

**Study plan for the study and examination regulations
for the Master's programme
"International Management"
at the Rosenheim University of Applied Sciences
for the winter semester 2025/2026**

- I. Announcement of the performance records
- II. Participation restrictions for individual degree programmes
- III. Procedure for registering for the elective modules
- IV. Allocation of the modules offered to the semesters of study
- V. Learning objectives and course content

(adopted by the Faculty of Business Administration and the Examination Board on 25 September 2025, subject to change)

I. Announcement of the performance records

StPO no.	Performance record	Quantity and type	Weighting of individual grades	Admission requirements for course no.	Teaching and examination language	Examiner	Second Examiner	Deadline for PStA	Duration in min.	Approved aids
1	Business Management									
1.1	Business Management	S.P.P.	1,0	No	English	HoSt	Hac	---	90	Non-programmable pocket calculator
1.2	Business Management Cases	S.P.P.	1,0	Presence on at least 8 dates	English	ScBe, KoCa	HoSt	---	90	none
3	Data Driven Business Management and Controlling									
3.1	Working with Data: Research Methods in Business Administration	PStA	1,0	No	English	KaSt	RoFe, Seid		---	all
3.2	Portfolio Management & Controlling	PStA	1,0	No	English	RoFe	KaSt, Seid		---	all
3.3	Process Mining	S.P.P.	1,0	No	English	Seid	RoFe, KaSt	---	60	none
5	Finance and Accounting									
5.1	Advanced Finance	S.P.P.	0,25*	No	English	F. Schmid*	Hac	---	45*	Non-programmable calculator, legal texts, standards*
	Advanced Finance	PStA	0,25*	No	English	Qu. Beugel*	Hac		---	all
5.2	Advanced Accounting	PStA	0,25*	No	English	R. Ott*	Hac		---	all
	Advanced Accounting *	S.P.P.*	0,25*	No	English	Hac*	HoSt*		45*	Non-programmable calculator, legal texts, standards*
7	Strategic Marketing Management									
7.1	International Marketing Management	S.P.V. 2 S.P.P.*	1,0	No	English	BeMr, Koel	Koel, BeMr	---	90	pocket calculator
7.2	Strategic Marketing Projects	PStA	1,0	No	English	Koel, LbUCle	LbUCle, Koel		---	all

*added by PK on 25 September 2025

StPO no.	Performance record	Quantity and type	Weighting of individual grades	Admission requirements for course no.	Teaching and examination language	Examiner	Second Examiner	Deadline for PStA	Duration in min.	Approved aids
8	Change Management									
8.1	Change Management	S.P.P.	1,0	No	Deutsch	ScBe	HoJ	---	90	none
8.2	Change Management Case Studies	PStA	1,0	Presence on at least 10 dates	Deutsch	ScBe, LbFIBI	LbFIBI, ScBe, HoJ		---	all
12	Diversity, Equity and Inclusion									
12.1	Diversity, Equity and Inclusion	S.P.V.	1,0	Presence on at least 8 dates	English	ScNc	ScBe		60	all
12.2	Case Study DEI	PStA	1,0	Presence on at least 8 dates	English	ScNc	ScBe		---	all
14	International Sales Management and Selected Sales Topics									
14.1	International Sales Management	S.P.V.	1,0	No	English	LaE	Koel		90	pocket calculator
14.2	Global Retail Logistics	S.P.V. (vhb)	1,0	See vhb course 'Global Retail Logistics', offered by Prof. Dr. E. Hartmann, FAU Erlangen-Nürnberg, examination on vhb examination day						
15	Management Consulting									
15.1	Management Consulting	mdIP	1,0	No	English	LeJu	KoCa			none
15.2	Management Consulting and Case Studies	PstA	1,0	No	English	LeJu	KoCa			all

MasterStart International

StPO no.	Performance record	Quantity and type	Weighting of individual	Admission requirements for course no.	Teaching and examination language	Examiner	Second Examiner	Deadline for PStA	Duration in min.	Approved aids
101	Basics Finance and Accounting									
101.1	Basics Finance and Accounting – Lecture*	S.P.P.	1,0	For international students with missing ECTS credits from their bachelor's	English	RoFe	Hac	---	90	Pocket calculator, legal texts
101.2	Basics Finance and Accounting - Case Studies*	PStA	1,0	For international students with missing ECTS credits from their bachelor's	English	Hac	RoFe	Last day of the lecture period	---	all
102	German Language and Culture									
102.1	Deutsch B1.1	PStA (2 groups)	1,0	For international students with missing ECTS credits from their bachelor's	English	M. Arden, D. Selent	B. Lembcke	cumulative until the last day of lectures		See announcement in LC
102.2	Deutsch B1.2	S.P.V. (2 groups)	1,0	For international students with missing ECTS credits from their bachelor's	English	M. Arden, J. Hausner	J. Hausner, M. Arden	Last day of the lecture period (22.1.26)	60	none
103	Scientific Writing and Presentation Skills									
103.1	Scientific Writing for Master's Students	PStA	1,0	For international students with missing ECTS credits from their bachelor's degree	English	M. Duff	Arden	Last lecture date + dates during the lecture period (cumulative)	--	Yes, or see announcement in LC
103.2	Presentation Skills for Academic and Professional Success	PStA	1,0	For international students with missing ECTS credits from their bachelor's	English	M. Pötzing	Duff	16.01.2026	--	Yes, or see announcement in LC

*added by PK on 25 September 2025

Abbreviations:

S.P.P.	Written examination in the examination period
S.P.V.	Written examination during the lecture period
PStA	Course work
Coll.	Colloquium
StA	Student research project
mdIP	Oral examination

II. Restrictions on participation in individual degree programmes

In accordance with Section 6 (1) and (2) StPO, the Examination Board has decided on special participation restrictions and admission requirements for individual courses in the curriculum, which can be found in the following table.

Fach Nr.	Fachbezeichnung	Teilnahmebeschränkung bezüglich Anzahl ¹⁾	Zugangsvoraussetzung bezüglich Studiengang ²⁾
1.1	Business Management	No	M
1.2	Business Management Cases	No	M
3.1	Working with Data: Research Methods in Business Administration	Ja	M
3.2	Portfolio Management & Controlling	Ja	M
3.3	Process Mining	Ja	M
5.1	Advanced Finance	Ja	M
5.2	Advanced Accounting	Ja	M
7.1	International Marketing Management	Ja	M
7.2	Strategic Marketing Projects	Ja	M
8.1	Change Management	Ja	M
8.2	Change Management Case Studies	Ja	M
12.1	Diversity, Equity and Inclusion	Ja	M
12.2	Case Study DEI	Ja	M
14.1	International Sales Management	Ja	M
14.2	Global Retail Logistics	Ja	M
15.1	Management Consulting	Ja	M
15.2	Management Consulting and Case Studies	Ja	M
101.1	Basics Finance and Accounting – Lecture*	Ja	M
101.2	Basics Finance and Accounting - Case Studies*	Ja	M
102.1	Deutsch B1.1	Ja	M
102.2	Deutsch B1.2	Ja	M
103.1	Scientific Writing for Master's Students	Ja	M
103.2	Presentation Skills for Academic and Professional Success	Ja	M

*added by PK on 29.04.2025

Explanations:

- 1) No: There is no numerical participation limit for this course.
Yes: Due to special capacity reasons, there is a numerical participation restriction for this course. There is therefore a separate registration is required; details will be announced by the examiner/lecturer
- 2) M: Admission requirements for this course: Students must be enrolled in a Master's degree programme.
M/D: Admission requirement for this course: Students must be enrolled in a Master's or Diplom degree programme.
None: There are no special admission requirements for this course with regard to the participants' degree programme.
The rules apply to elective participants, students from other faculties and exchange students from other home universities.

III Procedure for registering for the elective modules

General information:

According to the study and examination regulations, each student on the Master's degree programme selects a total of four elective modules from the total of elective modules offered (in the winter and summer semesters). In each semester, registration takes place in two stages:

1. Registration for participation in an elective module in the university's BW community (intranet, accessible with a password issued at the time of enrolment at the Office of Student Affairs). For some modules, the number of participants is limited for technical, subject-related and/or didactic reasons (see II. of the curriculum). In these cases, the available places are allocated with priority according to the semester of the curriculum (higher semesters first) and time of enrolment.
2. Registration for the performance record in the examination office of the university ("OSC" Online Service Centre).

When registering for performance record from the published module guide of the elective modules, the corresponding module is listed as a compulsory module with all the consequences under examination law. The participants in this compulsory module are listed by name on the corresponding lists of participants and grades.

Application procedure:

1. Registration for the elective modules in the BW Community takes place after the introductory event in mid-March.
2. Registration for participation in the examinations or for the acquisition of certificates of achievement takes place via the Online Service Centre (OSC) of the Examination Office during the deadlines published by the Examination Office.

Voluntary elective module:

If participation in a module is only in the form of a voluntary elective without effect on the Master's examination, registration must be waived and an elective certificate form must be submitted to the examiner to document the grade. Participants in such voluntary electives are not in the corresponding lists of participants and grades. The corresponding transcripts of records are therefore not recorded in the Online Service Centre.

An elective module will therefore only be included in the Master's examination certificate if the graded elective module certificate is submitted to the Examination Office at the latest before the last performance record in a compulsory module required for the Master's examination is taken.

IV. Allocation of the modules offered to the semesters of study**Winter term**

Module No.	Modul name	SWS	ECTS-LP	Performance record
1	Business Management	8	10	4
1.1	Business Management	(4)	(5)	(2)
1.2	Business Management Cases	(4)	(5)	(2)
3	Data Driven Business Management and Controlling	8	10	3
3.1	Working with Data: Research Methods in Business Administration	(3)	(4)	(1)
3.2	Portfolio Management and Controlling	(3)	(4)	(1)
3.3	Process Mining	(2)	(2)	(1)
5	Finance and Accounting	8	10	2
5.1	Advanced Finance	(4)	(5)	(1)
5.2	Advanced Accounting	(4)	(5)	(1)
7	Strategic Marketing Management	8	10	2
7.1	International Marketing Management	(4)	(5)	(1)
7.2	Strategic Marketing Projects	(4)	(5)	(1)
8	Change Management	8	10	2
8.1	Change Management	(4)	(5)	(1)
8.2	Change Management Case Studies	(4)	(5)	(1)
12	Diversity, Equity and Inclusion	8	10	2
12.1	Diversity, Equity and Inclusion	(4)	(5)	(1)
12.2	Case Study DEI	(4)	(5)	(1)

Sommer term

Module No.	Modul name	SWS	ECTS-LP	Performance record
2	International Business	8	10	2
2.1	Advanced International Strategy	(4)	(5)	(1)
2.2	Emerging Topics in International Business	(4)	(5)	(1)
4	Steuerrecht und Wirtschaftsprüfung	8	10	2
4.1	Internationales Steuerrecht	(4)	(5)	(1)
4.2	Wirtschaftsprüfung	(4)	(5)	(1)
5	Finance and Accounting	8	10	2
5.1	Advanced Finance	(4)	(5)	(1)
5.2	Advanced Accounting	(4)	(5)	(1)
10	Innovation and Entrepreneurship	8	10	2
10.1	Innovation	(4)	(5)	(1)
10.2	Entrepreneurship	(4)	(5)	(1)
11	Mindful Leadership	8	10	2
11.1	Leadership	(4)	(5)	(1)
11.2	Mindful Business	(4)	(5)	(1)
13	Human Resource Management	8	10	2
13.1	Behavior in Organizations	(4)	(5)	(1)
13.2	Strategic Human Resource Management	(4)	(5)	(1)

Modul No.	Modul name	SWS	ECTS LP	Performance record
14	International Sales Management and selected Sales Topics	8	10	2
14.1	International Sales Management	(4)	(5)	(1)
14.2	Global Retail Logistics	(4)	(5)	(1)
15	Management Consulting	8	10	2
15.1	Management Consulting	(4)	(5)	(1)
15.2	Management Consulting and Case Studies	(4)	(5)	(1)

Module No.	Modul name	SWS	ECTS-LP	Performance record
17	SAP	8	10	2
17.1	Logistics Processes in SAP	(4)	(5)	(1)
17.2	Managing Finance Processes in SAP	(4)	(5)	(1)
18	Negotiations within an International Surrounding	8	10	2
18.1	Mastering Negotiation Strategies: Psychological and Tactical Approaches	(4)	(5)	(1)
18.2	Intercultural Dynamics and Applied Negotiation Practices	(4)	(5)	(1)
19	Project Management	8	10	2
19.1	Project Management Frameworks & Methodologies	(4)	(5)	(1)
19.2	Project Execution & Agile Collaboration	(4)	(5)	(1)
20	Artificial Intelligence in Business	8	10	3
20.1	Understanding Human-AI Collaboration: Challenges and Opportunities	(4)	(5)	(2)
20.2	Perspectives on AI in Business	(4)	(5)	(1)
21	Circular Economy & closed-loop Supply Chains	8	10	2
21.1	Theory Circular Economy & Closed-Loop Supply Chains	(4)	(5)	(1)
21.2	Tutorial Circular Economy & Closed-Loop Supply Chains	(4)	(5)	(1)

22	Advanced International Studies (Auslandsstudium)
22.1	Advanced International Studies I
22.2	Advanced International Studies II

MasterStart International (winter semester & summer semester)

Module No.	Modul name	SWS	ECTS LP	Performance record
101	Basics Finance and Accounting	8	10	2
101.1	Basics Finance and Accounting – Lecture*	(4)	(5)	(1)
101.2	Basics Finance and Accounting - Case Studies*	(4)	(5)	(1)
102	German Language and Culture	8	10	2
102.1	Deutsch B1.1	(4)	(5)	(1)
102.2	Deutsch B1.2	(4)	(5)	(1)
103	Scientific Writing and Presentation Skills	8	10	2
103.1	Scientific Writing for Master's Students	(4)	(5)	(1)
103.2	Presentation Skills for Academic and Professional Success	(4)	(5)	(1)

*added by PK on 29.04.2025

ATTENTION:

This overview is subject to the minimum number of participants per module (at least 6 participants according to the decision of the Faculty Council of 4 October 2010).

V. Learning objectives and course content

The learning objectives and course content are published in the module guide on the website of the Faculty of Business Administration and supplement this curriculum.