



Technik
Informatik & Medien

Hochschule Ulm



University of
Applied Sciences

International Semester Exchange Program

Semester Program in Business (SPiB)

Hochschule Ulm
University of Applied Sciences

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General Information

Academic Calendar	
Fall semester: Classes start: Beginning of October Holidays: 2 weeks in Dec/Jan (Christmas) Exams: first 2 weeks of February	Spring semester: Classes start: Beginning of March Holidays: 2 weeks in May/June (Pentecost) Exams: last 2 weeks of July

Orientation days	
Fall semester: Arrival: 1 st working day of September or 1 st working day of October Orientation: Beginning of September / Beginning of October Preparatory German intensive course: 2 Weeks in September	Spring semester: Arrival: 4 th March 2019 Orientation: Beginning of March Preparatory German intensive course: 1 or 2 Weeks in March (depending on previous knowledge)

Application

- Students have to be nominated by their home university
 Their home university sends an e-mail with names & email-addresses to
 wagner@hs-ulm.de
- Students receive a link for the online application

Accommodation

Accommodation will be booked by the international office upon receipt of the housing request form. All students will stay in student residences, depending on availability. All rooms are single rooms. Kitchen and bathrooms are to be shared with other students (please note: in Germany accommodation is not separated by gender). Bed sheets etc. will be provided. There will be no equipment for cooking. We recommend to bring or buy some of personal kitchenware. Students may also borrow cooking equipment at Hochschule Ulm's International office.

Housing prices are between € 300 and € 400 per month. Students will be placed by the housing office (Studierendenwerk Ulm) on availability basis. Preferences cannot be considered. If you accept the room assigned, you have to sign the contract. A security deposit of € 300 must be made upon arrival. The money will be withdrawn from your German bank account which you will need to open during the first days of stay. We will assist you in doing so. The checking-in into the dorms is possible from Monday through Friday, 9.00 a.m. to 4.00 p.m. Please note that check-in and check-out are only possible Monday to Friday. We will assign student tutors to assist you when checking-in. For check-out please make an appointment with the janitor in your dorm at least 10 days before you plan to leave in order to have your room inspected.

Arrival in Ulm

Always on the first working day of the above mentioned month. Exemption for the spring semester: Please arrange your arrival on March 4th 2019. Students arrive at main train station Ulm, student tutors will pick them up and help to check-in into the dorms

Students should arrange arrival between 9:00 a.m. and 3:00 p.m.

How to get to Ulm

For train connections you can check at www.bahn.de.

From Stuttgart Airport:

Take the underground (S-Bahn) S2 or S3 to Stuttgart main train station (Hauptbahnhof – Hbf). It will take about 30 minutes. At the main train station take a train to Ulm. Trains leave to Ulm about every hour. It will take you about one hour to get to Ulm.

From Munich Airport:

Take the underground to Munich main train station (Hauptbahnhof – Hbf). It will take about 40 minutes. At the main train station take a train to Ulm. Trains to Ulm leave about every hour. It will take about 1.20 hours to get to Ulm. Important: if you take IRE/RB/RE trains, be sure to get in the front part of the train since the train splits and only the front part goes to Ulm.

From Frankfurt Airport:

There are direct trains to Ulm from Frankfurt Airport. Trains leave to Ulm about every hour. It will take you about 2.15 hours to get to Ulm.

From Ulm main train station to Hochschule Ulm

If you give us a call we will send a student tutor to pick you up at the main train station. Otherwise take bus no. 7 to bus stop “Kliniken Michelsberg” and walk down the hill.

After you arrive

Tutors will help you organize your stay in Ulm. They will show you the university, the city and accompany you to the different offices.

The Activity Fee for each student is € 90.50 (subject to change). Students are allowed to take the city buses in Ulm every evening after 6 p.m. and on Sundays and public holidays free of charge when carrying their Student ID card.

All European students please bring your EHIC-Card!

If you stay in Germany for more than 3 months you have to go to the registration office in Ulm or Neu-Ulm and register in Germany. Student tutors will help you fill in the forms and accompany you to the registration office.

Within the first 2 weeks of your stay you will be provided with an e-mail account at Hochschule Ulm. The computer rooms are open from Monday through Thursday from 7.30 a.m. until 8 p.m. and on Friday from 7.30 a.m. until 7 p.m.

Exams

In case a student fails a course, i.e. is awarded a grade of 4.7 or worse, a re-examination may be done within 2 weeks after the announcement of the exam results. The examiner decides both the date and the form of the re-examination.

For conducting the re-examination the candidate has to be present in person. The exam may not be taken at the home university.

Some more useful information

For the Fall Term

We recommend bringing winter clothes and also proper clothes for rainy days. In Ulm we face temperatures between 10° Celsius and minus 10° Celsius in winter. The location of Ulm offers plenty of opportunities to go skiing on a weekend.

If you would like to do so, please bring your skiing equipment, however it's also possible to rent skis. Ulm has some public indoor swimming pools. Therefore swim clothes might be a good idea for those who enjoy swimming.

For the Spring Term

In April it may still snow in Ulm so better bring some warm clothes. The temperatures in May and June can be quite warm and you may already use the outdoor swimming pools in June. If you want to do some travelling you should remember that Southern Europe is a lot warmer at this time of the year.

In general

For company visits we recommend business attire.

If you live in a student dorm you do not need to bring bed linen. Blankets, sheets and pillows will be provided by the dorms, but please bring your own towels. The floors will be shared with other students. Each floor has its own kitchen. The voltage in Germany is 230 Volt (50 Hz). You may buy an adapter to use electrical appliances here.

Copies of your passport, credit cards, driver's license etc. are very useful in case they are lost or stolen.

Most shops open at 8 a.m. and normally close at 8.00 p.m. There are some shops that stay open until 9 p.m. or later, especially grocery stores. On Sundays all the shops are closed.

Money

You will need a minimum of € 850 for living expenses per month. Credit cards (most common are MasterCard, Visa and American Express) are honored in many places throughout Europe. Do not count on having your credit cards accepted in every shop, but they are good to have in case of an emergency.

You will be required to open a German bank account in order to pay your rent and other expenses. This bank account is free of charge for students younger than 30 years and we will assist you in opening it. You can also use it to receive money from your parents, sponsor etc. via bank transfer. You may collect money at the automatic teller machine (ATM) using an ATM card with your personal identification number (PIN). Your bank account will allow online banking.

Food

As the Hochschule Ulm and your dorms are not far away from the city center there will be supermarkets and grocery stores nearby to buy food and drinks. The student canteen (Mensa) offers three to four menus (one vegetarian) each day.

Dates

You may find the German way of writing dates is different from that which you are used to. To avoid any confusion when you are filling in documents, you should write dates as follows:

12th November 2017 = 12.11.2017 (12 = day, 11 = month, 2017 or 17 = year)

Some safety tips

Ulm is a safe city to live in and you can go out and about without fear. However as in most cities and countries you should use your common sense and be aware of your surroundings, particularly at night. Whenever possible, avoid walking alone at night and keep out of badly lit streets and lonely areas. Do not accept lifts from strangers and lock your room when you leave it. Let a friend or roommate know where and with whom you will be and do not leave your belongings unattended.

Field trips

Cultural field trips e.g. to Munich to visit the German Museum or to the Christmas market in Nuremberg will be organized by the International Office.

As a part of your class, there may also be field trips to industrial companies (e.g. Porsche, BMW or Daimler) some of them combined with places of general interest. Attendance is required. If students have special interests, we will try to arrange a visit.

We are looking forward to seeing you in Ulm!

Your International Office Team

Stephanie Wagner + Anita Everett + Jeanette Kolb + Csilla Csapo

International Semester Program in Business (SPiB)

The program:

Hochschule Ulm - University of Applied Sciences is one of the leading universities of applied sciences in south-west Germany. An area that not only offers stunning landscapes but is also home to many world-leading companies of the famous German Mittelstand – most of them with a focus on engineering and informatics. Hochschule Ulm has been the preferred educational partner for technical careers with these strong regional companies for decades.

The International Semester Program in Business is offered to international students by Hochschule Ulm. All courses of the program are held in English. The program runs for the regular semester time in spring (March-July) and autumn (October-February) and is taught in English in classes together with German students.

A variety of different courses in economics are offered. Integrated course work in business administration, German language, and cultural studies create a truly interdisciplinary program during the semester. The lectures are officially accredited allowing the students to transfer credits back home.

The following courses are offered on a regular basis:

Management Courses	
International Business*	5ECTS
Performance Management and Cost Accounting	5ECTS
Leadership and Business Communication	5ECTS
Cross Cultural Management	5ECTS
Environmental Policy	5ECTS

Quantitative Methods and Models	
Operations Research	5ECTS
(Energy) Trading and Risk Management	5ECTS
Simulation	5ECTS

Culture and History	
German as a foreign language	5ECTS
Germany within Europe OR Germany In The Last Three Centuries	4ECTS
Intercultural Communication	2ECTS

Project in Economics**	10ECTS
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* International Business is available for exchange students in a Master Programme

** Project in Economics has a limited number of participants

Some courses might overlap – schedules change each semester.

Language Courses:

Ulm University of Applied Sciences is offering an intensive German language course for students with no or little knowledge of German. The course takes place before the start of the program and runs two weeks. Students with previous knowledge of German can take part in an introductory one-week block course to refresh their German and learn about aspects of culture and daily life. The program is also accompanied by parallel German language classes for different levels during the semester.

International Business

Module coordinator	Prof. Dr. Dippe
Amount of weekly lectures sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	5 ECTS-Credits
Prerequisites	General knowledge of Business Administration
Learning Objectives	<p>Subject Competence:</p> <ul style="list-style-type: none"> • a deeper understanding of international business. • Improved verbal and written presentation skills in English. <p>Method Competence:</p> <ul style="list-style-type: none"> • an ability to see their technical subject and its consequences through the perspective of social science. • an ability to understand a wide range of demanding, longer texts, and recognise implicit meaning. • an ability to express themselves fluently and spontaneously without much obvious searching for expressions. • an ability to use the English language flexibly and effectively for social, academic and professional purposes. • Understand scientific research methods used in business and know about their advantages and disadvantages <p>Social and Personal Competence:</p> <ul style="list-style-type: none"> • greater ability and confidence to discuss in English and to take part in teamwork and meetings.
Content	<ul style="list-style-type: none"> - Trade theories - International trade blocks and international economic institutions - (Corporate) Culture, Interculture and Intercultural Competence - International Business Strategies and Organization - International Marketing - Leadership in international business - Financial Management / Accounting and Controlling - Corporate Social Responsibility, ethics and compliance in international business - Intercultural Consulting (case study) <p>The module consists of lectures, mandatory presentations by the participants, additional reading preparations, current affairs discussions and a whole-day case study.</p>
Mode of Evaluation	Exam, presentation

Performance Management and Cost Accounting

Course of Study	International Energy Economics	
Identification of Module	Controlling and Cost Accounting	
Abbreviation if required	CKLM	
Module coordinator	Prof. Dr. Gaisbauer-Pointner	
Instructor	Prof. Dr. Gaisbauer-Pointner	
Language of instruction	English	
Work load	45 minutes x 4 per week 90 minutes exam in week 14 150h	
Credit points	5 ECTS-Credits	
Prerequisites	Basic accounting skills	
Educational objective / Competency	<p>Upon completion of this course the students will be able to:</p> <ol style="list-style-type: none"> 1. Understand the basics of financial and management accounting as well as the difference between direct and indirect, mixed, variable and fixed costs and the resulting implications for businesses. 2. See the importance of KPIs for business and team performance. Understand how different KPIs interrelate. 3. Find examples in real-world situations where non-financial performance measures are needed to assist decision-making. 4. Apply different methods of product costing, activity-based costing and inventory accounting when needed. 5. Understand and correctly interpret current texts about the financial topics discussed in class. 	
Content	Week	Topics
	1	Introduction to Performance Management and Cost Accounting, difference between accrual accounting and cash accounting
	2	Management Accounting Overview and Professional Ethics; period-end accounting and continuous accounting; US-GAAP and IFRS
	3	Financial Accounting continued US-GAAP text and example
	4	Balance Sheets, Income Statements and Cash Flow Statements in different GAAPs and IFRS
	5	Going Public, Going Private, ICO and VUCA

	6	Share deals and assets deals; rolling forecasts; the treasury
	7	Performance Measurement to Support Business Strategy
	8	Value-based Management and Various Key Figures from Alpha to EVA
	9	The Balanced Scorecard
	10	Cost Accounting Basics; Cost Behaviour
	11	Cost-Volume-Profit Relationships; Activity-based Costing
	12	Product Costing: Cost Allocation; Pricing Decisions
	13	Accounting for Inventory
	14	Revision

Leadership and Business Communication

Module coordinator	Prof. Dr. Dippe
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	5 ECTS
Prerequisites	None
Learning objectives	<p>Managers are required to successfully lead (international) teams, understand organisational contexts and change as well as achieve goals through professional internal communication regardless of their own technical background.</p> <p>This seminar imparts the knowledge and competencies necessary to deal with organisational behaviour, leadership and corporate communication and well as intercultural aspects of management.</p> <p>Furthermore, participants will prepare CEO / consultant presentations and develop their communication skills in this method.</p>
Content	Topics
	Introduction to the course and the technique of CEO presentations.
	Leadership in organisations
	Organisational structures and their impact on communication
	Corporate culture and interculture
	Intercultural leadership competence
	Diversity management
	Decision making and micro-politics in organisations
	Corporate communication
	Negotiation
Business ethics and CSR	
Public Affairs and crisis communication	
Mode of evaluation	Exam (90 minutes) plus group presentation or essay

Cross-Cultural Management

Module coordinator	Prof. Dr. Wettengl / Prof. Dr. Dippe
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	5 ECTS
Prerequisites	Interest in Economics, Business Administration and Intercultural Communication
Learning objectives	<p>Understand the cultural background and behavior of international business partners, their goals and motivations, develop constructive relationships in the international workplace, deal effectively with partners from all over the world and develop awareness of the dynamics in globalization and international business.</p> <p>Deal with situations in the international business context and develop solutions for business cases.</p>
Content	<p>Core intercultural theories regarding business and management</p> <p>The impact of globalization on organizational cultures</p> <p>Process and strategies of internationalization</p> <p>Business case studies + students' presentations</p>
Mode of evaluation	Exam (90 minutes)

Environmental Policy (summer term)

Module coordinator	Prof. Dr. Gaisbauer-Pointner / Prof. Dr. Bentley
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	5 ECTS
Prerequisites	None
Learning objectives	<ul style="list-style-type: none"> • A deeper understanding of environmental policy. • Improved verbal and written presentation skills in English. • an ability to see their technical subject and its consequences through the perspective of social science. • an ability to understand a wide range of demanding, longer texts, and recognise implicit meaning. • an ability to express themselves fluently and spontaneously without much obvious searching for expressions. • an ability to use the English language flexibly and effectively for social, academic and professional purposes. • an ability to produce clear, well-structured, detailed text on complex subjects, showing controlled use of organisational patterns, connectors and cohesive devices. • greater ability and confidence to discuss in English and to take part in teamwork and meetings. • greater ability to use English in oral presentations and in preparing written reports.
Content	<ul style="list-style-type: none"> • A global perspective: colonisation and industrialisation; globalisation, global warming and bio-diversity. • Design of environmental policy: environment as an economic and social asset; voluntary, command and control, and incentive based programmes; pressure groups. • Environmental policies in industrialised countries. • Developing countries, poverty and the environment. International environmental protection.
Mode of evaluation	Exam

Operations Research

Module coordinator	Prof. Dr. Otto	
Amount of weekly lectures sessions	4 sessions of 45 minutes each	
Total work load	150 h	
Credit points	5 ECTS-Credits	
Prerequisites	Mathematics (2 semesters)	
Learning Objectives	<p>Upon completion of this course the student will be able to:</p> <ol style="list-style-type: none"> 1. Model simple economic problems like production planning, cutting problems, transportations problems, project planning and storage planning. 2. Solve the above mentioned models using well-known algorithms like the Simplex algorithm, the Dijkstra or FIFO algorithm, Stepping-Stone method or the Critical Path Method. 3. Map the real problems to the right class of models and know which assumptions are relevant and have to be fulfilled. 4. Find easy heuristics for different problems her-/himself. 5. Program the described algorithms in a computer language she/he knows. 	
Content	Week	Topics
	1	Introduction to Operations Research
	2	Modeling of economic problems
	3	Modeling of economic problems
	4	Matrices and linear programming
	5	Graphical solution of LP
	6	The Simplex method
	7	Excursion Week
	8	Theory of graphs and networks
	9	Shortest-route
	10	Minimal spanning tree
	11	Advanced LP – transportation models and its variants
	12	Advanced LP – transportation models and its variants
	13	Network and project planning
	14	Inventory Management
15	Exams	
Mode of Evaluation	Exam (90 minutes)	

Energy Trading and Risk Management

Module coordinator	Prof. Dr. Otto
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	5 ECTS
Prerequisites	Basics of statistics, stochastic
Learning objectives	<p>The liberalization of the energy sector extends the requirements on entrants to the electricity and the gas industry fundamentally. The other energy commodities like coal, oil and CO₂ face these problems and requirements respectively since years. Due to the becoming and the existence of the wholesale and the exchange prices in the spot and derivatives trading, the whole, more technically oriented, value chain, which consists of the sectors generation, grid and distribution, is affected. The trade market prices influence the short-term deployment of power plants and give signals for long-term investment decisions.</p> <p>Within the scope of the course the basics of energy trading and the accompanying risk management is been illustrated. Cross border, long-term and short-term trading simulations, the "Energy trader for one day"-experience completes the module.</p>
Content	<p>Introduction in the energy trading</p> <ul style="list-style-type: none"> • Overview on the value chain - Classification of the trading between electricity generation and distribution • Tradable commodities, trading market and the link to the physically generation • The role of the energy trading • Advantages and reasons of trading <p>Trading purposes (Hedging, Arbitrage, Speculation)</p> <ul style="list-style-type: none"> • Trading center (exchanges, OTC, eOTC) • Standardization • Link to physical supply of electricity: accounting grid, regulation zones/ market areas, timetable management, prices for balancing energy • Organization of trading and trading participants <p>Structure of a trading organization</p> <ul style="list-style-type: none"> • Spot market, derivatives market • Market products: Forwards, Futures, Options • Price formation in the energy trading

	<p>Spot market - Link of the spot prices to the power plant deployment</p> <ul style="list-style-type: none"> • Derivative market – Basis for long-term investment decisions • Clearing • Trading strategy <p>Basis for the trade – Arbitrage of the resulting price differences in the physical energy market and gas market</p> <ul style="list-style-type: none"> • Option strategies and option assessment • Optimization of forward positions • Power plant deployment planning <p>Long-term hedging Short-term daily deployment planning Introduction in risk management</p> <ul style="list-style-type: none"> • Overview • Role of the risk management in a trading organization • Market risk management • Credit risk management <p>Simulations</p> <ul style="list-style-type: none"> • Cross border • Short-term • Long-term
Mode of evaluation	Exam (90 minutes)

Simulation

Module coordinator	Prof. Dr. Iniotakis
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	5 ECTS
Prerequisites	Logical thinking, joy in getting a deeper understanding.
Learning objectives	<p>Upon completion of this course, students</p> <ul style="list-style-type: none"> - have a basic insight into simulations and know, when it is reasonable and valuable to use them - are able to do a market dynamics simulation in Excel themselves - understand the underlying mechanisms behind market cycles and cost-cutting competition, as well as the impact of different supplier strategies, innovation and cartels. - learn how to handle stochastic systems of various types and topics themselves; e.g. queuing systems, soccer games, machine efficiencies, virus mutations, oil terminals, blackouts in networks, etc.
Content	<p>Energy market simulation Market dynamics Markov chains Queuing systems Discrete event simulation Propagation dynamics Fallacies in statistics</p>
Mode of evaluation	Exam (90 minutes)

German as Foreign Language

Module coordinator	Prof. Dr. Dippe
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	2 - 5 ECTS depending on the level
Prerequisites	none
Learning objectives	This course will provide basic competence in speaking and reading German.
Content	<p>Students will take classes according to their results in a placement test at the beginning of the term. Courses are available according to levels A1.1 (absolute beginners) to B1.2 (intermediate plus).</p> <p>At the end of the course students have to sit an examination.</p>
Mode of Evaluation	Exam (90 minutes) and in-class participation

Germany within Europe (winter term)

Module coordinator	Mrs. McLeod
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	150 h
Credit points	4 ECTS
Prerequisites	None
Learning objectives	<p>Upon completion of this course the student will be able to:</p> <ol style="list-style-type: none"> 1. Explain effects of major historical events on German life 2. Demonstrate knowledge of periods of German history 3. Demonstrate through comparative analysis knowledge of present and historical background of Germany within its relations to Europe and U.S. 4. Demonstrate critical thinking skills through tracing main historical concepts in actual historical events
Content	<p>This course explores most important topics in the history Germany in the context of European history. Emphasis is placed on developing an understanding for major political, social and economic aspects of German history and on tracing the German historical experience in its context. The comparison of historical time periods between European and U.S. history provides grounds for exploration of German history and German relations with other countries throughout the world.</p>
Mode of Evaluation	<p>Attendance and reading required, one written test, one presentation on a relevant topic Distribution: Participation 30%, Test 40%, Essay 30%</p>

Germany within the last three centuries (summer term)

Module coordinator	Prof. Dr. Kratzer
Amount of weekly sessions	4 sessions of 45 minutes each
Total work load	120 h
Credit points	4 ECTS
Prerequisites	None
Learning objectives	<p>Each student who receives credit for this course will have demonstrated the ability to do all of the tasks listed below:</p> <ol style="list-style-type: none"> 1. Describe and explain the political developments in and around Germany for the period under discussion 2. Describe and explain the socio-cultural evolution in Germany for the period under discussion 3. Explain the development of the German political system 4. Explain attitudes and customs in present-day Germany from an historical viewpoint
Content	<ol style="list-style-type: none"> 1. An Overview of German history up to and including reformation and the Thirty Years War. 2. Culture, society, and political developments in the 18th century. The rise of Prussia. The impact of the French revolution. 3. Reform and liberation. German federation. German nationalism in the 19th century as expressed in music and literature. 4. Revolution in 1848. Bismarck and his struggle for Prussian hegemony. 5. The German Empire & the 1st World War. The foundation of the Reich. Bismarck's domestic policy. Colonial policy. The culture of the Wilhelmine Empire. Crises and naval building. The 1st World War. 6. The Weimar Republic. Foundation of the Republic. The Versailles Treaty. Crises & fulfillment. The collapse of the republic. 7. Nazi Germany & the 2nd World War. The pseudo-democratic establishment and consolidation of the Nazi state. Social life and economic policy. The 2nd World War. Concentration camps and the Holocaust. The collapse of Nazi Germany. 8. The aftermath of the wars. Germany under occupation. The Iron Curtain. The foundation of the Federal Republic and the German Democratic Republic. Integration in different systems of alliances. 9. Detente and German reunification. The economic miracle in West Germany. West Germany's "east policy". The collapse of East Germany. Reunification and consolidation
Mode of evaluation	Exam

Intercultural Communication

Identification of Module	Intercultural Communication
Module coordinator	Professor Dr. Barbara Gaisbauer-Pointner
Instructor	Professor Dr. Barbara Gaisbauer-Pointner
Language of instruction	English
Work load	Two class periods per week
Credit points	2 ECTS
Prerequisites	none
Course learning objectives	<p>After successfully completing this course students should be able to:</p> <ul style="list-style-type: none"> - demonstrate understanding of major concepts and approaches in the field of intercultural communication - understand the many issues involved in the concept of culture and the close relationship between communication and culture - devise strategies to effectively meet the various challenges inherent in intercultural communication - demonstrate competency in written, oral and interpersonal communication skills - demonstrate competency in 20 minutes professional presentations, the giving and receiving of feedback after presentations and sometimes also in (short) essay writing - have a better understanding of how to develop and manage career choices or outcomes especially overseas and in enterprises dealing with foreign clients
Content	<p>The difference between national cultures and organisational cultures Iceberg Theory by Edward T. Hall Trompenaar's Dimensions Hofstede's Dimensions Tips on doing business in different cultures Body space / distance in different cultures High and low context cultures The concept of "face" Values in different societies Some selected topics like: Men and Women in different cultures Prejudices and stereotypes: useful or harmful? Table manners in different cultures Dresscodes in different cultures The role of religion in different cultures Saying „Yes“ or „No“; Gestures in different cultures 10 ways to embarrass people in other countries</p>

	<p>Timekeeping in different cultures Failure culture/no blame culture (e.g. Japan versus US) Typical last names and first names in different cultures/countries/regions/religions Indonesian gengsi, Chinese guanxi explain and find more examples from different cultures Sun Tsu and doing business in China The control of aggression and the expression of emotions in different cultures</p>
Required Reading	<p>Various chapters from: Hofstede, Geert and Hofstede, Gert Jan, 2013, Culture's Consequences: Comparing Values, Behaviors, Institutions and Organizations Across Nations and other works by the same authors. Waisfisz, Bob: Constructing the Best Culture to Perform.</p>
Mode of Evaluation	<p>Discussions in class, presentation(s), exam.</p>

Project in (Energy) Economics

Module coordinator	Prof. Dr. Gaisbauer-Pointner
Amount of weekly sessions	Project work – ad libitum
Total work load	300 h
Credit points	10 ECTS
Prerequisites	Basics of economy
Learning objectives	The student acquires the ability to work on a larger problem in energy economics in a small team, applying and training methods and techniques developed in courses.
Content	<ul style="list-style-type: none"> • In the first week of the semester (start of the lectures) the students can choose out of a set of different economic project topics • In the last week of the exams (2 weeks after the end of the lecture) the students present their work • 6 months after the students got their projects they have to hand-in the final result of their project work • Some lectures about academic work are completing the module <p>Remark: The projects are being worked on in groups</p>
Mode of evaluation	Written paper, poster presentation, presentation