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Faculty of Economic Sciences:

Following the resolution of the Faculty Council of the Faculty of Economic Sciences dated 07.02.2024, the Presidential Board of the Georg-August-Universität Göttingen has approved the eleventh amendment of the examination and study regulations for the consecutive Master's degree programme "Global Business" on 03.04.2024 in the version published on 10.10.2018 (Official Announcements I no. 55/2018 p. 1450), last amended by resolution of the Presidential Board on 24.08.2023 (Official Announcements I no. 26/2023, p. 886) (§ 44 section 1 sentence 2 NHG in the version of the announcement dated 26.02.2007 (Nds. GVBl. p. 69), last amended by Article 12 of the Act dated 14.12.2023 (Nds. GVBl. p. 320); §§ 37 section 1 sentence 3 no. 5 b) NHG, 44 section 1 sentence 3 NHG).

Examination and study regulations for the consecutive Master's degree programme "Global Business" at the University of Göttingen

§ 1 Scope

(1) The provisions of the "General examination regulations for Bachelor's and Master's degree programmes and other degree programmes offered by the University of Göttingen" (APO) as well as the "General examination and study regulations for Master's degree programmes at the Faculty of Economic Sciences" (RPO-MA) in the respective current version apply to the consecutive Master's degree programme "Global Business" of the Georg-August-Universität Göttingen.

(2) These regulations stipulate the additional provisions for the Master's degree programme.

§ 2 Aim of the qualification

¹Besides the general objectives of the Master's degree programme defined in the RPO-MA, the graduates master the essential knowledge, capabilities and methods of international business management and this enables them to do independent academic work, they can manage a critical classification of academic findings and take responsible actions. ²The graduates have a sound education in international business management, as also specialised knowledge by virtue of an optional individual focus.³The graduates are familiar with the new technical developments of international business management and have the ability to depict and analyse complex economical problems and their relevant economic and socio-political

ramifications. ⁴Hence graduates are, taking into consideration the requirements and changes in the professional world, in a position to take up higher positions in the national and international work environment or to complete doctoral studies.

§ 3 Recommended prior knowledge

¹In the Master's programme, it is very beneficial in particular to have sound knowledge of mathematics, statistics and data processing. ²Students whose credits in mathematics and statistics were not better than satisfactory in the course of their preliminary studies, and whose English and/or computer skills are low, should therefore gain further qualifications before taking up the Master's degree programme.

§ 4 Structural contents of the Master's degree programme and credit requirements

(1) The 120 C to be completed in the Master's degree programme in Global Business in a standard period of study of four semesters are made up as follows:

1. Basismodule (Mandatory courses)	24 C
2. Spezialisierungsbereich (Specialisation)	24 C
3. Seminar (Seminar course)	6 – 12 C
4. Quantitative Methoden (Quantitative Methods)	6 C
5. Volkswirtschaftslehre (Economics)	6 C
6. Wahlbereich (Elective area)	18 - 24 C
7. Masterarbeit (Master thesis)	30 C

(2) ¹The basic modules in English impart fundamental advanced knowledge in the areas "Information Systems", "Finance, Accounting and Taxes", "Management" and "Marketing" and expand the knowledge already acquired in the first course of study. ²These modules form the basis for the compulsory elective modules in the specialisation area. Here, it is possible to define an area of specialisation in the areas "Information Systems", "Finance, Accounting and Taxes", "Management" or "Marketing" and thereby create a special profile.³The area seminar course deals with a specific topic from international business management. ⁴In the area Quantitative Methods, the students acquire the skills to apply scientific methods of Economic Sciences and in the area of Economics they expand their knowledge in the area of economic interdependencies. ⁵In the elective area students can acquire knowledge for creating an individual profile from other areas of Economic Sciences as well as related fields. ⁶Moreover in this area it is possible to choose modules of foreign languages along with their course, these are considered as a key qualification keeping in mind the international orientation of the course of study.

(3) ¹Students can apply to have the area of specialisation shown in their Master's certificate.

²Areas of specialisation are "Information Systems", "Finance, Accounting and Taxes", "Management" or "Marketing". ³Here, at least 30 C have to be acquired in one of the named areas of specialisation. ⁴Of these 30 C, at least 6 C must be from the area basic modules and at least 18 C from the area of specialisation. ⁵Moreover, the seminar course can likewise be credited towards the area of specialisation.

(4) An overview of the modules which can be selected in the individual areas, as well as the allocation of modules to the specialisation in subjects can be found in the appendix I.

(5) ¹A written Master thesis with a weightage of 30 C, has to be completed within a preparation time of 20 weeks. ²Participation in a research colloquium, in which your own work has to be presented, is a part of the Master thesis. ³The Master thesis can be commenced only after the necessary basic modules have been completed successfully. ⁴The Master thesis cannot be credited towards the specialisation statement.

(6) ¹One semester at an overseas university is a part of the Master's programme "Global Business". ²During the stay abroad, study and examination components with a rating of 30 C should be completed as a rule; however minimum of 18 C have to be earned and proven. ³The components must correspond essentially to the qualification standard of a Master's degree programme and may not be part of a module exam that has been passed or pending completion as part of this degree programme before the stay abroad. ⁴The examination committee decides about the recognition of the components done at the overseas university. ⁵This must be laid down as binding by conclusion of a "learning agreement" before the stay abroad. ⁶Failed examination components as part of compulsory study abroad at a foreign university can be retaken at the University of Göttingen.

(7) Appendix III shows a schematic overview of the course of the Master's programme "Global Business" and includes a proposal for the schedule.

§ 5 Double Degree with the University of Nanjing

(1) ¹The University of Nanjing and the University of Göttingen have joined hands to conduct a double degree programme. ²The provisions of these examination and study regulations shall apply, provided that the following does not stipulate any other procedure. ³For modules offered by the university of Nanjing, the provisions of the University of Nanjing shall apply exclusively.

(2) Students of the Master's programme "Global Business" are eligible to take part in this programme in accordance with the provisions laid down in the following regulations.

(3) ¹An eligibility assessment and selection procedure will be carried out for the 5 places allocated to the students in the Master's degree programme "Global Business". ²The decision is taken by a selection committee; this committee has as voting members, the chairman of the

selection committee formed as per the regulations for the qualifications for entry and admission to the Master's course of study "Global Business" (ZZO GB) in the respective valid version, the double degree coordinator and a teaching member of the faculty group of the Faculty of Economic Sciences and in an advisory capacity a member of the students' body. ³The member of the faculty group and the student body will be appointed by the corresponding faculty representation on the Faculty Council at the Faculty of Economic Sciences.

(4) ¹The application for inclusion in the double degree programme must be submitted to the Dean's Office at the Faculty of Economic Sciences by no later than May 15 and at the same time as the application for admission to the Master's degree programme "Global Business".

²The following documents must be enclosed with the application:

- The degree certificate/s of the preceding course of study of the applicant in the form of attested copies or certified English translations, if the originals are not in English or German; if a degree certificate is not yet available, a certificate (with verification code or attestation of the issuing institution) regarding the acquired examination components, the credits and the average grade should be submitted,
- a written presentation in the English language, which brings out the applicant's motivation for inclusion in the double degree programme and the aims of his or her studies and
- a curriculum vitae in tabular form and in the English language, detailing concisely the educational path that demonstrates which practical professional skills and other specialist qualifications or periods spent abroad the applicant is able to present.

(5) ¹The selection committee for the degree programme makes the selection on the basis of the following criteria:

- a) Initially, the following qualifications for entry shall apply: The applicant has already completed the course of study in a technically relevant Bachelor's course of study or an equivalent course of study at the time of application or has acquired at least 150 points as transfer of credits.
- b) Selection of the applicants who are eligible in accordance with the criteria laid down in a) will take place on the basis of the criteria specified below; only applicants who achieve a minimum of at least 20 points are qualified for entry :

aa. Based on either the overall grade or the average grade of the examination components hitherto achieved in the previous course of study, the points will be awarded as follows:

1.0	20 points,
more than 1.0 up to and including 1.1	19 points,
more than 1.1 up to and including 1.2	17 points,

more than 1.2 up to and including 1.3	15 points,
more than 1.3 up to and including 1.4	13 points,
more than 1.4 up to and including 1.5	11 points,
more than 1.5 up to and including 1.6	9 points,
more than 1.6 up to and including 1.7	7 points,
more than 1.7 up to and including 1.8	5 points,
more than 1.8 up to and including 1.9	3 points,
more than 1.9 up to 2.0	1 points,
2.0	0 points.

bb. ¹The selection committee conducts an interview lasting about 15 minutes with every applicant. ²The interview extends to the motivation of the applicant as well as further technical qualifications, past overseas experience and her/his practical professional knowledge. ³The members of the selection committee assess the applicant after conclusion of the interview, as per the extent of aptitude for participation in the double degree programme as per the following scale:

The applicant is	Points
excellently suited	19 - 20
very well suited	15 - 18
well suited	11 - 14
suited	7 - 10
partially suited	3 - 6
hardly suited	0 - 2

⁴A log of the essential questions and answers of the interview is to be maintained and signed by the members of the selection committee. ⁵The applications received can be screened to shortlist the candidates for the interview, being twice the number of places available in the double degree programme. ⁶A ranking list is generated for this purpose in accordance with aa). ⁷In the event of an identical ranking, all applicants in the highest ranking will be permitted to participate.

cc. ¹The selection is carried out based on the ranking list derived from b) among all applicants who have achieved at least 20 points, beginning with the highest score of points. ²The points attained as per aa) and bb) are added; in case of similar ranking, the grade of the Bachelor's degree or an equivalent degree shall be the

deciding factor; if the same ranking persists, the decision shall be made by drawing the lots.

(6) ¹Students on the double-degree programme with Nanjing University spend the first year of study at Göttingen University and the second year of study at Nanjing University. ²This results in the following study structure (differentiated by academic year in brackets):

1. Basismodule (Mandatory courses)	29 C	(24/5)
2. Spezialisierungsbereich (Specialisation)	22 C	(12/10)
3. Seminar (Seminar course)	6 – 12 C	(6-12/0)
4. Quantitative Methoden (Quantitative Methods)	6 C	(6/0)
5. Volkswirtschaftslehre (Economics)	6 C	(6/0)
6. Wahlbereich (Elective area)	15 – 21 C	(0-6/15)
7. Masterarbeit (Master thesis)	30 C	(0/30)

³The precise structure of studies and the elective modules are listed in appendix II.

(7) ¹Examinations for modules that were not successfully completed can be repeated at the partner university also. ²In this, the examination regulations issued by the university offering the module shall apply; examiners at the university offering the module shall also evaluate the examinations.

(8) ¹§ 4 section 5 applies accordingly to preparation of the Master thesis. ²A teaching member of the research colloquium can be an authorised examining member of the University of Göttingen.

(9) ¹All students participating in the double degree programme with the University of Nanjing must successfully complete their Master thesis with a scope of 30 C. ²The academic advisers for the Master thesis will be one examiner from the University of Göttingen and one examiner from the University of Nanjing. ³The examination rule and regulations of the University of Nanjing shall apply. ⁴The academic adviser, resp. the evaluator from Göttingen must be an authorised examiner at the University of Göttingen; following notification by the University of Nanjing, he/she is appointed by the Examinations department of the Faculty of Economic Sciences.

(10) Following successful completion of the master examination, the University of Göttingen awards the university degree "Master of Science (M.Sc.)" and the University of Nanjing awards the university degree "Master of Management".

(11) ¹Each university will issue a degree certificate for the university degree it awards, whereby the two degree certificates are integrated in such a way as to represent one single degree certificate in terms of content. ²The degree certificate can only be issued in an integrated form.

³The University of Göttingen issues the degree certificate in the English and the German

language with the date of certificate; in addition to stating the degree programme, the degree certificate also specifies the bi-national structure.

(12) ¹The two university degrees can be listed as separate titles. ²In the event that both university degrees are listed as titles, they shall be connected by a diagonal slash. ³The same applies to the abbreviated form. ⁴This does not affect the statutory provisions concerning the listing as titles of foreign university degrees.”

§ 6 Entry into force; Interim regulations; Final provision

(1) The present regulations will come into force on 01/10/2018 after their publication in the Official Announcements I of the Georg-August Universität Göttingen.

(2) ¹Students who commenced their degree programme before an amendment to these examination and study regulations came into force and who have remained enrolled therein without interruption, shall be examined on the basis of the examination and study regulations in place before the amendments came into force. ²In the case of pending examinations, this does not apply to overviews of modules and descriptions, unless the legal entitlements of a student calls for a different decision by the examination board. ³A different decision can be reached especially in cases where an examination can be repeated or a compulsory or compulsory elective module has changed significantly or been cancelled. ⁴The examination board can draw up general rules for this purpose. ⁵Examinations as per a valid version prior to an amendment of the existing of examination and study regulations coming into force, are conducted for the last time in the fourth semester after the amendment coming into force. ⁶On application, students affected by sentence 1 shall be examined in general on the basis of the amended regulations.

(3) ¹An examination in accordance with these Examination and Study Regulations for the consecutive Master's degree programme in Global Business will be conducted for the last time in the winter semester 2025/26. ²If, in individual cases, this means undue hardship for a student due to a delay in studies for which he or she is not responsible, an examination in accordance with these Examination and Study Regulations may be conducted in the winter semester 2026/27 at the latest upon application, which must be submitted before the end of the standard period in accordance with sentence 1. ³The delay in studies must have occurred within the standard period according to sentence 1; delays before the decision to close this degree programme comes into force will not be taken into account. ⁴Undue hardship may be deemed to exist in particular in the case of effects that extend the period of study:

- a) the care and upbringing of children within the meaning of § 25 section 5 BAföG;
- b) a disability or serious illness;
- c) a criminal offence of which the student was a victim;

- d) the student's participation in the committees of the University;
- e) the care of a close relative in need of care according to an expert opinion of the medical service of the health insurance company.

⁵The student is obliged to submit suitable documentation on request. ⁶The decision according to sentence 2 is the responsibility of the Examination Board.

(4) These regulations expire at the end of 31.03.2026; section 3 sentences 2 to 6 remain unaffected.

Appendix I: Overview of modules for students, who are not attending a double degree programme

Modules with a rating of 120 credits must be successfully completed in accordance with the following provisions.

1. Basic modules (24 C)

a. The following three basic modules totalling 18 C must be successfully completed.

aa. Information Systems

M.WIWI-WIN.0008	Change & Run IT	6 C
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ab. Management

M.WIWI-BWL.0100	International Management	6 C
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ac. Marketing

M.WIWI-BWL.0075	Pricing Strategy	6 C
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b. One of the following modules totalling at least 6 C must be successfully completed.

ba. Finance, Accounting and Taxes

M.WIWI-BWL.0002	IFRS Financial Reporting	6 C
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M.WIWI-BWL.0004	Financial Risk Management	6 C
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M.WIWI-BWL.0020	Risk Management and Solvency	6 C
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M.WIWI-BWL.0105	International Company Taxation	6 C
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2. Area of specialisation (24 C)

At least four modules with a rating of 24 C must be successfully completed.

a. Information Systems

M.WIWI-WIN.0001	Modeling and System Development	6 C
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M.WIWI-WIN.0002	Integrated Application Systems	6 C
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M.WIWI-WIN.0003	Information Management	6 C
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M.WIWI-WIN.0026	Machine Intelligence: Concepts and Applications	6 C
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M.WIWI-WIN.0033	Digital Platforms	6 C
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M.WIWI-WIN.0034	Digital Strategy and Interorganizational Information Systems	6 C
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M.WIWI-WIN.0036	Design of Software Architectures	6 C
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M.WIWI-WIN.0038	Digital Health	6 C
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M.WIWI-WIN.0039	Strategic Thinking for Future Leaders	6 C
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M.WIWI-BWL.0136	Digital Transformation	6 C
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b. Finance, Accounting and Taxes

M.WIWI-BWL.0001	Corporate Finance	6 C
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M.WIWI-BWL.0002	IFRS Financial Reporting	6 C
M.WIWI-BWL.0004	Financial Risk Management	6 C
M.WIWI-BWL.0010	Business Valuation	6 C
M.WIWI-BWL.0085	Finance, Management Accounting and Sustainability Accounting	6 C
M.WIWI-BWL.0105	International Company Taxation	6 C
M.WIWI-BWL.0123	Tax Transfer Pricing	6 C
M.WIWI-BWL.0163	Methods in Empirical Accounting and Capital Market Research	6 C
M.WIWI-BWL.0172	Empirical Sustainability Accounting Research	6 C
c. Management		
M.WIWI-BWL.0071	Leadership	6 C
M.WIWI-BWL.0097	Corporate Strategy	6 C
M.WIWI-BWL.0109	International Human Resource Management	6 C
M.WIWI-BWL.0112	Corporate Development	6 C
M.WIWI-BWL.0122	Cross-Cultural Management	6 C
M.WIWI-BWL.0145	Doing Business in India	3 C
M.WIWI-BWL.0146	Doing Business in Japan	3 C
M.WIWI-BWL.0147	Doing Business in Korea	3 C
M.WIWI-BWL.0165	Global Virtual Team Management	6 C
M.WIWI-BWL.0173	Entrepreneurship	6 C
M.WIWI-WIN.0003	Information Management	6 C
d. Marketing		
M.WIWI-BWL.0055	Marketing Channel Strategy	6 C
M.WIWI-BWL.0080	Market Research II	6 C
M.WIWI-BWL.0089	Innovation Management	6 C
M.WIWI-BWL.0095	Strategic Marketing	6 C
M.WIWI-BWL.0134	Panel Data Analysis in Marketing	6 C
M.WIWI-BWL.0153	Digital Marketing	6 C

3. Seminar course (6 C – 12 C)

A module from those offered below with a rating of at least 6 C must be completed successfully.

a. Information Systems

M.WIWI-BWL.0136	Digital Transformation	6 C
M.WIWI-WIN.0004	Crucial Topics in Information Management	12 C
M.WIWI-WIN.0005	Seminar in Business Informatics	12 C
M.WIWI-WIN.0032	Information Systems Research	12 C

b. Finance, Accounting and Taxes

M.WIWI-BWL.0006	Seminar in Finance	6 C
M.WIWI-BWL.0011	Seminar in Finance, Management Accounting and Sustainability Accounting	6 C
M.WIWI-BWL.0016	M&A, Financing and Taxation	6 C
M.WIWI-BWL.0156	Seminar on Company Taxation	6 C
M.WIWI-BWL.0164	Seminar International Financial Governance	6

c. Management

M.WIWI-BWL.0025	Seminar Corporate Development	6 C
M.WIWI-BWL.0098	Management and Controlling	6 C
M.WIWI-BWL.0108	Empirical Research in Management	6 C
M.WIWI-BWL.0110	Strategic Human Resource Development	6 C
M.WIWI-BWL.0111	Selected Topics in Asian Business and Management	6 C
M.WIWI-BWL.0114	Empirical Seminar: Social Network Analysis	6 C
M.WIWI-BWL.0115	Human Resource Management Seminar	6 C
M.WIWI-BWL.0118	Survey Research	6 C
M.WIWI-BWL.0129	International Management Research Seminar	6 C
M.WIWI-BWL.0157	Resourcing in Entrepreneurship	6 C
M.WIWI-BWL.0174	Topics in Strategic Alliances	6 C
M.WIWI-BWL.0175	Entrepreneurship Research	6 C

d. Marketing

M.WIWI-BWL.0064	Seminar "Current Developments in Retail Science"	6 C
M.WIWI-BWL.0066	Seminar "Marketing and Competition Strategies in the Industrial sector and Retailing"	6 C
M.WIWI-BWL.0078	Seminar Current Approach of Research in Marketing	6 C
M.WIWI-BWL.0096	Seminar Current Issues in Innovation Management	6 C

4. Quantitative Methods (6 C)

One of the following modules totalling 6 C must be successfully completed. All modules from the Master's degree programmes offered by the Faculty of Business and Economics with the identifier M.WIWI-QMW can be selected, provided that the admission prerequisites specified there are met. In addition, the following modules can be selected:

M.WIWI-BWL.0079	Market Research I	6 C
M.WIWI-BWL.0080	Market Research II	6 C
M.WIWI-BWL.0101	State of the Art and Methods of Empirical Tax Research	6 C
M.WIWI-BWL.0169	Marketing Research	6 C

M.WIWI-BWL.0170	Advanced Research Methods	6 C
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5. Economics (6 C)

One of the following modules totalling at least 6 C must be successfully completed:

M.WIWI-VWL.0008	Development Economics I: Macro Issues in Economic Development	6 C
M.WIWI-VWL.0009	Development Economics II: Micro Issues in Development Economics	6 C
M.WIWI-VWL.0010	Development Economics III: Regional Perspectives in Development Economics	6 C
M.WIWI-VWL.0042	European Economy	6 C
M.WIWI-VWL.0086	Macroeconomics of Open Economies	6 C
M.WIWI-VWL.0092	International Trade	6 C
M.WIWI-VWL.0096	Essentials of Global Health	6 C
M.WIWI-VWL.0099	Poverty & Inequality	6 C
M.WIWI-VWL.0101	Theory and Politics of International Taxation	6 C
M.WIWI-VWL.0126	Economics of Sustainability	6 C
M.WIWI-VWL.0127	History of Economic Thought	6 C
M.WIWI-VWL.0146	Topics in Globalization	6 C
M.WIWI-VWL.0174	China's Economic and Political Development	6 C
M.WIWI-VWL.0193	The Economics of Health and Aging	6 C
M.WIWI-HGM.0008	Global History of Marketing and Mass Consumption	6 C
M.WIWI-HGM.0009	Immigrant Entrepreneurship	6 C

6. Elective area (18 - 24 C)

Modules totalling at least 18 C must be successfully completed in accordance with the following provisions:

a. Modules from the Master's degree programmes offered by the Faculty of Business and Economics with the identifiers M.WIWI-BWL, M.WIWI-HGM, M.WIWI-QMW, M.WIWI-VWL, M.WIWI-WB, M.WIWI-WIN and M.WIWI-WIP may be selected, provided that the admission prerequisites specified therein are met.

b. Modules from the University's language offer amounting to a maximum of 18 C, provided that they are modules of the same language that build on each other and provided that the modules have not already been included in a previously completed degree programme. By way of derogation from sentence 1, modules in German, English and the student's native language are excluded. The Examination Board will decide on exceptions upon application.

c. Moreover, the following module can be taken:

M.Agr.0197	Sustainability – basics and application	6 C
M.Inf.1825	Blockchain Technology	6 C

d. In the elective area, other modules (alternative modules) may be taken instead of the modules mentioned in letters a and b in accordance with the following provisions. Prerequisites for the consideration of an alternative module are:

- a) a written application by the student, which must be submitted to the Dean of Studies of the Faculty of Business and Economics before taking the alternative module;
- b) the approval of the Dean of Studies of the faculty or teaching unit offering the alternative module.

The decision on the approval of the application is made by the Dean of Studies of the Faculty of Business and Economics. Before making the decision, the Dean of Studies will obtain an opinion on the appropriateness of the module replacement from lecturers of the degree programme in which the student is enrolled. The application can be rejected without stating reasons; the student making the application has no legal claim. The consideration of a module that has already been completed is excluded.

7. Master thesis

The successful completion of the Master thesis earns 30 C.

Appendix II: Overview of modules for students attending the double degree programme at the University of Nanjing, China

A. First year of study at the University of Göttingen (60 C)

1. Basic modules (24 C)

The following three basic modules totalling 18 C must be successfully completed.

aa. Information Systems

M.WIWI-WIN.0008	Change & Run IT	6 C
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ab. Management

M.WIWI-BWL.0100	International Management	6 C
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ac. Marketing

M.WIWI-BWL.0075	Pricing Strategy	6 C
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b. One of the following modules totalling at least 6 C must be successfully completed.

ba. Finance, Accounting and Taxes

M.WIWI-BWL.0002	IFRS Financial Reporting	6 C
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M.WIWI-BWL.0004	Financial Risk Management	6 C
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M.WIWI-BWL.0020	Risk Management and Solvency	6 C
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M.WIWI-BWL.0105	International Company Taxation	6 C
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2. Area of Specialisation (12 C)

At least two of the following modules with a rating of at least 12 C must be successfully completed.

a. Information Systems

M.WIWI-WIN.0001	Modeling and System Development	6 C
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M.WIWI-WIN.0002	Integrated Application Systems	6 C
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M.WIWI-WIN.0003	Information Management	6 C
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M.WIWI-WIN.0033	Digital Platforms	6 C
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M.WIWI-WIN.0034	Digital Strategy and Interorganizational Information Systems	6 C
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M.WIWI-WIN.0026	Machine Intelligence: Concepts and Applications	6 C
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M.WIWI-BWL.0136	Digital Transformation	6 C
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b. Finance, Accounting and Taxes

M.WIWI-BWL.0001	Corporate Finance	6 C
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M.WIWI-BWL.0002	IFRS Financial Reporting	6 C
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M.WIWI-BWL.0004	Financial Risk Management	6 C
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M.WIWI-BWL.0010	Corporate Valuation	6 C
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M.WIWI-BWL.0085	Finance, Management Accounting and Sustainability Accounting	6 C
M.WIWI-BWL.0105	International Company Taxation	6 C
M.WIWI-BWL.0123	Tax Transfer Pricing	6 C
c. Management		
M.WIWI-BWL.0071	Leadership	6 C
M.WIWI-BWL.0097	Corporate Strategy	6 C
M.WIWI-BWL.0109	International Human Resource Management	6 C
M.WIWI-BWL.0112	Corporate Development	6 C
M.WIWI-BWL.0122	Cross-Cultural Management	6 C
M.WIWI-BWL.0145	Doing Business in India	3 C
M.WIWI-BWL.0146	Doing Business in Japan	3 C
M.WIWI-BWL.0147	Doing Business in Korea	3 C
M.WIWI-BWL.0173	Entrepreneurship	6 C
M.WIWI-BWL.0174	Topics in Strategic Alliances Research	6 C
M.WIWI-WIN.0003	Information Management	6 C
d. Marketing		
M.WIWI-BWL.0055	Marketing Channel Strategy	6 C
M.WIWI-BWL.0080	Market Research II	6 C
M.WIWI-BWL.0089	Innovation Management	6 C
M.WIWI-BWL.0134	Panel Data Analysis in Marketing	6 C
M.WIWI-BWL.0153	Digital Marketing	6 C
3. Seminar course (6 C – 12 C)		
One of the following modules totalling at least 6 C must be successfully completed.		
a. Information Systems		
M.WIWI-BWL.0136	Digital Transformation	6 C
M.WIWI-WIN.0004	Crucial Topics in Information Management	12 C
M.WIWI-WIN.0005	Seminar in Business Informatics	12 C
M.WIWI-WIN.0032	Information Systems Research	12
b. Finance, Accounting and Taxes		
M.WIWI-BWL.0006	Seminar in Finance	6 C
M.WIWI-BWL.0011	Seminar in Finance, Management Accounting and Sustainability Accounting	6 C
M.WIWI-BWL.0016	M&A, Financing and Taxation	6 C
c. Management		

M.WIWI-BWL.0025	Seminar Corporate Development	6 C
M.WIWI-BWL.0098	Management and Controlling	6 C
M.WIWI-BWL.0108	Empirical Research in Management	6 C
M.WIWI-BWL.0110	Strategic Human Resource Development	6 C
M.WIWI-BWL.0111	Selected Topics in Asian Business and Management	6 C
M.WIWI-BWL.0114	Empirical Seminar: Social Network Analysis	6 C
M.WIWI-BWL.0115	Human Resource Management Seminar	6 C
M.WIWI-BWL.0118	Survey Research	6 C
M.WIWI-BWL.0129	International Management Research Seminar	6 C
M.WIWI-BWL.0174	Topics in Strategic Alliances Research	6 C

d. Marketing

M.WIWI-BWL.0064	Seminar "Current Developments in Retail Science"	6 C
M.WIWI-BWL.0066	Seminar "Marketing and Competition Strategies in the Industrial Sector and Retailing"	6 C
M.WIWI-BWL.0078	Seminar Current Approach of Research in Marketing	6 C
M.WIWI-BWL.0096	Seminar Current Issues in Innovation Management	6 C

4. Quantitative Methods (6 C)

One of the following modules totalling 6 C must be successfully completed. All modules from the Master's degree programmes offered by the Faculty of Business and Economics with the identifier M.WIWI-QMW can be selected, provided that the admission prerequisites specified there are met. In addition, the following modules can be selected:

M.WIWI-BWL.0079	Market Research I	6 C
M.WIWI-BWL.0080	Market Research II	6 C
M.WIWI-BWL.0101	State of the Art and Methods of Empirical Tax Research	6 C

5. Economics (6 C)

One of the following modules totalling 6 C must be successfully completed.

M.WIWI-VWL.0009	Development Economics II: Micro Issues in Development Economics	6 C
M.WIWI-VWL.0099	Poverty & Inequality	6 C
M.WIWI-VWL.0126	Economics of Sustainability	6 C
M.WIWI-VWL.0127	History of Economic Thought	6 C
M.WIWI-VWL.0146	Topics in Globalization	6 C
M.WIWI.HGM.0008	Global History of Marketing and Mass Consumption	6 C

6. Elective area (0 - 6 C)

Modules totalling up to 6 C must be completed in accordance with the following provisions:

a. Modules from the Master's degree programmes offered by the Faculty of Business and Economics with the identifiers M.WIWI-BWL, M.WIWI-HGM, M.WIWI-QMW, M.WIWI-VWL, M.WIWI-WB, M.WIWI-WIN and M.WIWI-WIP may be selected, provided that the admission prerequisites specified therein are met.

b. Modules from the University's language offer in Chinese, provided that the modules have not already been taken in a previously completed degree programme.

c. All modules not included in Nos. 2 to 5 of Appendix II may be selected.

d. Moreover, the following module can be selected:

M.Inf.1825	Blockchain Technology	6 C
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e. In the elective area, other modules (alternative modules) may be taken instead of the modules listed in no. 6 letters a, b and c in accordance with the following provisions.

Prerequisites for the consideration of an alternative module are:

- a) a written application by the student, which must be submitted to the Dean of Studies of the Faculty of Business and Economics before taking the alternative module;
- b) the approval of the Dean of Studies of the faculty or teaching unit offering the alternative module.

The decision on the approval of the application is made by the Dean of Studies of the Faculty of Business and Economics. Before making the decision, the Dean of Studies will obtain an opinion on the appropriateness of the module replacement from lecturers of the degree programme in which the student is enrolled. The application can be rejected without stating reasons; the student making the application has no legal claim. The consideration of a module that has already been completed is excluded.

B. Second year of study at the University of Nanjing (60 C)

1. Basic module (5 C)

The following module to the extent of 5 C must be successfully completed:

Overview of China	5 C
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2. Specialisation (10 C)

At least two modules to the total extent of at least 10 C as per the following provisions have to be successfully completed:

a) Information Systems

Electronic Commerce Business Model, Strategy and Operations	5 C
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b) Finance, Accounting and Taxes

International Accounting	5 C
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c) Management

Operations Management	5 C
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Cross Cultural Management	5 C
Chinese Management Practices and Studies	5 C
Research Methodology in Human Resource Management	5 C

d) Marketing

Marketing Management	5 C
Consumer Behaviour Research	5 C

3. Elective area (15 C)

Modules to the total extent of at least 15 C as per the following provisions have to be successfully completed:

a. The following modules can be selected:

Econometrics in Management Research	5 C
Internship	5 C

b. All non-completed modules listed in no. 2 appendix II (second year of study) can be selected.

c. Language modules offered by the University of Nanjing in the Chinese language can be selected, provided that these modules have not been completed in another course of study.

d. Modules offered for Master's degree programmes at the University of Nanjing can be selected, provided that the entry requirements are fulfilled and the capacities are available. The decision upon module participation is made by the University of Nanjing.

e. Modules completed in the Chinese language can also be recognized as study and examination achievements, provided that students possess sufficient language skills. The decision with regard to the admission is made by the University of Nanjing.

4. Master thesis (30 C)

30 C are awarded for successful completion of the Master thesis. The Master thesis has to be prepared in the English language.

Appendix III: Graphic of the recommended course of study

Master-Studiengang Global Business- empfohlener Studienverlauf



