

	1. Semester		2. Semester		3. Semester			
Business Administration	Business Control	8	Learning Leadership*	Financial Institutions, Accounting & Taxes	8	Value Chain Management	8	
	Planning & Budgeting			Financial Institutions, Services and Industry			Corporate Procurement	
	Controlling: Operational and Organisational Structure			Group Accounting			Corporate Production	
	Financial Reporting			Corporate Taxes			Corporate Logistics	
Marketing & Sales	Customer Management	8	Learning Leadership*	Strategic Marketing	8	Sales Management	8	
	Value Creation & Price Management			Advanced Market Research			Sales Strategies & Operations	
	Customer Relationship Marketing			International Marketing Planning			Efficient Consumer Response	
	Database Marketing			Integrated Brand & Corporate Communication			E-Commerce	
HR & Corporate Development	HR-Management	8	Learning Leadership*	HR-Development	8	Organisational Change	8	
	Compensation Management			Coaching & Training			Corporate Consulting & Project Management	
	Human Resource Management			Strategic Competence Management			Change Management	
	Human Capital Management			Personnel Development			Corporate Restructuring	
General Management	Strategy and Governance	4	Learning Leadership*	Economics and Ethics	4	Risk and Law	4	
	International Strategic Management			International Economics*			International Business Law	
	Corporate Governance & Compliance			Corporate Social Responsibility			Risk Management	
Leadership and Analytical Competencies	Networking	5	Learning Leadership*	Culture	5	Negotiation	5	
	Network Analysis			Intercultural Competencies			Strategies of Negotiation	
	Key Leadership Qualifications			Business Mediation			Balanced Leadership	
	Qualitative Research Methods	5		Quantitative Research Methods	5		Advanced Statistics	5
	30			30			30	

4. Semester					
Master Thesis**	24	Master Thesis Reflection and Colloquium	4	Practicing Leadership*	2

120

*Course in English **Course in English (optional)