

Note:

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Curriculum for the

Master's Programme in International Management

at the Faculty of Business and Management
at the University of Innsbruck

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§ 1 Allocation

Pursuant to §54 para. 1 Universities Act 2002, the Master's Programme in International Management is allocated to the group of social and economic study programmes.

§ 2 Qualification profile

- (1) The Master's Programme in International Management serves to provide in-depth professional training in the social sciences and economics and to qualify students for professional activities, especially those with an international focus, which require the application of scientific knowledge and methods. As an academic degree programme, its core consists of teaching the theories, methods and instruments of social and economic sciences and, in particular, international business administration and economics. The findings of gender research are also taken into account.
- (2) The Master's Programme in International Management promotes in its modules social, intercultural and foreign language skills in addition to subject-specific skills.
- (3) The educational objective of the university master's programme is to provide graduates with in-depth scientific and academically sound, theory- and method-based analysis and problem-solving skills in science and practice. Graduates have the knowledge, skills and competences to
 1. work independently on scientific problems, assess scientific knowledge and apply it in new, particularly research-relevant contexts, as well as to undertake further scientific doctoral or PhD studies;
 2. work on relevant problems in their respective non-university professional fields, especially those with an international focus, in a scientifically sound and practice-oriented manner. Beyond the areas of international business & management and economics, they have knowledge, skills and competences that enable them to work in various professional fields;
 3. take responsibility for the professional development and management of individuals and groups;
 4. reflect on the ethical, intercultural and social consequences and prerequisites of the use of their knowledge.
- (4) The Master's Programme in International Management prepares students in a special way for managerial, planning, analytical and advisory activities with an international focus in internationally active companies of various sizes and sectors, including freelance activities and for activities with an international focus in public administrations, interest groups, non-profit organisations and supranational institutions as well as for activities in teaching and research institutions.

§ 3 Admission

- (1) Admission to the Master's Programme in International Management requires the completion of a relevant bachelor's programme or a relevant bachelor's degree programme at a university of applied sciences or another equivalent degree programme at a recognised domestic or foreign post-secondary educational institution.
- (2) In any case, a completed Bachelor's Programme in International Business & Economics at the University of Innsbruck shall be deemed to be a subject-relevant study programme. The Rectorate shall decide whether the requirements of another relevant degree programme are met in accordance with §64 para. 3 Universities Act.
- (3) Supplementary examinations amounting to a maximum of 30 ECTS-Credits may be prescribed to compensate for significant subject-related differences and must be completed by the end of the second semester of the master's programme.
- (4) The following qualitative admission requirements pursuant to §63a para. 1 Universities Act also apply:
 - a) Ability to combine business and economic knowledge with reference to an international context as well as sound knowledge of foreign business languages, which is a prerequisite for international management, with qualitative and quantitative methodological knowledge of economics. This knowledge is deemed to have been acquired if courses totalling at least 15 ECTS-Credits from the field of Business Management with an international focus, at least 15

ECTS-Credits from the field of Economics with an international focus and at least 10 ECTS-Credits from the field of Foreign Business Languages have been successfully completed.

- b) Valid GMAT (Graduate Management Admission Test) with at least 550 points or GMAT Focus with at least 525 points (not older than two years at the time of application). Instead of the GMAT, an overall grade between 1.0 and 2.8 will also be valid if a relevant degree programme (according to §3 para. 2) has been completed at the University of Innsbruck.

§ 4 Scope and duration

The Master's Programme in International Management covers 120 ECTS-Credits, this corresponds to a duration of the programme of four semesters. The study programme is structured in modules.

§ 5 Language

The Master's Programme in International Management is offered in English. English language proficiency at level B2 (Common European Framework of Reference for Languages) is required. The regulations of the University of Innsbruck apply to the type of proof required.

§ 6 Types of courses and maximum number of students per course

- (1) Courses without continuous performance evaluation
Lectures (VO) are courses held in lecture format. They introduce the research areas, methods and schools of thought for a given subject. No maximum number of students per course.
- (2) Courses with continuous performance evaluation:
 - 1. Working groups (AG) serve to treat a topic in collective fashion, examining the theories, methods and techniques of an area using group work. Maximum number of students: 30.
 - 2. Seminars (SE) provide in-depth study of contents, methods and techniques of a specialist area including presentations and discussions. Maximum number of students: 30.
 - 3. Tutorials (UE) focus on practical work on specific tasks in a specialised field and on practising specific skills. Maximum number of participants: 30
 - 4. Lecture-tutorials (VU) focus on the practical treatment of concrete scientific tasks that are discussed during the lecture parts of the course. Maximum number of students: 150.

§ 7 Allocation of places in courses with a limited number of participants

In courses with a limited number of participants, the places are allocated as follows:

- 1. Students for whom the study duration would be extended due to the postponement are to be given priority.
- 2. If the criterium in no. 1 does not suffice to regulate the admission to a course, first students for whom this course is part of a compulsory module are to be given priority, and second, students for whom this course is part of an elective modules.
- 3. If the criteria in no. 1 and no. 2 do not suffice to regulate the admission, the available places are raffled.

§ 8 Compulsory and elective modules

(1) The following compulsory modules covering altogether 55 ECTS-Credits are to be passed:

1.	Compulsory Module: International Management	h	ECTS-Credits
a.	VU International Management In-depth study of internationalisation, market and competitive strategies of multinational companies; in-depth study of functional perspectives related to international management (e.g. marketing, human resource management, supply chain management, financial management); interactions between the macro environment and multinational companies (e.g. geopolitical influences, institutions, digitalisation, sustainability and diversity)	2	5
b.	SE International Management Advanced study of selected topics dealt with in the VU	2	5
	Total	4	10
	Learning Outcomes: Students are able to make theory-based recommendations as to which form of international business activity should be chosen for companies under which circumstances. Students can evaluate how international management and the macro environment of multinational companies interact. Students can explain how geopolitics, national, international and supranational institutions and macro trends such as digitalisation, sustainability and diversity influence international business activities and what interactions they generate in the context of international economic activity.		
	Prerequisite/s: none		

2.	Compulsory Module: International Economic Relations	h	ECTS-Credits
a.	VU International Economic Relations In-depth study of the global aspects of economic activities; international trade in goods and services; global value chains; multinational companies; trade policy and the role of the WTO; economic integration and geopolitics	2	5
b.	SE International Economic Relations Advanced study of selected topics dealt with in the VU	2	5
	Total	4	10
	Learning Outcomes: Students are familiar with the main theoretical approaches, problems and instruments of economic policy. They can independently research economic policy issues, independently analyse current articles, critically question their results and conclusions and replicate empirical work. They are able to prepare and present economic policy topics to an expert audience. They have sufficient confidence in dealing with the relevant methods and can apply them independently to their own scientific questions.		
	Prerequisite/s: none		

3.	Compulsory Module: International Institutions	h	ECTS-Credits
a.	VU International Institutions Introduction to the basics of institutional theory in international management; differentiation and comparison of regional, national, international and supranational institutions; interaction between institutions and other stakeholders of multinational companies, especially political parties, interest groups and citizens' movements; approaches and strategies of multinational companies in dealing with institutions or their absence in the home and target country; institutions as protection against and cause of risks	2	5
b.	SE International Stakeholders Advanced study of selected topics dealt with in the VU	2	5
	Total	4	10
	Learning Outcomes: Students can evaluate how international institutions influence the business activities and value creation of multinational companies. In particular, students can explain how institutions can protect multinational companies from risks and lend them legitimacy on the one hand but can also represent a risk factor on the other. In addition, students are familiar with approaches and strategies that multinational companies can apply in their relationships with institutions in home and target countries.		
	Prerequisite/s: none		

4.	Compulsory Module: Intercultural Competence	h	ECTS-Credits
a.	VU Intercultural Competence Introduction to cultural theories and comparison of different theoretical approaches to culture and the different levels of culture; role of cultural differences between regions, countries, professional groups and companies and their significance in international business life; discussion of practical approaches to developing a reflective approach to culture; methods for the unprejudiced identification of differences between cultures and their acceptance through effective communication	2	3
b.	UE Intercultural Competence Advanced study of selected topics dealt with in the VU	1	2
	Total	3	5
	Learning Outcomes: Students are familiar with the most important cultural theories and can compare and contrast the different approaches to foreign cultures. They are able to apply their in-depth knowledge of the role of cultural differences between regions, countries, professional groups and companies in appropriate situations. They can assess the influence of these interactions in international business life. Knowledge of practical approaches and methods for reflecting on culture enables students to identify cultural differences and subsequently accept them without prejudice.		
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2		

5.	Compulsory Module: Foreign Language Business Communication	h	ECTS-Credits
	UE Foreign Language Business Communication Training and application of selected competences in the field of business communication based on communication models and theories; communication as a central element in an international business environment (e.g. leadership, team competences); training of language skills for business communication in a foreign language (other than English) as part of the application of communication models and theories	3	5
	Total	3	5
	Learning Outcomes: Students have knowledge of selected models and theories in business communication and their relevance in business life. Based on their competences in business communication and their language skills in a foreign language, they can actively shape their field of activity in an international business context. Students can apply selected competences in business communication (e.g. leadership, team competences) and adapt them to the given situation.		
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2		

6.	Compulsory Module: Scientific Writing	h	ECTS-Credits
a.	SE Scientific Writing In-depth study and application of approaches and practices of English-language academic writing in the field of international management	1	2
b.	AG Scientific Writing Learning techniques for writing and analysing academic texts in the field of international management; good academic practice in writing texts in the field of international management; summarising, analysing and critically evaluating academic texts in the field of international management	2	3
	Total	3	5
	Learning Outcomes: Students can critically analyse theoretical and empirical research approaches and methods and the requirements of good scientific practice in empirical research projects in international management and apply these independently. They can write, analyse and critically evaluate scientific articles in the field of international management.		
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2		

7.	Compulsory Module: Research Methods	h	ECTS-Credits
a.	VU Research Methods Empirical research approaches and methods in the field of international management; relevant data sources and research designs in the field of international management; good scientific practice in empirical research projects in the field of international management; summarising, analysing and critically evaluating the results of empirical research projects in the field of international management	2	3
b.	SE Research Methods In-depth analysis and application of research approaches and methods in the field of international management	1	2
	Total	3	5
	Learning Outcomes: Students are able to critically analyse research approaches and methods in international management and apply them independently to research projects. They can demonstrate the social, ethical and intercultural implications of different research approaches.		
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2		

8.	Compulsory Module: Conceptual Design of the Master's Thesis	h	ECTS-Credits
	Agreement on the topic, scope and form of the Master's Thesis on the basis of a brief description of the content (synopsis) as well as agreement on the work processes and the progress of the study programme; planning of a corresponding time frame for the completion of the Master's thesis	-	2,5
	Total	-	2,5
	Learning Outcomes: Students are able to write a brief description of the content of the planned Master's Thesis (synopsis) and outline a timeline.		
	Prerequisite/s: positive evaluation of compulsory modules 6 and 7		

9.	Compulsory Module: Research Colloquium for the Master's Thesis	h	ECTS-Credits
	SE Research Colloquium for the Master's Thesis Support for ongoing Master's Theses; presentation of Master's Theses, in-depth discussion of the overall thesis or partial aspects with specialist colleagues; in-depth study of theoretical and research methodological aspects	1	2,5
	Total	1	2,5
	Learning Outcomes: Students can conceptualise and carry out academic work and present the research results in different contexts. They can critically discuss partial aspects or their entire work with colleagues and reflect on the social, ethical and intercultural implications.		
	Prerequisite/s: positive evaluation of compulsory modules 6 and 7		

- (2) From the following elective modules, three elective modules covering 15 ECTS-Credits are to be passed:

1.	Elective Module: Digitalisation in International Organisations and Markets	h	ECTS-Credits
a.	VU Digitalisation in International Organisations and Markets Digitalisation in international management: transformation in international markets and strategic implications for international organisations; introduction to the theoretical foundations of data analytics from the perspective of international organisations	2	3
b.	SE Digitalisation in International Organisations and Markets Advanced study of selected topics dealt with in the VU	1	2
	Total	3	5
Learning Outcomes: Students are able to assess the influence of digitalisation on international organisations. They will be able to formulate proposals on how international organisations can overcome the challenges of digitalisation in international markets and seize the resulting opportunities. Students develop insights into analytical methods and practical analytical skills in the systematic collection, preparation, analysis and interpretation of data to improve business decisions in international management.			
Prerequisite/s: positive evaluation of compulsory modules 1 and 2			

2.	Elective Module: Diversity and Gender in International Organisations and Markets	h	ECTS-Credits
a.	VO Diversity and Gender in International Organisations and Markets Theories and concepts of diversity, gender and intersectionality; international labour markets and labour migration; theoretical approaches to international assignments and related concepts of personnel development; theoretical approaches to gender equality policy in international organisations	2	3
b.	SE Diversity and Gender in International Organisations and Markets Advanced study of selected topics dealt with in the VO	1	2
	Total	3	5
Learning Outcomes: Students can explain the concepts of diversity, gender and intersectionality in the context of international organisations and markets. They understand the role and problems of labour migration in international labour markets for different groups of employees. They are able to analyse organisational structures for the integration of employees from diverse backgrounds based on theory and develop design concepts based on this. They are able to understand the particular problems faced by expatriates and repatriates and develop solution concepts for these problems. Students are able to make a differentiated assessment of the potential and limitations of equal opportunities programmes, particularly diversity management for international organisations.			
Prerequisite/s: positive evaluation of compulsory modules 1 and 2			

3.	Elective Module: Geopolitics in International Organisations and Markets	h	ECTS-Credits
a.	VO Geopolitics in International Organisations and Markets Introduction to the influence of local, regional, national and international political actors on international markets and the environment of international organisations; the role of intergovernmental dependencies in international relations and markets and the dimensions of these dependencies (e.g. economy, technology, culture, military, resources and environment); the role of supranational institutions (e.g. UN, WTO, IMF, World Bank) as part of the multinational institutional order and their significance for international organisations and markets; approaches of international organisations to reduce the risks arising from geopolitics	2	3
b.	SE Geopolitics in International Organisations and Markets Advanced study of selected topics dealt with in the VO	1	2
	Total	3	5
Learning Outcomes: Students are able to identify various geopolitical actors and assess their motives and influences on international organisations. They understand how intergovernmental dependencies influence international relations and international markets, what role supranational institutions play in these relations and what influence they have on international organisations. Students are able to develop strategies that help organisations to reduce geopolitical risks.			
Prerequisite/s: positive evaluation of compulsory modules 1 and 2			

4.	Elective Module: Sustainability in International Organisations and Markets	h	ECTS-Credits
a.	VU Sustainability in International Organisations and Markets Introduction to the strategic, organisational and ethical implications of sustainability in international organisations and markets; economic, environmental and socio-political drivers of sustainability strategies in international organisations; complexity, challenges and opportunities that arise for international organisations in the context of stakeholder management	2	3
b.	SE Sustainability in International Organisations and Markets Advanced study of selected topics dealt with in the VU	1	2
	Total	3	5
Learning Outcomes: Students understand various core concepts in the field of sustainability, such as corporate sustainability, CSR, sustainable development and stakeholder management. Students know the components and interrelationships between economically, ecologically and socially sustainable strategies and can develop proposals for their organisational implementation in international organisations. Students can explain how an international market environment contributes to the complexity of implementing sustainability strategies. They can critically evaluate different theories and practices in the field of sustainability and sustainable development.			
Prerequisite/s: positive evaluation of compulsory modules 1 and 2			

5.	Elective Module: Current Topics in International Organisations and Markets	h	ECTS-Credits
a.	VU Current Topics in International Organisations and Markets Discussion of current topics, concepts, techniques and methods in practice and research on international organisations and markets	2	3
b.	SE Current Topics in International Organisations and Markets Advanced study of selected topics dealt with in the VU	1	2
	Total	3	5
	Learning Outcomes: Students are able to evaluate current topics as well as new concepts, techniques and methods in practice and research on international organisations and markets. Students can critically analyse them and classify, reflect on and apply them within the framework of known theories.		
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2		

(3) From the following electives modules, one elective covering 10 ECTS-Credits is to be passed:

1.	Elective Module: Business Project	h	ECTS-Credits
a.	UE Business Project In-depth study of methods, concepts and approaches for formulating and implementing strategies in multinational companies as part of a project with practical relevance; work on a practical problem with reference to a multinational company; presentation and communication of the project results	1	7
b.	SE Reflection Guidance and reflection on experiences during the company project	1	3
	Total	2	10
	Learning Outcomes: Students can carry out independent research on international strategy processes. They can collect and filter information and analyse it to answer a specific research question. Students can present the results and conclusions of their research and defend the underlying arguments convincingly.		
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2		

2.	Elective Module: Socio-Economic Project	h	ECTS-Credits
a.	UE Socio-Economic Project In-depth study of methods, concepts and approaches for analysing socio-economic issues as part of a project with practical relevance; work on a practical problem with reference to a multinational company, economic research institute or an NGO	1	7
b.	SE Reflection Guidance and reflection on experiences during the socio-economic project	1	3
	Total	2	10

	Learning Outcomes: Students can independently carry out scientific research on methods, approaches and theories on socio-economic issues. They can prepare the information for answering a specific research question, work out suitable approaches and correctly apply the methods to the research question in accordance with the model assumptions. Students can present and convincingly defend the results and conclusions of their research and empirical investigations.
	Prerequisite/s: positive evaluation of compulsory modules 1 and 2

(4) A further elective module covering 15 ECTS-Credits is to be passed:

	Elective Module: Elective Module of Choice	h	ECTS-Credits
	Provided that places are available, this module enables students to complete further courses or elective modules of this master's programme that have not yet been completed or modules or courses from other master's programmes offered at the University of Innsbruck.		15
	Total		15
	Learning Outcomes: Students have additional and in-depth competences, skills and additional qualifications. They can establish the connections to their own specialised knowledge.		
	Prerequisite/s: The prerequisites specified in the respective curriculum are to be met.		

Instead of the Elective Module of Choice, a Minor for master's programmes or the respective parts may be passed subject to the availability of places. Minors are fixed modules from other disciplines covering 30 ECTS-Credits. They have been announced in the University of Innsbruck Bulletin.
are available.

§ 9 Semester(s) abroad

- (1) A foreign study component is to be passed at an approved post-secondary educational institution in a non-German-speaking country pursuant to §51 para. 2 no. 1 Universities Act (semester(s) abroad). The study abroad can only be commenced once the compulsory modules acc. to §8 para. 1 no. 1 to 3 have been passed.
- (2) Within the scope of the semester(s) abroad, a minimum of 24 ECTS-Credits (or equivalent) must be completed.
- (3) The students must inform the Director of Studies in good time (usually one semester) before commencing the foreign part of their studies at which university the foreign part of their studies is to be completed.
- (4) The Director of Studies shall decide on the allocation of study places and study programmes available to the faculties within the framework of international agreements at the partner universities abroad. This allocation is to be made on the basis of programme-specific performance criteria and in accordance with the foreign language skills required for a degree programme. The type and number of foreign study places available must be made known to students in a transparent manner; the same applies to the criteria according to which foreign study places and stud programmes are allocated.
- (5) If a corresponding agreement exists with the foreign university, only the subjects agreed in this agreement may be chosen. Changes may only be made in agreement with the Director of Studies at the university.
- (6) Students who wish to complete the foreign part of their studies at a university with which no agreement exists must submit an application in accordance with §78 para. 5 Universities Act to the Director of Studies in good time (at least three months is recommended) before the start of

their studies abroad; the application must state which coursework the student intends to take in the form of which courses at the foreign university. The Director of Studies shall issue a decision stating which of the planned coursework will be recognised.

- (7) The form of the coursework to be taken at the foreign university and their assessment shall be the responsibility of the foreign university in consultation with the Director of Studies. In principle, the coursework should be conducted in the same form and with the same requirements as is the case for regular students at the respective foreign university. When converting academic achievements, the University Director of Studies is guided by the international assessment scale developed by the European Credit Transfer System (ECTS).

§ 10 Master's Thesis

- (1) The topic of the Master's Thesis must be directly related to one or more of the compulsory modules according to §8 para. 1 no. 1 to 5 or the elective modules according to §8 para. 2 no. 1 to 5.
- (2) The Master's Thesis is a scientific written paper.
- (3) By completing the Master's Thesis, students must prove that they are able to independently apply and reflect on theoretical and methodological instruments of the subject in a limited period of time to a limited research question.
- (4) Students have the right to propose the topic of the Master's Thesis or to choose from a number of proposals.
- (5) The Master's Thesis covers a workload of 25 hours.
- (6) The written announcement of the topic and the supervisor of the Master's Thesis requires the positive completion of the compulsory modules in accordance with §8 para. 1 no. 6 and 7.
- (7) The completed Master's Thesis must be submitted to the Director of Studies in electronic form. It must be accompanied by an affidavit confirming that the rules of good scientific practice have been followed.
- (8) Joint work on a topic by several students is permitted if the work of the individual students is labelled and assigned separately.
- (9) The Master's Thesis may be written in another language with the consent of the course instructor.

§11 Examination regulations

- (1) The performance in modules is evaluated in one of the following ways:
 - a) for modules that consist of a lecture and a course with continuous performance evaluation by a course examination for the course with continuous performance evaluation and an overall examination covering the subject matter of the courses of the module, whereby positive evaluation of the course with continuous performance evaluation is a precondition for being admitted to the overall examination;
 - b) for modules existing only of one or several courses with continuous performance evaluation by course examinations of these courses.
- (2) In the case of course examinations, the course instructor has to fix the examination method (written/oral/exam paper) before the start of the semester.
- (3) In the case of course examinations for courses with continuous performance evaluation, the evaluation is based on at least two written, oral and/or practical contributions of the participants.
- (4) Overall examinations cover the content of the entire module and are to be taken in front of individual examiners. The overall examination consists of a written examination (maximum duration 90 minutes).
- (5) The evaluation for the Compulsory Module Conceptual Design of the Master's Thesis is conducted by the supervisor on the basis of the synopsis. Positive evaluation reads "participated with success", negative evaluation reads "participated without success".

- (6) The performance assessment of the courses UE Business Project and UE Socio-Economic Project must be “participated with success” or “participated without success” (negative assessment).
- (7) Modules and courses taken from other study programmes are subject to the examination regulations of the respective curricula they have been taken from. Extra-curricular Minors are subject to the examination regulations of this curriculum.

§ 12 Academic degree

Graduates of the Master’s Programme in International Management are awarded the academic degree “Master of Science”, abbreviates as “MSc”.

§ 13 Coming into force

- (1) This curriculum comes into force on 1 October 2026.
- (2) The amendment of the curriculum according to the University of Innsbruck Bulletin of 27 June 2024, Issue 79, No. 889 come into force on 1 October 2024 and are to be applied to all students.
- (3) The amendment of the curriculum according to the University of Innsbruck Bulletin of 21 May 2025, Issue 67, No. 619 come into force on 1 October 2025 and are to be applied to all students.