization in comparative country studies and their relevance for public management in Austria</p>  | 2        | 3.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <p><b>Learning Outcome:</b><br/>Students acquire specialized knowledge of international public management, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills</p> |          |                     |
|           | <p><b>Prerequisite(s):</b> positive completion of 5 mandatory courses from the core area of management referred to in § 6 (2)</p>  |          |                     |

| 6.        | <b>Elective module: SBWL Management Accounting (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <p><b>VO Introduction to Management Accounting</b><br/>Basic concepts of management accounting; instruments and methods of cost accounting and financial management, selected practical cases of management accounting in organizations</p>           | 2        | 4                   |
| <b>b.</b> | <p><b>PS Cost Accounting and Information</b><br/>Cost accounting instruments and their implementation in terms of information and organization</p>  | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|           | <p><b>Learning Outcome:</b><br/>Students acquire specialized knowledge of management accounting, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.</p> |          |                     |
|           | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 2: Management Accounting" referred to in § 6 (2-2) and four additional mandatory courses from the core area of management referred to in § 6 (2)</p>               |          |                     |

| 7.  | <b>Elective module: SBWL Marketing (Basic Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Strategy, Information and Value-Creation Processes</b><br>Marketing strategy and competitive positioning; information gathering and information distribution processes; approaches to branding and brand management; market research methods; designing market offerings | 2        | 4                   |
| <b>b.</b>   | <b>PS Strategy, Information and Value-Creation Processes</b><br>Intensive work on selected items covered by the lecture (VO) "Strategy, Information and Value-Creation Processes"  | 2        | 3.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge of marketing, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.               |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Strategy and Marketing" referred to in § 6 (2-5) and four additional mandatory courses from the core area of management referred to in § 6 (2) |  |          |                     |

| 8.  | <b>Elective module: SBWL Human Resource Management (Basic Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Human Resource Management and Development</b><br>Theories of leading and being led, concepts of human resource development | 2        | 4                   |
| <b>b.</b>   | <b>PS Human Resource Management and Development</b><br>Instruments of human resource management and development                  | 2        | 3.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge of human resource management, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.                   |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Organization and Human Resource Management" referred to in § 6 (2-4) and four additional mandatory courses from the core area of management referred to in § 6 (2) |  |          |                     |

| 9.        | <b>Elective module: SBWL Production and Logistics Management (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Production and Logistics Management 1</b><br>Introduction to production and logistics management; functions, planning concepts and methods of production and logistics management | 2        | 4                   |
| <b>b.</b> | <b>PS Production and Logistics Management 1</b><br>Exercises and case studies to consolidate the students' understanding of planning methods  | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |

|  |   |
|--|---|
|  | <p><b>Learning Outcome:</b><br/>Students acquire specialized knowledge of production and logistics management, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.</p> |
|  | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Operations Management" referred to in § 6 (2-3) and four additional mandatory courses from the core area of management referred to in § 6 (2)</p>               |

| 10. | Elective module: SBWL Tourism and the Service Sector (Basic Course)  | h        | ECTS-credits |
|-----|--|----------|--------------|
| a.  | <b>VO Development and Design of Enterprises in the Service Sector</b><br>Fundamentals of teriarization, production of services, management of service processes  | 2        | 4            |
| b.  | <b>PS Development and Design of Enterprises in the Service Sector</b><br>Instruments and techniques of service management  | 2        | 3.5          |
|     | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|     | <p><b>Learning Outcome:</b><br/>Students acquire specialized knowledge of tourism and the service sector, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.</p> |          |              |
|     | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Strategy and Marketing" referred to in § 6 (2-5) and four additional mandatory courses from the core area of management referred to in § 6 (2)</p>         |          |              |

| 11. | Elective module: SBWL Strategic Management (Basic Course)  | h        | ECTS-credits |
|-----|--|----------|--------------|
| a.  | <b>VO Fundamentals of Strategic Management</b><br>Introduction to core processes of strategic management: strategic goal-setting, internal and external analysis, strategy formulation and strategy implementation                                     | 2        | 4            |
| b.  | <b>PS Fundamentals of Strategic Management</b><br>Case studies and practical examples to consolidate the application of the instruments and methods of strategic management  | 2        | 3.5          |
|     | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|     | <p><b>Learning Outcome:</b><br/>Students acquire specialized knowledge of strategic management, the competence to analyze, discuss and develop possible solutions to advanced business issues, as well as presentation and communication skills.</p>   |          |              |
|     | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Management: Strategy and Marketing" referred to in § 6 (2-5) and four additional mandatory courses from the core area of management referred to in § 6 (2)</p> |          |              |

| 12.  | <b>Elective module: SBWL Information Systems (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|---|----------|---------------------|
| <b>a.</b>  | <b>VO System Planning</b><br>Introduction to system planning and project management; project planning, project monitoring and controlling of IT projects        | 2        | 4                   |
| <b>b.</b>  | <b>PS Management of IT Projects</b><br>Application of the concepts and methods introduced in the VO "System Planning"; handling of software tools; case studies | 2        | 3.5                 |
|  | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Specialized knowledge in planning and introducing information systems, IT project management tasks, IT project organizations, and techniques for system planning; competence to discuss and develop (IT-related) solutions to business issues. |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Information Systems" referred to in § 6 (2-7) and four additional mandatory courses from the core area of management referred to in § 6 (2)   |   |          |                     |

| 13.   | <b>Elective module: SBWL Auditing (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Group Accounting and International Financial Reporting</b><br>Case studies on information effects and standards  | 2        | 4                   |
| <b>b.</b>   | <b>PS Group Accounting or Company Valuation</b><br>Case studies; critical reflection on alternative information strategies with reference to current standards | 2        | 3.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge of auditing, the competence to analyze, discuss and resolve advanced business issues, as well as presentation and communication skills.                      |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 1: Financial Accounting" referred to in § 6 (2-1) and four additional mandatory courses from the core area of management referred to in § 6 (2) |  |          |                     |

(7) Elective Course (Intermediate Courses) referred to in § 7 (3):

| 1.        | <b>Elective module: SBWL Company Taxation (Intermediate Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO European Company Taxation</b><br>Fundamentals of European law, comparison of company taxation in different EU member states, fundamental freedoms and material tax law; harmonization of company taxation; cross-border tax planning | 2        | 4                   |
| <b>b.</b> | <b>SE International Company Taxation</b><br>Reasons for and prevention of international double taxation; objectives, significance and effects of the OECD Model Tax Convention; international tax management with convention law           | 2        | 3.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |

|  |   |
|--|---|
|  | <p><b>Learning Outcome:</b><br/>Students acquire in-depth specialized knowledge of company taxation, the competence to discuss and resolve advanced business issues, as well as advanced presentation and communication skills.</p> |
|  | <p><b>Prerequisite(s):</b> positive completion of the elective course "SBWL Company Taxation (Basic Course)" referred to in § 7 (2-2)</p>   |

| 2. | Elective module: SBWL Controlling (Intermediate Course)   | h        | ECTS-credits |
|----|---|----------|--------------|
| a. | <p><b>VO Controlling (Intermediate Course)</b><br/>Role of controllers; selected, advanced controlling instruments; integrative controlling processes; relationship between management and controllers; relevance of controlling/management control for society</p> | 2        | 4            |
| b. | <p><b>SE Controlling (Intermediate Course)</b><br/>Role of controllers in organizational decision-making situations; organizational context; presentation of the "controlling approach"; scope of more advanced controlling instruments</p>                         | 2        | 3.5          |
|    | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |
|    | <p><b>Learning Outcome:</b><br/>Students acquire in-depth specialized knowledge of controlling, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills.</p>                |          |              |
|    | <p><b>Prerequisite(s):</b> positive completion of the elective course "SBWL Controlling (Basic Course)" referred to in § 7 (2-3) or of the elective course "SBWL Management Accounting (Basic Course)" referred to in § 7 (7-6)</p>                                 |          |              |

| 3. | Elective module: SBWL Management Accounting (Intermediate Course)  | h        | ECTS-credits |
|----|--|----------|--------------|
| a. | <p><b>VO Strategic Management Accounting</b><br/>Introduction to concepts, methods and instruments of strategic management accounting; introduction of control systems</p>   | 2        | 4            |
| b. | <p><b>SE Current Questions of Management Accounting</b><br/>Selected topics from management accounting in business practice</p>  | 2        | 3.5          |
|    | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|    | <p><b>Learning Outcome:</b><br/>Students acquire in-depth specialized knowledge of management accounting, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills.</p> |          |              |
|    | <p><b>Prerequisite(s):</b> positive completion of the elective course "SBWL Controlling (Basic Course)" referred to in § 7 (2-3) or of the elective course "SBWL Management Accounting (Basic Course)" referred to in § 7 (7-6)</p>                            |          |              |

| <b>4.</b>  | <b>Elective module: SBWL Marketing (Intermediate Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|--|----------|---------------------|
| <b>a.</b>  | <b>VO Value Creation and Delivery Processes</b><br>Market communication, value delivery, pricing, brand satisfaction and measurement, brand monitoring processes | 2        | 4                   |
| <b>b.</b>  | <b>SE Value Creation and Delivery Processes</b><br>Intensive work on selected items covered by the lecture (VO) "Value Creation and Delivery Processes"          | 2        | 3.5                 |
|  | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire in-depth specialized knowledge of operative strategic marketing, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the elective course "SBWL Marketing (Basic Course)" referred to in § 7 (2-7)  |  |          |                     |

| <b>5.</b>  | <b>Elective module: SBWL Human Resource Management (Intermediate Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|--|----------|---------------------|
| <b>a.</b>  | <b>VO Human Resource Controlling und Work Organization</b><br>Epistemological foundations of human resource controlling, management and control, indicator systems, measuring and assessing performance, human asset accounting, work time, work space and work content as elements of human resource management | 2        | 4                   |
| <b>b.</b>  | <b>SE Instruments and Processes of Human Resource Controlling and Work Organization</b><br>Selected methods of human resource controlling and work organization in their technical, social and institutional dimensions  | 2        | 3.5                 |
|  | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire in-depth specialized knowledge of human resource management, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the elective course "SBWL Human Resource Management (Basic Course)" referred to in § 7 (2-8)  |  |          |                     |

| <b>6.</b> | <b>Elective module: SBWL Production and Logistics Management (Intermediate Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Production and Logistics Management II</b><br>Strategic and tactical production and logistics management; design of relationships along the value chain, tasks and planning methods | 2        | 4                   |
| <b>b.</b> | <b>SE Production and Logistics Management II</b><br>Exercises and case studies to consolidate the knowledge of planning methods   | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |

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|--|--|
|  | <p><b>Learning Outcome:</b><br/>Students acquire in-depth specialized knowledge of production and logistics management, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills.</p> |
|  | <p><b>Prerequisite(s):</b> positive completion of the elective course "SBWL Production and Logistics Management (Basic Course)" referred to in § 7 (2-9)</p>   |

| 7. | Elective module: SBWL Instruments of Public Management (Intermediate Course)   | h        | ECTS-credits |
|----|--|----------|--------------|
| a. | <p><b>VO Concepts, Methods and Instruments of Public Management</b><br/>Survey of the central concepts, methods and instruments for managing public administrations</p>  | 2        | 4            |
| b. | <p><b>SE Concepts, Methods and Instruments of Public Management</b><br/>Work on practical projects in cooperation with public administrations</p>  | 2        | 3.5          |
|    | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|    | <p><b>Learning Outcome:</b><br/>Students acquire in-depth specialized knowledge of public management, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills.</p> |          |              |
|    | <p><b>Prerequisite(s):</b> positive completion of the elective course "SBWL International Public Management (Basic Course)" referred to in § 7 (2-5)</p>   |          |              |

| 8. | Elective module: SBWL Risk Management (Intermediate Course)  | h        | ECTS-credits |
|----|--|----------|--------------|
| a. | <p><b>VO Risk Management</b><br/>In-depth survey of modern concepts of risk assessment and risk management and their application in real-world enterprises and financial institutions</p>  | 2        | 4            |
| b. | <p><b>SE Risk Management</b><br/>Specialist literature and case studies to consolidate specific questions covered by the lecture (VO) "Risk Management"</p>  | 2        | 3.5          |
|    | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|    | <p><b>Learning Outcome:</b><br/>Students acquire in-depth specialized knowledge of risk management, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills.</p> |          |              |
|    | <p><b>Prerequisite(s):</b> positive completion of the elective course "SBWL Bank Management (Basic Course)" referred to in § 7 (2-1) or of the elective course "SBWL Financial Management (Basic Course)" referred to in § 7 (2-4)</p>                   |          |              |

| 9. | Elective module: SBWL Tourism and the Service Sector (Intermediate Course)   | h | ECTS-credits |
|----|--|---|--------------|
| a. | <p><b>VO Management of Tourism and the Service Sector</b><br/>Tourism example of organizational processes in service enterprises, e. g. capacity management, queue management systems, service relationship management, productivity and quality improvement</p> | 2 | 4            |

|   |   |          |            |
|---|---|----------|------------|
| <b>b.</b>   | <b>SE Management of Tourism and the Service Sector</b><br>Instruments of tourism management | 2        | 3.5        |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b> |
| <b>Learning Outcome:</b><br>Students acquire in-depth specialized knowledge of tourism and the service sector, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |   |          |            |
| <b>Prerequisite(s):</b> positive completion of the elective course "SBWL Tourism and the Service Sector (Basic Course)" referred to in § 7 (2-10)   |   |          |            |

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|---|---|----------|---------------------|
| <b>10.</b>  | <b>Elective module: SBWL Strategic Management (Intermediate Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>   | <b>VO Strategic Management and Leadership</b><br>Central challenges and issues confronting managers; implementation issues and evaluation of existing strategies and processes  | 2        | 4                   |
| <b>b.</b>   | <b>SE Strategic Management and Leadership</b><br>Instruments and concepts of change management; corporate culture and innovation management; leadership, performance measurement and indicator-based strategic management | 2        | 3.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire in-depth specialized knowledge of strategic management, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the elective course "SBWL Strategic Management (Basic Course)" referred to in § 7 (2-11)   |   |          |                     |

|   |   |          |                     |
|---|---|----------|---------------------|
| <b>11.</b>  | <b>Elective module: SBWL Information Systems (Intermediate Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>   | <b>VO Information Management</b><br>Basics of information management: management of information, information systems as well as information and communication infrastructures; process management | 2        | 3.5                 |
| <b>b.</b>   | <b>SE Management of Information Systems</b><br>Case studies, exercises and examples focusing on methods of information management and process modeling  | 2        | 4                   |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Specialized knowledge of concepts, methods and models for managing information, information systems as well as information and communication infrastructures; competence to discuss and develop (IT-related) solutions to business issues |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the elective course "SBWL Information Systems (Basic Course)" referred to in § 7 (2-12)  |   |          |                     |



| 12.   | <b>Elective module: SBWL Auditing (Intermediate Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Auditing according to National and International Standards</b><br>Explanation of the audit process and discussion of auditing standards through case studies | 2        | 4                   |
| <b>b.</b>   | <b>SE Case Studies in Auditing</b><br>Critical reflection on auditing strategies, auditing issues and ethical questions in the context of current standards        | 2        | 3.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire in-depth specialized knowledge of auditing, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of the elective course "SBWL Auditing (Basic Course)" referred to in § 7 (2-13)   |  |          |                     |

- (8) Elective courses – introduction to a subject from the field of the social sciences – referred to in § 7 (4):

| 1.  | <b>Elective module: Sociological Perspectives and Approaches</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>                                       | <b>VO Introduction to Sociological Perspectives and Approaches</b><br>Sociological perspectives and methods: basic questions; theoretical and methodological paradigms as well as basic sociological terminology | 4        | 7.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>survey of sociology |  |          |                     |
| <b>Prerequisite(s):</b> none                    |  |          |                     |

| 2.  | <b>Elective module: Fundamentals of Political Science</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Fundamentals of Political Science</b><br>Survey of central political processes, institutions, structures and policies. | 4        | 7.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>survey of political science |  |          |                     |
| <b>Prerequisite(s):</b> none                            |  |          |                     |

(9) Elective courses referred to in § 7 (5):

| <b>1.</b>   | <b>Elective module: Entrepreneurial Decision-Making</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Entrepreneurial Decision-Making</b><br>Survey of typical structures and issues related to entrepreneurial decisions: decisions under certainty, uncertainty and risk, decisions in multi-person contexts, information relevant for the decision-making process, decision heuristics und behavior | 3        | 5                   |
| <b>b.</b>   | <b>PS Entrepreneurial Decision-Making</b><br>Experiments, case studies and simulations to consolidate items covered in the lecture (VO)  | 1        | 2.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding entrepreneurial decisions.       |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2) |  |          |                     |

| <b>2.</b>   | <b>Elective module: Gender and Management</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
| <b>a.</b>   | <b>VO Gender and Management</b><br>Theoretical concepts for understanding the role of gender in management; possibilities and limitations of equal-opportunity policies in enterprises | 2        | 4                   |
| <b>b.</b>   | <b>PS Gender and Management</b><br>Intensive consideration of selected questions in the context of gender and management   | 2        | 3.5                 |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>acquisition of specialized knowledge and competences in the area of gender and management         |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2) |  |          |                     |

| <b>3.</b>   | <b>Elective module: Integrated Management with Enterprise Resource Planning Systems</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO Enterprise Resource Planning Systems</b><br>Business fundamentals of enterprise resource planning systems   | 2        | 4                   |
| <b>b.</b>   | <b>PS Application of Enterprise Resource Planning Systems</b><br>Interactive demonstration of enterprise resource planning systems by means of online ERP systems | 2        | 3.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding ERP systems.                     |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2) |   |          |                     |

| <b>3a.</b>   | <b>Elective module: Italian Law and Economics I: Public Commercial Law and Labor Law</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|--|----------|---------------------|
| <b>a.</b>  | <b>VO Italian Law and Economics I</b><br>Fundamentals of constitutional and administrative law relevant for economics and business life, along with basic labor law questions with a particular focus on human resource management | 2        | 4                   |
| <b>b.</b>  | <b>PS Italian Law and Economics I</b><br>Consolidation of fundamental questions covered by the lecture (VO) "Italian Law and Economics I"  | 2        | 3.5                 |
|  | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire relevant basic knowledge of Italian public law and Italian labor law, the competence to analyze, discuss and develop possible solutions to basic legal issues of business and economics, along with advanced presentation and communication skills. |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |  |          |                     |

| <b>3b..</b>  | <b>Elective module: Italian Law and Economics II: Commercial Law, Company Law, Insolvency Law</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|---|----------|---------------------|
| <b>a.</b>  | <b>VO Italian Law and Economics II</b><br>Focus on business and entrepreneurial law (what is a business, an entrepreneur); contracts relevant for the business sector; special focus on competition law, regulation of market interaction; introduction to company law; introduction to the law of negotiable instruments | 2        | 4                   |
| <b>b.</b>  | <b>PS Italian Law and Economics II</b><br>Consolidation of questions covered by the lecture (VO) "Law and Economics II"   | 2        | 3.5                 |
|  | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire relevant basic knowledge of Italian commercial, company, corporate and insolvency law, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |   |          |                     |

| <b>3c.</b>   | <b>Elective module: Italian Tax Law</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|---|----------|---------------------|
| <b>a.</b>  | <b>VO Italian Tax Law</b><br>Introduction to all areas of Italian tax law                             | 2        | 4                   |
| <b>b.</b>  | <b>PS Italian Tax Law</b><br>Consolidation of questions covered by the lecture (VO) "Italian Tax Law" | 2        | 3.5                 |
|  | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire an application-oriented overview of Italian tax law, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |   |          |                     |

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|  | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2) |
|--|---|

| <b>4.</b> | <b>Elective module: Teaching and Learning in Organizations</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Teaching and Learning in Organizations</b><br>Theoretical concepts for designing teaching/learning processes in organizations; possibilities and limitations of teaching/learning approaches in enterprises | 2        | 4                   |
| <b>b.</b> | <b>PS Teaching and Learning in Organizations</b><br>In-depth consideration of selected issues from the context of teaching and learning in organizations; development of design concepts                          | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding teaching and learning in organizations.  |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)   |          |                     |

| <b>5.</b> | <b>Elective module: Tax Management</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Tax Management</b><br>Tax aspects relevant for setting up a company; ongoing company taxation; company liquidation and transfer of ownership  | 2        | 4                   |
| <b>b.</b> | <b>PS Tax Management</b><br>Case studies to consolidate the content covered by the lecture (VO) "Tax Management"  | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding tax management.  |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 1: Financial Accounting" referred to in § 6 (2-1) as well as positive completion of three mandatory courses referred to in § 6 (2-2 to 2-7) |          |                     |

| <b>6.</b> | <b>Elective module: Analysis of Financial Statements</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Analysis of Financial Statements</b><br>Analysis of financial statements on the basis of the annual report in a national and international context (including basic IFRS principles) as well as balance sheet policy from an application-oriented perspective | 2        | 4                   |
| <b>b.</b> | <b>PS Analysis of Financial Statements</b><br>Case studies and consolidation of the analytical approaches covered by the lecture (VO)   | 2        | 3.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |

|  |   |
|--|---|
|  | <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding the analysis of financial statements.  |
|  | <b>Prerequisite(s):</b> positive completion of the mandatory course referred to in § 6 (2-1) "Accounting 1: Financial Accounting" as well as positive completion of three mandatory courses referred to in § 6 (2-2 to 2-7) |

| 7.        | <b>Elective module: Accounting and Business Restructuring</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Business Restructuring</b><br>Presentation of knowledge and competences relevant for business restructuring as well as insolvency law  | 2        | 4                   |
| <b>b.</b> | <b>PS Business Accounting</b><br>Knowledge of and competences in balance sheet analysis including case studies   | 2        | 3.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding accounting and business restructuring   |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course referred to in § 6 (2-1) "Accounting 1: Financial Accounting" as well as positive completion of three mandatory courses "Fundamentals of Management" referred to in § 6 (2-2 to 2-7) |          |                     |

| 8.        | <b>Elective module: Business Integration</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Business Integration</b><br>Integration of business content and different perspectives from the core area (management fundamentals) | 2        | 4                   |
| <b>b.</b> | <b>PS Business Integration</b><br>Intensive work on selected issues in the context of business integration                                | 1        | 3.5                 |
|           | <b>Total</b>  | <b>3</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire the competence to integrate different management subjects and perspectives.                  |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)             |          |                     |

(10) Elective course referred to in § 7 (6):

|  | <b>Elective module: Free Elective Course</b>   | <b>h</b> | <b>ECTS-credits</b> |
|--|--|----------|---------------------|
|  | Students can complete an additional elective course from the Bachelor Program which has not yet been completed (provided that there are sufficient free course places) or a course offered by any other bachelor program of the University of Innsbruck. |          | 7.5                 |
|  | <b>Total</b>   |          | <b>7.5</b>          |
|  | <b>Learning Outcome:</b><br>Students acquire additional competences and skills.  |          |                     |
|  | <b>Prerequisite(s):</b> none   |          |                     |

(11) Elective courses (basic courses) referred to in § 8 (2):

(Remark: 11-1 is cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)

| <b>2.</b> | <b>Elective module: SVWL Economic Policy (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Economic Policy</b><br>Introduction to the mechanisms and instruments of economic policy decisions  | 2        | 3                   |
| <b>b.</b> | <b>PS Economic Policy</b><br>Analysis of specific economic policy situations; case studies in economic policy   | 2        | 4.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge of economic policy, the competence to discuss and develop possible solutions to advanced issues in economics, as well as advanced presentation and communication skills.         |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3) and of the mandatory course "Economics and the Public Sector" referred to in § 6 (4) |          |                     |

| <b>3.</b> | <b>Elective module: SVWL Public Finance (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Public Finance</b><br>Advanced methods for analyzing governmental action, its financing and its macroeconomic effects (e.g. theory and politics of taxation, public debt)  | 2        | 3                   |
| <b>b.</b> | <b>PS Public Finance</b><br>Reflection on public finance issues by means of current scientific literature  | 2        | 4.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge of public finance, the competence to discuss and develop possible solutions to advanced issues in economics, as well as advanced presentation and communication skills. |          |                     |

|  |   |
|--|---|
|  | <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3) and of the mandatory course "Economics and the Public Sector" referred to in § 6 (4) |
|--|---|

(Remark: 11-4 is cancelled – cf. University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354)

| <b>5.</b>   | <b>Elective module: SVWL Economic and Social History (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO Economic and Social History</b><br>Survey of global developments in economic and social history<br>or<br>History of Economic Theories | 2        | 3                   |
| <b>b.</b>   | <b>PS Economic and Social History</b><br>Examples and case studies to consolidate the content covered by the VO                             | 2        | 4.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge of economic and social history, the competence to discuss and develop possible solutions to advanced issues in economics, as well as advanced presentation and communication skills. |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3)  |   |          |                     |

| <b>6.</b>   | <b>Elective module: SVWL The Macroeconomics of Open Economies and European Integration (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO The Macroeconomics of Open Economies</b><br>Introduction to the methods and theories employed in the analysis of open economies and their impact on the interpretation of macroeconomic processes | 2        | 3                   |
| <b>b.</b>   | <b>PS The Macroeconomics of Open Economies</b><br>Exercises and case studies to consolidate the lecture (VO) content  | 2        | 4.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Consolidation of the methodical knowledge introduced in the course "Fundamentals of Macroeconomics". Reflection on central theories about the dynamics of the European economic area.                                   |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3) and of the mandatory course "Economics and the Public Sector" referred to in § 6 (4) |   |          |                     |

|           |  |          |                     |
|-----------|--|----------|---------------------|
| <b>7.</b> | <b>Elective module: SVWL International Economics: International Trade Theory and Policy (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b> | <b>VO International Economics: International Trade Theory and Policy</b><br>Introduction to the theory of international division of labor and its effects  | 2        | 3                   |
| <b>b.</b> | <b>PS International Economics: International Trade Theory and Policy</b><br>Exercises and case studies to consolidate the lecture (VO) content   | 2        | 4.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge of international economic relations, the competence to discuss and develop possible solutions to advanced issues in economics, as well as presentation and communication skills.                          |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course "Theory of Economic Decisions: Decisions and Strategies" referred to in § 6 (3-2) and the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3-3). |          |                     |

|           |  |          |                     |
|-----------|--|----------|---------------------|
| <b>8.</b> | <b>Elective module: SVWL International Economics: International Monetary Economics and International Institutions (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b> | <b>VO International Economics: International Monetary Economics and International Institutions</b><br>International monetary economics and international institutions: exchange rates, interest rates, optimal currency areas und international institutions | 2        | 3                   |
| <b>b.</b> | <b>PS International Economics: International Monetary Economics and International Institutions</b><br>Exercises and case studies to consolidate the lecture (VO) content   | 2        | 4.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge of international economic relations, the competence to discuss and develop possible solutions to advanced issues in economics, as well as presentation and communication skills.          |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3-3) and the mandatory course "Economics and the Public Sector" referred to in § 6 (3-4).        |          |                     |

|           |   |          |                     |
|-----------|---|----------|---------------------|
| <b>9.</b> | <b>Elective module: SVWL Competition Theory and Policy (Basic Course)</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b> | <b>VO Competition Theory and Policy</b><br>Analysis of horizontal and vertical integration in markets with incomplete competition; measurement of market power; principles of competition law | 2        | 3                   |
| <b>b.</b> | <b>PS Competition Theory and Policy</b><br>Exercises to consolidate the lecture (VO) content  | 2        | 4.5                 |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |



|  |  |
|--|--|
|  | <p><b>Learning Outcome:</b><br/>Building on content covered by course "Theory of Economic Decisions: Decisions and Strategies", students acquire advanced competence to analyze questions of competition theory and policy by means of the analytical instruments of welfare economics and learn to understand details of markets with incomplete competition.</p> |
|  | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Theory of Economic Decisions: Decisions and Strategies" from the core area of economics referred to in § 6 (3-2).</p>  |

| 10. | Elective module: SVWL Economics of the Leisure and Sports Industry (Basic Course)  | h        | ECTS-credits |
|-----|--|----------|--------------|
| a.  | <p><b>VO Economics of the Leisure and Sports Industry</b><br/>Application of the instruments of economic analysis to the sports, leisure and tourism industry.</p>   | 2        | 3            |
| b.  | <p><b>PS Economics of the Leisure and Sports Industry</b><br/>Exercises to consolidate the lecture (VO) content</p>  | 2        | 4.5          |
|     | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|     | <p><b>Learning Outcome:</b><br/>Students learn to analyze the effects of the leisure industry on business cycles, competition, employment and foreign trade; on this basis they acquire the competence to identify and critically evaluate the potential for economic policy decisions in this area.</p> |          |              |
|     | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles &amp; Economic Growth" referred to in § 6 (3-3) and the mandatory course "Economics and the Public Sector" referred to in § 6 (3-4).</p>   |          |              |

| 11. | Elective module: SVWL Economics of the Welfare State (Basic Course)  | h        | ECTS-credits |
|-----|--|----------|--------------|
| a.  | <p><b>VO Economics of the Welfare State</b><br/>Introduction to the theory and policy of the instruments employed by the modern welfare state</p>  | 2        | 3            |
| b.  | <p><b>PS Economics of the Welfare State</b><br/>Consolidation of and reflection on central topics covered by the lecture by means of literature analyses, presentations and discussions</p>  | 2        | 4.5          |
|     | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|     | <p><b>Learning Outcome:</b><br/>Students acquire the competence to carry out economic analyses of welfare state institutions/instruments employed to safeguard against social risks, such as health issues, old age, long-term care, poverty, etc.</p>           |          |              |
|     | <p><b>Prerequisite(s):</b> positive completion of the mandatory course "Fundamentals of Macroeconomics: Business Cycles &amp; Economic Growth" referred to in § 6 (3-3) and the mandatory course "Economics and the Public Sector" referred to in § 6 (3-4).</p> |          |              |

| 12. | Elective module: SVWL Environmental Economics (Basic Course)  | h        | ECTS-credits |
|-----|---|----------|--------------|
| a.  | <b>VO Environmental Economics</b><br>Environmental issues from an economic perspective; instruments of environmental policy; analysis of international economic issues; analysis of selected environmental issues                                 | 2        | 3            |
| b.  | <b>PS Environmental Economics</b><br>Work on selected questions raised by environmental issues (study of literature; smaller, independent contributions; developing possible solutions to environmental issues through exercises and discussions) | 2        | 4.5          |
|     | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |
|     | <b>Learning Outcome:</b><br>Students acquire the competence to understand, analyze, critically reflect on and develop possible solutions to environmental issues from an economic perspective.  |          |              |
|     | <b>Prerequisite(s):</b> positive completion of the mandatory course "Theory of Economic Decisions: Decisions and Strategies" referred to in § 6 (3-2) and the mandatory course "Economics and the Public Sector" referred to in § 6 (3-4).        |          |              |

| 13. | Elective module: SVWL Regional Economics (Basic Course)  | h        | ECTS-credits |
|-----|--|----------|--------------|
| a.  | <b>VO Regional Economics</b><br>Simple methods for analyzing regional economic interrelationships; introduction to the objectives and instruments of European regional economic policy   | 2        | 3            |
| b.  | <b>PS Regional Economics</b><br>Work on selected questions raised by regional economics (study of literature; smaller, independent contributions; developing possible solutions to environmental issues through exercises and discussions)                                   | 2        | 4.5          |
|     | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|     | <b>Learning Outcome:</b><br>Students learn to appreciate the role of geography in economic analyses and reflect on how models of regional development in the EU are applied.   |          |              |
|     | <b>Prerequisite(s):</b> positive completion of the mandatory course "Theory of Economic Decisions: Decisions and Strategies" referred to in § 6 (3-2) and the mandatory course "Fundamentals of Macroeconomics: Business Cycles & Economic Growth" referred to in § 6 (3-3). |          |              |

| 14. | Elective module: SVWL Managerial Economics (Basic Course)   | h | ECTS-credits |
|-----|---|---|--------------|
| a.  | <b>VO Managerial Economics</b><br>Systematic treatment of producer and consumer theory; focus on incentive structures under asymmetric information (principal-agent theory, adverse selection) by means of instruments provided by game theory; market failure, externalities, public goods | 2 | 3            |
| b.  | <b>PS Managerial Economics</b><br>Exercises to consolidate the lecture (VO) content   | 2 | 4.5          |

|  |  |          |            |
|--|--|----------|------------|
|  | <b>Total</b>   | <b>4</b> | <b>7.5</b> |
|  | <b>Learning Outcome:</b><br>Students acquire the competence to analyze inventive structures in enterprises in different forms of markets and identify optimal behavior |          |            |
|  | <b>Prerequisite(s):</b> positive completion of the mandatory course "Theory of Economic Decisions: Decisions and Strategies" referred to in § 6 (3-2)                  |          |            |

|            |   |          |                     |
|------------|---|----------|---------------------|
| <b>15.</b> | <b>Elective module: SVWL Econometrics (Basic Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>  | <b>VO Econometrics</b><br>Basic methods of econometrics and empirical research in economics   | 2        | 3                   |
| <b>b.</b>  | <b>PS Econometrics</b><br>Exercises to consolidate the content covered by the lecture; work on selected issues from the area of empirical research in economics | 2        | 4.5                 |
|            | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|            | <b>Learning Outcome:</b><br>Students acquire the competence to analyze, discuss and work on economic issues by means of econometric methods                     |          |                     |
|            | <b>Prerequisite(s):</b> positive completion of the mandatory course "Statistical Data Analysis" referred to in § 6 (4-2)  |          |                     |

|            |   |          |                     |
|------------|---|----------|---------------------|
| <b>16.</b> | <b>Elective module: SVWL Behavioral Economics (Basic Course)</b>  | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>  | <b>VO Behavioral Economics</b><br>Systematic discussion of formal approaches which try to explain human behavior which hardly or not at all fits the model of the "homo economicus". The lecture focuses on behavior which deviates from the assumption that agents are perfectly rational, merely interested in their own economic benefits, and capable of perfect self-control, etc. | 2        | 3                   |
| <b>b.</b>  | <b>PS Behavioral Economics</b><br>Exercises to consolidate the lecture (VO) content   | 2        | 4.5                 |
|            | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
|            | <b>Learning Outcome:</b><br>Students discuss selected models of different areas of behavioral economics and apply them to economic issues   |          |                     |
|            | <b>Prerequisite(s):</b> positive completion of the mandatory course "Theory of Economic Decisions: Decisions and Strategies" referred to in § 6 (3-2)   |          |                     |

(12) Elective courses (intermediate courses) referred to in § 8 (3):

|           |  |          |                     |
|-----------|--|----------|---------------------|
|           | <b>Elective module: SVWL Intermediate Course</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b> | <b>VO SVWL Intermediate Course</b><br>Application of advanced methods to the analysis of economic issues | 2        | 3                   |

|           |   |          |            |
|-----------|---|----------|------------|
| <b>b.</b> | <b>PS SVWL Intermediate Courses</b><br>Study of current scientific literature and reflection on how advanced methods can be applied   | 2        | 4.5        |
|           | <b>Total</b>  | <b>4</b> | <b>7.5</b> |
|           | <b>Learning Outcome:</b><br>Students acquire the competence to understand and reflect on advanced scientific economic issues and to apply the results of their work to their own actions; advanced presentation and communication competences |          |            |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course of the pertinent elective course referred to in § 8 (2)   |          |            |

(13) Elective courses – introduction to a subject from the field of the social sciences referred to in § 8 (4):

| <b>1.</b> | <b>Elective module: Sociological Perspectives and Approaches*</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Introduction to Sociological Perspectives and Approaches</b><br>Sociological perspectives and methods: basic questions; theoretical and methodological paradigms as well as basic sociological terminology | 2        | 3.75                |
| <b>b.</b> | <b>VO Sociological Perspectives and Approaches – Topical Issues in Contemporary Societies</b><br>Sociological perspectives and methods: application to contemporary social, political and cultural processes     | 2        | 3.75                |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>survey of sociology  |          |                     |
|           | <b>Prerequisite(s):</b> none   |          |                     |

\* In terms of its structure, this course differs from the description in the German original curriculum; the English translation reflects the structure as it is currently employed.

| <b>2.</b> | <b>Elective module: Fundamentals of Political Science</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Fundamentals of Political Science</b><br>Survey of central political processes, institutions, structures and policies. | 4        | 7.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>survey of political science  |          |                     |
|           | <b>Prerequisite(s):</b> none   |          |                     |

| <b>3.</b> | <b>Elective module:</b>   | <b>h</b> | <b>ECTS-credits</b> |
|-----------|---|----------|---------------------|
| <b>a.</b> | <b>VO Statistical Modeling</b><br>Classical Bayesian and Wald models, general linear models | 2        | 3                   |

|           |  |          |            |
|-----------|--|----------|------------|
| <b>b.</b> | <b>PS Statistical Modeling</b><br>Exercises to consolidate the lecture (VO) content                                      | 2        | 4.5        |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b> |
|           | <b>Learning Outcome:</b><br>knowledge supplementing the overview of statistics   |          |            |
|           | <b>Prerequisite(s):</b> positive completion of the mandatory course "Statistical Data Analysis" referred to in § 6 (4-2) |          |            |

(14) Elective courses referred to in § 8 (5):

| <b>1.</b> | <b>Elective module: Entrepreneurial Decision-Making</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Entrepreneurial Decision-Making</b><br>Survey of typical structures and issues related to entrepreneurial decisions: decisions under certainty, uncertainty and risk, decisions in multi-person contexts, information relevant for the decision-making process, decision heuristics und behavior | 3        | 5                   |
| <b>b.</b> | <b>PS Entrepreneurial Decision-Making</b><br>Experiments, case studies and simulations to consolidate items covered in the lecture (VO)  | 1        | 2.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding entrepreneurial decisions.  |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |          |                     |

| <b>2.</b> | <b>Elective module: Gender and Management</b>  | <b>h</b> | <b>ECTS-credits</b> |
|-----------|--|----------|---------------------|
| <b>a.</b> | <b>VO Gender and Management</b><br>Theoretical concepts for understanding the role of gender in management; possibilities and limitations of equal-opportunity policies in enterprises | 2        | 4                   |
| <b>b.</b> | <b>PS Gender and Management</b><br>Intensive consideration of selected questions in the context of gender and management   | 2        | 3.5                 |
|           | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
|           | <b>Learning Outcome:</b><br>acquisition of specialized knowledge and competences in the area of gender and management  |          |                     |
|           | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |          |                     |

|   |   |          |                     |
|---|---|----------|---------------------|
| <b>3.</b>   | <b>Elective module: Integrated Management with Enterprise Resource Planning Systems</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>   | <b>VO Enterprise Resource Planning Systems</b><br>Business fundamentals of enterprise resource planning systems   | 2        | 4                   |
| <b>b.</b>   | <b>PS Application of Enterprise Resource Planning Systems</b><br>Interactive demonstration of enterprise resource planning systems by means of online ERP systems | 2        | 3.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding ERP systems.                     |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2) |   |          |                     |

|  |  |          |                     |
|--|--|----------|---------------------|
| <b>3a.</b>   | <b>Elective module: Italian Law and Economics I: Public Commercial Law and Labor Law</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>  | <b>VO Italian Law and Economics I</b><br>Fundamentals of constitutional and administrative law relevant for economics and business life, along with basic labor law questions with a particular focus on human resource management | 2        | 4                   |
| <b>b.</b>  | <b>PS Italian Law and Economics I</b><br>Consolidation of fundamental questions covered by the lecture (VO) "Italian Law and Economics I"  | 2        | 3.5                 |
|  | <b>Total</b>   | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire relevant basic knowledge of Italian public law and Italian labor law, the competence to analyze, discuss and develop possible solutions to basic legal issues of business and economics, along with advanced presentation and communication skills. |  |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |  |          |                     |

|            |   |          |                     |
|------------|---|----------|---------------------|
| <b>3b.</b> | <b>Elective module: Italian Law and Economics II: Commercial Law, Company Law, Insolvency Law</b>   | <b>h</b> | <b>ECTS-credits</b> |
| <b>a.</b>  | <b>VO Italian Law and Economics II</b><br>Focus on business and entrepreneurial law (what is a business, an entrepreneur); contracts relevant for the business sector; special focus on competition law, regulation of market interaction; introduction to company law; introduction to the law of negotiable instruments | 2        | 4                   |
| <b>b.</b>  | <b>PS Italian Law and Economics II</b><br>Consolidation of questions covered by the lecture (VO) "Law and Economics II"   | 2        | 3.5                 |
|            | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |

|  |  |
|--|--|
|  | <b>Learning Outcome:</b><br>Students acquire relevant basic knowledge of Italian commercial, company, corporate and insolvency law, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |
|  | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |

| 3c. | Elective module: Italian Tax Law   | h        | ECTS-credits |
|-----|--|----------|--------------|
| a.  | <b>VO Italian Tax Law</b><br>Introduction to all areas of Italian tax law  | 2        | 4            |
| b.  | <b>PS Italian Tax Law</b><br>Consolidation of questions covered by the lecture (VO) "Italian Tax Law   | 2        | 3.5          |
|     | <b>Total</b>   | <b>4</b> | <b>7.5</b>   |
|     | <b>Learning Outcome:</b><br>Students acquire an application-oriented overview of Italian tax law, the competence to discuss and develop possible solutions to advanced business issues, as well as advanced presentation and communication skills. |          |              |
|     | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)  |          |              |

| 4. | Elective module: Teaching and Learning in Organizations   | h        | ECTS-credits |
|----|---|----------|--------------|
| a. | <b>VO Teaching and Learning in Organizations</b><br>Theoretical concepts for designing teaching/learning processes in organizations; possibilities and limitations of teaching/learning approaches in enterprises | 2        | 4            |
| b. | <b>PS Teaching and Learning in Organizations</b><br>In-depth consideration of selected issues from the context of teaching and learning in organizations; development of design concepts                          | 2        | 3.5          |
|    | <b>Total</b>  | <b>4</b> | <b>7.5</b>   |
|    | <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding teaching and learning in organizations.  |          |              |
|    | <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2)   |          |              |

| 5. | Elective module: Tax Management  | h | ECTS-credits |
|----|--|---|--------------|
| a. | <b>VO Tax Management</b><br>Tax aspects relevant for setting up a company; ongoing company taxation; company liquidation and transfer of ownership | 2 | 4            |

|   |  |          |            |
|---|--|----------|------------|
| <b>b.</b>   | <b>PS Tax Management</b><br>Case studies to consolidate the content covered by the lecture (VO) "Tax Management" | 2        | 3.5        |
|   | <b>Total</b>   | <b>4</b> | <b>7.5</b> |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding tax management.  |  |          |            |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 1: Financial Accounting" referred to in § 6 (2-1) as well as positive completion of three mandatory courses referred to in § 6 (2-3 to 2-7) |  |          |            |

| <b>6.</b>   | <b>Elective module: Analysis of Financial Statements</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO Analysis of Financial Statements</b><br>Analysis of financial statements on the basis of the annual report in a national and international context (including basic IFRS principles) as well as balance sheet policy from an application-oriented perspective | 2        | 4                   |
| <b>b.</b>   | <b>PS Analysis of Financial Statements</b><br>Case studies and consolidation of the analytical approaches covered by the lecture (VO)   | 2        | 3.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding the analysis of financial statements.  |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 1: Financial Accounting" referred to in § 6 (2-1) as well as positive completion of three mandatory courses referred to in § 6 (2-3 to 2-7) |   |          |                     |

| <b>7.</b>   | <b>Elective module: Accounting and Business Restructuring</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO Business Restructuring</b><br>Presentation of knowledge and competences relevant for business restructuring as well as insolvency law | 2        | 4                   |
| <b>b.</b>   | <b>PS Business Accounting</b><br>Knowledge of and competences in balance sheet analysis including case studies                              | 2        | 3.5                 |
|   | <b>Total</b>  | <b>4</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire specialized knowledge and competences regarding accounting and business restructuring  |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of the mandatory course "Accounting 1: Financial Accounting" referred to in § 6 (2-1) as well as positive completion of three mandatory courses referred to in § 6 (2-3 to 2-7) |   |          |                     |



| <b>8.</b>   | <b>Elective module: Business Integration</b>  | <b>h</b> | <b>ECTS-credits</b> |
|---|---|----------|---------------------|
| <b>a.</b>   | <b>VO Business Integration</b><br>Integration of business content and different perspectives from the core area (management fundamentals) | 2        | 4                   |
| <b>b.</b>   | <b>PS Business Integration</b><br>Intensive work on selected issues in the context of business integration                                | 1        | 3.5                 |
|   | <b>Total</b>  | <b>3</b> | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire the competence to integrate different management subjects and perspectives.      |   |          |                     |
| <b>Prerequisite(s):</b> positive completion of four mandatory courses from the core area of management referred to in § 6 (2) |   |          |                     |

(15) Elective course referred to in § 8 (6):

|   | <b>Elective module: Free Elective Course</b>   | <b>h</b> | <b>ECTS-credits</b> |
|---|--|----------|---------------------|
|   | Students can complete an additional elective course from the Bachelor Program which has not yet been completed (provided that there are sufficient free course places) or a course offered by any other bachelor program of the University of Innsbruck. |          | 7.5                 |
|   | <b>Total</b>   |          | <b>7.5</b>          |
| <b>Learning Outcome:</b><br>Students acquire additional competences and skills. |  |          |                     |
| <b>Prerequisite(s):</b> none  |  |          |                     |

## § 10 Introductory study and orientation phase

- (1) The following exams have to be taken during the introductory study and orientation phase, which takes place in the first semester:
  1. VO Fundamentals of Management (compulsory course 1a, 3 SSt, 6 ECTS credits)
  2. SL Fundamentals of Management (compulsory course 1b, 3 SSt, 1.5 ECTS credits)
  3. VO Fundamentals of Economics (compulsory course 2a, 3 SSt, 6 ECTS credits)
  4. SL Fundamentals of Economics (compulsory course 2b, 1 SSt, 1.5 ECTS credits)
- (2) Students with positive grades in the introductory study and orientation phase exams have the right to participate in all other courses, take the exams of these courses, and write a bachelor thesis.
- (3) Before the full completion of the introductory study and orientation phase, students can participate in courses amounting to 15 ECTS credits. Admission requirements as defined by the curriculum apply.

## **§ 11 Bachelor thesis**

- (1) In the Bachelor Program a bachelor thesis must be written.
- (2) The bachelor thesis must reflect the standards of management or economics both in terms of content and method.
- (3) When creating the bachelor thesis, students must demonstrate that they are able – independently and in a limited period of time – to apply theoretical and methodical instruments of management or economics to a specific question.
- (4) The bachelor thesis of the major in management must be written as part of the mandatory course "Seminar and Bachelor Thesis" referred to in § 6 (5), and its content focus must belong to the area of "Special Business Administration" referred to in § 7 (2 or 3). The topic of bachelor thesis must relate to an already completed basic SBWL elective course referred to in § 7 (2). Before students can register their bachelor thesis, they first need to declare their choice of the major in management referred to in § 2 (3) in writing.
- (5) The bachelor thesis of the major in management must be written as part of the mandatory course "Seminar and Bachelor Thesis" referred to in § 6 (5), and its content focus must belong to the area of "Special Economics" referred to in § 8 (2 or 3). The topic of bachelor thesis must relate to an already completed basic SVWL elective course referred to in § 8 (2). Before students can register their bachelor thesis, they first need to declare their choice of the major in management referred to in § 2 (3) in writing.

The bachelor thesis of the major in economics must be written as an integral part of either the mandatory course "Econometrics" referred to in § 8 (1) or of an elective SVWL basic course referred to § 8 (2) or of an elective SBWL intermediate course referred to in § 8 (3). Before students can register their bachelor thesis, they first need to declare their choice of the "major" in economics referred to in § 2 (3) in writing.

- (6) Students have the right to propose the topic of the bachelor thesis or to choose it from a number of proposals.
- (7) The bachelor thesis is equivalent to a workload of 14 ECTS credits. This workload is added to the workload defined by the course in which the bachelor thesis is written.
- (8) The topic of the bachelor thesis must be defined together with the course instructor no later than four weeks after teaching and performance assessment have started in the semester during which the thesis is written.
- (9) The bachelor thesis must be submitted in printed and in electronic form by the end of the course in which the bachelor thesis is written.
- (10) The course instructor must grade the bachelor thesis within two months.
- (11) It is permissible for several students to work on one single topic together, as long as it is feasible to assess the performance of each individual student separately.
- (12) Bachelor theses can be written in a language other than German, if the course instructor agrees.

## **§ 12 Examination regulations**

- (1) The student's performance in a course is assessed by means of one of the following:
  1. In courses consisting of a lecture and a course unit with continuing performance assessment, the final grade comprises the grade of the course unit with continuing performance assessment and an overall exam covering the course content. Admission to the overall exam requires a positive grade in the course unit with continuing performance assessment.
  2. The final grade of courses consisting exclusively of lectures or of a lecture and an orientation course comprises the grades of the individual course units.

3. In courses consisting exclusively of course units with continuing performance assessment, the final grade is determined by the grades of the individual course units.
- (2) In course units, the examination method – written/oral/paper(s) – is determined by the instructor before the course unit starts.
- (3) Methods and types of overall exams:
  1. Overall course exams comprise the entire course content; they are administered by individual examiners. The overall exam is a written exam (maximum length: 90 minutes). Overall exams of the elective intermediate courses referred to in § 7 (3) and § 8 (3) are an exception to this rule.
  2. Overall exams of the elective intermediate courses referred to in § 7 (3) and § 8 (3) comprise the entire course content; they are administered by individual examiners. The overall exam consists of a written exam (maximum length: 60 minutes) and an oral exam. The written exam contributes 75% to the overall grade; the oral exam 25%.
  3. Admission to the oral exam referred to in Point 2 above requires the positive completion of the written part of the exam. The overall exam is positive, if both exam parts are positive.
  4. Students with a negative grade in the oral exam referred to in Point 2 above need only repeat this part of the exam.

### **§ 13 Academic degree**

Graduates of the Bachelor Program in Management and Economics are awarded the academic degree of "Bachelor of Science", in brief "B.Sc.".

### **§ 14 Implementation**

- (1) This curriculum comes into force on 1 October 2007.
- (2) Amendments to the curriculum published in the University of Innsbruck Bulletin of 23 April 2008, Issue 30, No. 259 come into force on 1 October 2008 and apply to all students.
- (3) Amendments to the curriculum published in the University of Innsbruck Bulletin of 29 June 2010, Issue 45, No. 341 come into force on 1 October 2010 and apply to all students of the Diploma Program in Management and the Diploma Program in Economics.
- (4) § 10 as defined by the curriculum version published by the University of Innsbruck Bulletin of 8 June 2011, Issue 26, No. 438 comes into force on 1 October 2011 and applies to all students starting the Program in the 2011/2012 winter semester or later.
- (5) § 10 as defined by the curriculum version published in the University of Innsbruck Bulletin of 8 June 2011, Issue 26, No. 438 expires on 30 September 2014.
- (6) Amendments to the curriculum published in the University of Innsbruck Bulletin of 29 June 2012, Issue 39, No. 354 come into force on 1 October 2012 and, with the exception of § 10, apply to all students.
- (7) § 10 published in the University of Innsbruck Bulletin on 29 June 2012, Issue 39, No. 354 applies to students starting the Program in winter semester 2012/2013.
- (8) § 10 published in the University of Innsbruck Bulletin of 29 July 2012, Issue 39, No. 354 expires on 30 September 2014.
- (9) § 7 (5-9a), § 8 (5-9a), § 9 (9-3a) and (14-3a) published in the University of Innsbruck Bulletin of 2 May 2016, Issue 24, No. 359 come into force on 1 October 2016 and apply to all students.
- (10) § 10 including heading published in the University of Innsbruck Bulletin of 2 May 2016, Issue 24, No. 359 comes into force on 1 October 2016 and applies to all students who start the Bache-

lor Program in Management and Economics in winter semester 2016/2017.

### **§ 15 Transitional regulations**

- (1) Regular students who started the Diploma Program in Management and/or the Diploma Program in Economics at the University of Innsbruck before 1 October 2007 are entitled to complete the first part of these programs within a maximum of five semesters and the second part of these programs within a maximum of six semesters.
- (2) If a part of the Diploma Program in Management and/or of the Diploma Program in Economics is not completed in time, the curriculum of the Bachelor Program in Management and Economics applies. In addition, students of the programs mentioned above are, at any time, entitled to switch to the curriculum of the Bachelor Program in Management and Economics.
- (3) The accreditation of course grades referred to in § 78 (1) University Law 2002 is regulated in Appendix 2 of the German curriculum of the Bachelor Program in Management and Economics.