International Module Handbook
For Exchange Students

- School of Business and Economics -
**Introduction**

Welcome to the School of Business and Economics! The International Module Handbook compiles all of our English-taught modules. If you have further questions, the student advisory team and the school’s ERASMUS Office are always glad to help you answer them. Please find their contact details at the end of this section.

**Learning Agreement and Transcript**

All ERASMUS students should fill in a learning agreement form and hand it in to the Erasmus office of our school. The learning agreement is a list of the courses you will attend during the semester you are staying here as an exchange student. Vera Klöckner, our Erasmus administrator, handles these learning agreements and also compiles your transcripts (academic record) and, if need be, sends them to your university at the end of the semester. **Please note:** No credits (ECTS) are granted for attendance, you usually have to pass an oral or written exam or hand in a paper! Language courses and courses from other faculties can be listed on your transcript, just hand in the certificate ("Schein").

**Modules**

The full list of the modules offered at the school of business and economics can be found in our module handbooks:

- [www.uni-tuebingen.de/en/30991](http://www.uni-tuebingen.de/en/30991) (bachelor programs) and

…or in the Campus system (click on the first link from above, you can switch to English by clicking on the flag in the upper red area)

[https://www.uni-tuebingen.de/studium/studienorganisation/semester-und-studienplanung/campus-portal.html](https://www.uni-tuebingen.de/studium/studienorganisation/semester-und-studienplanung/campus-portal.html)

As an exchange student, you are free to choose from all of our modules, provided that you are able to follow the chosen courses. Please note that some courses have a limited attendance. You need to apply for these courses and, as for our degree students, we are unable to guarantee your application will be successful.
Undergraduate modules have numbers starting with 1 to 3, indicating in which year of studies students should participate (e.g. B290 is a business course recommended for second year Bachelor students). Modules on Master level have module numbers starting with 4 and 5.

*Cycle* indicates in which term a module is offered. *WS* means that the class takes place in winter term and *SS* means that the class takes place in summer term.

For each class, you will receive 3, 6 or 9 ECTS credits, depending on the workload. The workload per credit is about 30 hours, including the time of attendance, preparation for the course and studying for the exam.

**Registration**

Please check on the campus system and with the respective department’s website if registration is required. Generally, no registration is required for lectures (“Vorlesung”), but sometimes for the practice course (“Übung”). Colloquiums and seminars usually require registration. The registration usually remains open until the first week of lectures.

**Exams**

In order to receive ECTS credits, you have to pass an exam or assignment. The exam period usually starts in the last week of lectures and lasts until the end of the second week of the semester break.

**EXAM REGISTRATION:** For written exams it is absolutely necessary to register at the examination office (“Prüfungsamt”) in Haußerstrasse 11. Fill in the course registration form and deliver it to the examination office during the registration period (approx. 4-6 weeks before the exam period, details to be found on the website of the examinations office: www.uni-tuebingen.de/en/19911).

**Welcome event**

There will be an information meeting on Friday before lectures start to which all exchange students are invited by mail. Prof. Koziol, who is in charge for the ERASMUS program and his staff will be happy to welcome new ERASMUS- and other exchange students studying at the School of Business and Economics for the next one or two semesters. They will be glad to answer all of your questions regarding course choice and examination rules.

The course will be offered in cooperation with the Division for International Affairs and their Advisory Program (https://www.uni-tuebingen.de/en/facilities/verwaltung-dezernate/division-iii-
international-affairs.html) but you're welcome to join us even if you don't participate in that course.


A brochure is available via the download link on the right side.

Should you need help with your course choice, please contact our student consultants: www.uni-tuebingen.de/en/17871

!Important!
To make sure you are all set for your semester please check in at our Erasmus Office and see Ms. Klöckner at the beginning of your stay in Tübingen and also make sure you do not leave without seeing her to ensure everything is set for you to receive your transcript.

Contact
Erasmus Coordinator: Prof. Christian Koziol
Contact: Vera Klöckner – vera.kloeckner@uni-tuebingen.de
Address: Nauklerstrasse 47, first floor
Office hours: Tuesday – Thursday: 10-12

Student Counselling: Melanie Goletz, Franziska Joustra & Team
Address: Nauklerstraße 47, EG, 72074 Tübingen
Phone: 0707129-76415
Office hours: See http://www.uni-tuebingen.de/en/18032
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B290 Global Strategy

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods lecture (2 SWS) practice course (2 SWS) / independent study, oral participation
Method of Assessment written exam (90 minutes)
Registration Registration periods and modalities will be announced on the website of the department of International Business.

Limited Attendance ---
Person Responsible Prof. Dr. Markus Pudelko
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/international-business.html

Content
This module will discuss challenges of strategic relevance to a company and responses to address those challenges from the perspective of a multinational company’s top management. Topics presented include:
a) the industry-based view of strategy
b) the resource-based view of strategy
c) the institution-based view of strategy.

Objectives
In this module, students learn to identify and understand decisions of strategic relevance to a company on a global level. Students will learn to describe and evaluate a firm’s corporate strategy and on this basis develop solutions for strategic dilemmas in real-life case studies.
### B313 Topics in Microfinance

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<td>Language of instruction</td>
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<td>Course Type/ Learning Methods</td>
<td>Seminar and practice course (2 SWS) / oral participation, group discussion, self-study</td>
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<tr>
<td>Method of Assessment</td>
<td>term paper</td>
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<td>Registration</td>
<td>Registration one week before the beginning of the seminar by sending an e-mail to <a href="mailto:lgiacopelli@gmail.com">lgiacopelli@gmail.com</a>; first come first serve basis</td>
</tr>
<tr>
<td>Limited Attendance</td>
<td>25</td>
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<tr>
<td>Person Responsible</td>
<td>Luca Giacopelli, M.P.P.</td>
</tr>
<tr>
<td>Course Level</td>
<td>B.Sc.</td>
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<tr>
<td>Homepage of Department/Chair</td>
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### Content

The seminar will focus on the theory of microfinance and its practical implementation in the field. It will cover current trends in the sector and discuss the ongoing debates.

### Objectives

Students understand the link between theory and practice of demand and supply for financial services targeting poor populations. They describe current developments in the sector. They explain and encourage a debate around the microfinance sector.
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<tr>
<td><strong>Duration</strong></td>
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<tr>
<td><strong>Cycle</strong></td>
<td>SS</td>
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<td><strong>Language of instruction</strong></td>
<td>English</td>
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<tr>
<td><strong>Course Type/ Learning Methods</strong></td>
<td>lecture (2 SWS) practice course (2 SWS) / Oral participation, independent study, literature study</td>
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<tr>
<td><strong>Method of Assessment</strong></td>
<td>written exam (60 minutes)</td>
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<tr>
<td><strong>Registration</strong></td>
<td>no registration required</td>
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<td><strong>Limited Attendance</strong></td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Dominik Papies</td>
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<td><strong>Course Level</strong></td>
<td>B.Sc.</td>
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<tr>
<td><strong>Homepage of Department/Chair</strong></td>
<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html</a></td>
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**Content**

This module covers all relevant aspects of a market research project.
1. Data Collection
2. Data Visualization
3. Data Analysis

**Objectives**

Students know how to conduct their own market research project, they are able to use appropriate data collection methods, and analyze data with appropriate tools. In the practice course, students will apply the knowledge they acquire in lecture to selected marketing research problems.
### Content

Students extend their knowledge in selected areas of marketing by choosing appropriate courses. These courses cover elements of the marketing mix, recent developments in research and management, or methods and tools that are relevant for marketing management.

### Objectives

Students can analyze relevant problems in marketing management. Students know how to choose and apply appropriate tools for solving problems in marketing management, and they can assess the merits of different tools and solutions.
B322 Aspects of Marketing Management 2

ECTS-Credits 6
Duration 1 Semester
Cycle WS, SS
Language of instruction English
Course Type/ Learning Methods Lecture and practice course (4 SWS) / oral Participation, independent study, literature study
Method of Assessment written exam (60 minutes), or oral examination or assignments
Registration yes, see www.uni-tuebingen.de/wiwi/marketing
Limited Attendance yes, see www.uni-tuebingen.de/wiwi/marketing
Person Responsible Prof. Dr. Dominik Papies
Course Level B.Sc.
Homepage of
Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html

Content

Students extend their knowledge in selected areas of marketing by choosing appropriate courses. These courses cover elements of the marketing mix, recent developments in research and management, or methods and tools that are relevant for marketing management.

Objectives

Students can analyze relevant problems in marketing management. Students know how to choose and apply appropriate tools for solving problems in marketing management, and they can assess the merits of different tools and solutions.
Content

Students extend their knowledge in selected areas of marketing by choosing appropriate courses. These courses cover elements of the marketing mix, recent developments in research and management, or methods and tools that are relevant for marketing management.

Objectives

Students can analyze relevant problems in marketing management. Students know how to choose and apply appropriate tools for solving problems in marketing management, and they can assess the merits of different tools and solutions.
### Content

This module analyzes the decision-facilitating and strategic role of managerial accounting. Managers have the responsibility and authority for making decisions with respect to the acquisition and the use of an organization’s resources. To effectively do this, they must identify the actions or strategies available to them, predict the relevant consequences of those actions, and then choose the action that has the most preferred predicted outcome. Management accounting systems can be effective tools in providing information that is useful in predicting the possible consequences of alternative actions and in presenting a description of those consequences.

### Objectives

Students develop analytics skills with respect to the identification and use of decision-relevant accounting information. They are able to identify, differentiate and critically evaluate the use of accounting information concepts. Students are also able to critically evaluate the use of accounting information concepts.
This module analyzes the decision-facilitating and strategic role of managerial accounting. Managers have the responsibility and authority for making decisions with respect to the acquisition and the use of an organization’s resources. To effectively do this, they must identify the actions or strategies available to them, predict the relevant consequences of those actions, and then choose the action that has the most preferred predicted outcome. Management accounting systems can be effective tools in providing information that is useful in predicting the possible consequences of alternative actions and in presenting a description of those consequences.

Objectives

Students develop analytic skills with respect to the identification and use of decision-relevant accounting information. They are able to identify, differentiate and critically evaluate the use of accounting information concepts. In the accompanying colloquium, students learn how to apply the concepts learned in the lecture to real-life business problems of firms by the means of case studies. Students work in student teams and take on the role of real decision makers. They are able to discuss specific managerial decision problems, apply concepts of managerial economics to the problem set and develop appropriate solutions. Students evaluate different decision alternatives and present their solutions to the audience.
### Content

This module provides an overview on the basics of international taxation. The taxation of different forms of international investments and the tax effects caused by the financing decisions made on these international investments will be closer looked at. Furthermore the influence of the EU on taxation will be described.

### Objectives

Students understand the basics of international taxation. Students are able to distinguish between permanent establishments and subsidiaries and their implications concerning taxation. Furthermore, students are capable of presenting and discussing different subjects e.g. in the field of base erosion and profit shifting or other relevant topics in international taxation.
**B354 Empirical Research in International Business Taxation**

| ECTS-Credits | 9 |
| Duration | 1 Semester |
| Cycle | WS |
| Language of instruction | English |
| Course Type/ Learning Methods | Research oriented lecture (2 SWS) / participation, group discussion, self-study |
| Method of Assessment | Replication of a well published research paper |
| Registration | Details on the registration procedure will be provided on the chair website |
| Limited Attendance | Limited Attendance: 30 – students have to register on Ilias. Admittance to the module is granted preferably for students who already participated in our course “Grundlagen der Besteuerung” and otherwise by lot. |
| Person Responsible | Prof. Dr. Martin Ruf |
| Course Level | B.Sc. |
| Homepage of Department/Chair | [http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/steuern/news.html](http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/steuern/news.html) |

**Content**

This module provides an overview on research in international business taxation. Research fields in international business taxation are discussed in class from a theoretical as well as empirical perspective. Stata do-files producing research papers are presented and discussed.

**Objectives**

In this module, students will apply formal methods to understand complex issues in fiscal federalism. Students analyze optimal policy scenarios, which will be compared to real-world policies of governments. Students assess actual practices in federations around the worlds.
B390 International Business

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods lecture (2 SWS) practice course (2 SWS) / independent study, oral participation
Method of Assessment written exam (90 minutes)
Registration Registration periods and modalities will be announced on the website of the department of International Business.

Limited Attendance ---
Person Responsible Prof. Dr. Markus Pudelko
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/international-business.html

Content
This module discusses international business environments and operations. Topics presented include:

a) external influences on multinational corporations
b) organizational structures of multinational corporations
c) international management in different functional areas.

Objectives
In this module, students learn to identify and understand the managerial opportunities and challenges globalization has created for multinational corporations. They describe cultural and political influences on international business and evaluate the choices how multinational corporations can adapt to those influences.
B414a CFA® Level I-III: Security Valuation - Chartered Financial Analysts® Preparation

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods lecture (2 SWS) practice course (2 SWS) / oral participation, group discussion, self-study
Method of Assessment written exam (90 minutes)
Registration no registration required
Limited Attendance ---
Person Responsible Prof. Ted Azarmi, PhD
Course Level B.Sc./M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/bankwirtschaft/lehrstuhl.html

Content
The module covers the material for one of the three CFA® levels. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of the respective CFA® level exam. Each level is offered triennially, for detailed information please have a look at Campus or chair homepage.

Objectives
Students complement their German business education by US-oriented business coverage which provides a truly international perspective. They understand that CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. Students develop a solid foundation that helps them to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.
**B414b CFA® Level I-III: Security Valuation - Chartered Financial Analysts® Preparation**

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<td><strong>Person Responsible</strong></td>
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**Content**

The module covers the material for two of the three CFA® levels. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of the respective CFA® level exam. Each level is offered triennially, for detailed information please have a look at Campus or chair homepage.

**Objectives**

Students complement their German business education by US-oriented business coverage which provides a truly international perspective. They understand that CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. Students develop a solid foundation that helps them to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.
Content

This module offers an introduction to the economic theory of taxation. In a first step, we discuss normative criteria for evaluating tax systems. The focus of the course then lies on positive tax analysis and discusses the behavioural responses of individuals, households and firms to taxation. In this sense, the course provides a deeper understanding of commodity, income and corporates taxation using microeconomic models. The theoretical insights are supplemented by reading recent empirical studies. Finally, the course analyses taxes as a measure to cope with market imperfections.

Objectives

Students are familiar with the basic terms and economic concepts of taxation, including the incidence and efficiency aspects of taxation. They are able to analyse and understand key issues in this field of taxation using standard tools of theoretical and empirical economic analysis. In the practice course, students will apply the theories and methods learned in the lecture.
| **ECTS-Credits** | 6 |
| **Duration** | 1 Semester |
| **Cycle** | SS |
| **Language of instruction** | English |
| **Course Type/ Learning Methods** | lecture (3 SWS) practice course (1 SWS) / discussion, oral participation, independent study |
| **Method of Assessment** | written exam (90 minutes), |
| **Registration** | Details on the registration procedure will be provided on the chair website: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html |
| **Limited Attendance** | 30 |
| **Person Responsible** | Prof. Dr. Wilhelm Kohler |
| **Course Level** | B.Sc. |
| **Homepage of Department/Chair** | http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html |

**Content**

This module makes use of economic theory and empirical methods to discuss current economic challenges, such as for instance the euro crisis, climate change, or the refugee crisis. It provides students with the necessary background information to understand these challenges, makes them familiar with appropriate theoretical frameworks and empirical methods to analyze them. Finally, policy responses to these challenges are discussed. The practice course deals with specific examples and gives students a chance to practice empirical methods.

**Objectives**

Having been exposed to teaching in economics for two years, participants in this module will finally see various economic concepts and principles applied to important topics of the time. Students completing this module will recognize the practical relevance of economic theory for economic policy problems, understand existing policy responses to these problems, and contribute in an informed manner to the ongoing debate.
E321 European Economic Integration

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods lecture (3 SWS) practice course (1 SWS) oral participation, independent study, literature study, written assignments
Method of Assessment written exam (90 minutes)
Registration Registration via ILIAS in the first week of term. The ILIAS password will be communicated in the first lecture.
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html

Content
This module applies theories of both monetary and real international economics to key issues of European economic integration. It starts by outlining the history of European integration from the Treaty of Rome to current situation. The main part of the lecture covers both macroeconomic and microeconomic policy areas, such as the European Monetary Union and integration of goods markets and labor markets. The practice course discusses specific examples and gives students an opportunity to use real world data on European economic integration.

Objectives
Students completing this module will have a solid understanding of the history and the topical issues of European economic integration. They will be able to name the most important steps of European economic integration over the past decades, and to identify the advantages and disadvantages that countries and citizens have experienced from different steps of European economic integration. They will recognize the relevance of modern international economics for these issues and be able to apply simple models of international economics to derive policy conclusions and to participate in an informed debate about European integration.
E323 Globalization and Wages

ECTS-Credits: 6
Duration: 1 Semester
Cycle: SS
Language of instruction: English
Course Type/ Learning Methods: lecture (3 SWS) practice course (1 SWS) / oral participation, independent study, literature study, written assignments
Method of Assessment: written exam (90 minutes)

Registration: Registration via ILIAS in the first week of term. The ILIAS password will be communicated in the first lecture.

Limited Attendance: ---
Person Responsible: Prof. Dr. Wilhelm Kohler
Course Level: B.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html

Content
This module applies trade theory to explore possible effects of trade on wages and on wage inequality. Thus, it deals with one of the most hotly debated topics in present economic policy discussions. In addition to the wage effects of trade, we also deal with the wage and welfare effects of international migration. The practice course discusses theoretical examples as well as papers from the frontier of ongoing academic research.

1 Introduction

2 Trade and wages: some theory
   2.1 The long run view – mobile factors
   2.2 The short-run view - specific factors
   2.3 The modern view: offshoring
   2.4 The conventional empirical approach towards “trade and wages”

3 The conventional empirical approach towards “trade and wages”
   3.1 Estimating zero profit conditions
   3.2 Estimating labor demand functions

4 Labor market effects of trade: new empirical approaches
   3.1 Trade liberalization and regional Ricardo Viner economies
   3.2 Estimating the labor market effects: China in world trade
   3.5 Special effects of offshoring

4. A brief look at immigration
   4.1 The immigration surplus
   4.2 Empirical approaches to estimate wage effects of immigration

Objectives
Students completing this module will be able to understand theoretical concepts relevant for the labor market effects of trade and offshoring, and to use these in order to actively participate in academic discussions about the gains and pains from economic globalization. They will be able to follow modern academic literature that uses state of the art methodological approaches in order to empirically identify the effects of certain types of trade liberalization scenarios on wages and employment.
**Content**

This module is concerned with the allocative role of international financial markets. The determinants of the current account and exchange rates are discussed in some detail as are debt crises. The role of monetary and exchange rate policies also come into focus, not least to shed some light on recent developments in the euro area.

**Objectives**

Students become familiar with key concepts of international finance and use basic tools of dynamic macroeconomic analysis.
**E350 Innovation and Technological Change**

| ECTS-Credits | 6 |
| Duration     | 1 Semester |
| Cycle        | SS |
| Language of instruction | English |
| Course Type/ Learning Methods | lecture (2 SWS) practice course (2 SWS) / oral participation, discussion, independent study |
| Method of Assessment | written exam (90 minutes) |
| Registration | no registration required |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Manfred Stadler |
| Course Level | B.Sc. |

**Content**

Innovation is the main driving force of the development of firms, industries and economies. The causes and effects of innovation cannot be explained in a satisfying way by focusing on only one of these levels. The lecture therefore provides an integrated bottom-up analysis of the innovation process, starting at the microeconomic firm level (innovation management), moving on to the industry level (innovation competition), the aggregate macroeconomic level (innovation and growth dynamics), and finally the global level (innovation and international trade).

**Objectives**

Students know the key issues of innovation and technological change. They use basic tools of modern economic theory (dynamic optimization, game theory, general-equilibrium theory). They gain insight that business economics as well as micro- and macroeconomic theory simply take different perspectives of a unified scientific discipline.
E363 International Development Economics and Economic History
School of Economics and Business Administration

ECTS-Credits | 6  
Duration | 1 Semester  
Cycle | SS  
Language of instruction | English  
Course Type/ Learning Methods | Lecture and practice course (2 SWS) / e-learning, group discussion, self-study  
Method of Assessment | written exam (60 minutes)  
Registration | Registration required on the first course date  
Limited Attendance | 100  
Person Responsible | Prof. Dr. Jörg Baten  
Course Level | B.Sc.  
Homepage of Department/Chair | http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftsgeschichte.html

Content
This modul will discuss all question with a long-term perspective. Some main relevant topics are:
- influence from development aid on successful growth of Less Developed Countries (LDCs)
- level of ‘colonial legacies’, e.g. the influence of colonialism on development hurdles in LDCs
- the impact of educational programs on poverty and growth
- the micro credit system
- the intercorrelation of economic development with political factors, e.g. the effects and causes of civil wars
- the degree of political participation on development, inequality, and poverty.

Objectives
Students recognize the relationship between development and long run growth. Additionally, they get to know the current research in this field and its most important methods. After finishing the module they know how to participate in scientific projects and are able to put their theoretical knowledge into practice.
E364 Applied Research in Economic History

ECTS-Credits 9
Duration 1 Semester
Cycle WS, SS
Language of instruction English
Course Type/ Learning Methods seminar (3 SWS) / self-study, literature study, presentation
Method of Assessment assignment, term paper
Registration Application obligatory - see webpage of the department
Limited Attendance ---
Person Responsible Prof. Dr. Jörg Baten
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftsgeschichte.html

Content

In this internship, students can obtain deep insights into the process of scholarly research in economic history by doing a research internship.

The topics will cover:
- long-run human capital development
- the development of welfare in many different world regions
- international economic history.

Objectives

Students understand the current research methods in economic history, put their theoretical knowledge into practice and prove it. They also know how to participate in scientific projects. They not only look over the shoulders of researchers who are currently working on studies, but they will, by turning in assignments, also participate actively in small work units of information retrieval, econometric analysis and the design of texts. They will summarize and present the main results in a term paper.
E365 Topics in International Economic History

ECTS-Credits: 6
Duration: 1 Semester
Cycle: WS, SS
Language of instruction: English
Course Type/ Learning Methods: seminar (2 SWS) / independent study, literature study, oral participation, discussion, presentation
Method of Assessment: term paper
Registration: Application obligatory - see webpage of the department
Limited Attendance: 28
Person Responsible: Prof. Dr. Jörg Baten
Course Level: B.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftsgeschichte.html

Content
The seminar provides an overview of different topics in Economic History with focus on
- human capital formation
- demographics
- interesting topics within various world regions.

Objectives
By writing a term paper, students will be able to gather, analyze and apply information, to formulate convincing arguments, communicate academic ideas, produce conclusions and acquire skills in academic writing. On the basis of defending their term paper in the seminar, they will also gain advanced presentation and communication skills.
E371 Theory and Policy of International Trade

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods lecture (2 SWS) practice course (1 SWS) / oral participation, discussion, independent study
Method of Assessment written exam (90 minutes)
Registration no registration required
Limited Attendance ---
Person Responsible Prof. Dr. Valeria Merlo
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehrle/wolekswirtschaftslehre/internationale-volkswirtschaftslehre.html

Content
This module introduces economic models that are relevant to the understanding of the causes and consequences of international trade. We will discuss the following topics:
1. Trade and technology: The Ricardian model
2. Factor endowments and trade I: The Specific-factors model
3. Factor endowments and trade II: The Heckscher-Ohlin model
4. International movements of capital and labour
5. New trade theory: Increasing returns to scale and imperfect competition
6. Trade policy under perfect competition
7. Trade policy under imperfect competition
8. International trade agreements

Objectives
Students are able to understand the principle of comparative advantage and demonstrate gains from trade. They explain how differences in resources generate a specific trade pattern. They explain why trade will generate both winners and losers and identify the likely winners and losers. Students understand the meaning of gains from trade when there are losers; they understand how economies of scale and product differentiation lead to intra-industry trade. They assess the extent to which empirical patterns of trade and factor prices support some of the predictions of different models. They evaluate costs and benefits of tariffs, their welfare effects and identify winners and losers of trade policy.
This module introduces the modeling tools used to explain the spatial distribution of economic activity. It also provides an overview on empirical research attempting to test the predictions of the theoretical models discussed. We will discuss the following topics:

1. Spatial inequalities: Stylized facts
2. Dixit-Stiglitz monopolistic competition and its spatial implications
3. The core model of geographical economics
4. The bell-shaped curve of spatial development
5. Agglomeration, the home-market effect and spatial wages
6. Gravity and trade
7. Empirical Evidence
8. Policy implications and policy evaluation

Objectives

Students understand the modeling tools used to explain the spatial distribution of economic activity. They identify the factors governing the spatial distribution of economic activity. They assess the extent to which empirical evidence support some of the predictions of different models.
E376 Empirical Research with Firm-level Data

ECTS-Credits 6
Duration 1 Semester
Cycle WS, SS
Language of instruction English
Course Type/ Learning Methods lecture (1 SWS) practice course (1 SWS) / participation, discussion, independent study
Method of Assessment assignment
Registration no registration required
Limited Attendance 24
Person Responsible Prof. Dr. Valeria Merlo
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/internationale-volkswirtschaftslehre.html

Content
The module will discuss how to manage large and complex data sets and prepare them to conduct empirical research. We will discuss data management, description and graphical illustration using STATA. We will review several identification strategies and econometric techniques, and learn how to apply the methods using STATA. Furthermore, we will offer a short introduction to the typesetting program LaTex and show how to produce graphically appealing scientific documents.

Objectives
Students are familiarized with applied empirical research and acquire the tools needed to write an empirical bachelor thesis.
E380 Ausgewählte Aspekte der Wirtschaftswissenschaft

ECTS-Credits: 6
Duration: 1 Semester
Cycle: WS, SS
Language of instruction: Deutsch/Englisch
Course Type/ Learning Methods: Vorlesung (2 SWS) Übung (2 SWS) / participation, discussion, independent study, literature study
Method of Assessment: Klausur (60 Minuten) oder Seminararbeit oder Präsentation
Registration: see campus-system
Limited Attendance: ---
Person Responsible: Prof. Dr. Georg Wamser
Course Level: B.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/home-wamser.html

Content
Studierende erweitern und vertiefen ihr Wissen in ausgewählten Bereichen der Wirtschaftswissenschaft.

Objectives
Die Studierenden umreißen die ausgewählten Themengebiete der Wirtschaftswissenschaft. Sie erweitern ihr Wissen in bestimmten wirtschaftswissenschaftlichen Teildisziplinen und übertragen ihre Grundkenntnisse der ersten Semester auf weitere Anwendungsfelder
S310 Financial Market Microstructure

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods lecture (2 SWS) practice course (2 SWS) / Participation, discussion, independent study
Method of Assessment Portfolio
Registration no registration required
Limited Attendance 60
Person Responsible PD Dr. Thomas Dimpfl
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonomtrie/econometrics1.html

Content

The module starts with institutional background and market microstructure basics, in particular market types (dealer or limit order book markets), order types and market participants. It moves on to the main theoretical models of price formation (Roll model, Kyle model, Glosten model, and others). The module then covers structural models of the trading process (Huang/Stoll, Glosten/Harris, Madhavan/Richardson/Roomans model). Finally, insight is given into recent developments in the analysis of high frequency financial data (such as realized volatility, microstructure noise, algorithmic trading). The theoretical aspects are illustrated in empirical applications using SAS. Case studies covering the different topics will be treated in the practical sessions.

Objectives

Students know about the design of financial markets. They understand the influence of market characteristics on market efficiency and trading patterns. Students discuss how different traders and different trading strategies impact on the behaviour of other market participants, on the interactions of markets and the market as a whole. Besides gaining an insight into theoretical models, students also apply their knowledge within the framework of empirical case studies using the econometric/statistical software (SAS). This prepares them to conduct their own research, for example in a bachelor thesis.
The module deals with the use of the statistical software Stata for the analysis of micro data. Topics include:
1. Data management
2. Estimation Methods
3. Introduction to Programming
4. Examples from different fields of Economics

Students conduct empirical studies using micro data. Students use the statistical software package Stata in order to import, manipulate and analyze data. Students master basic principles of programming in Stata.
## S316 Policy Analysis and Evaluation

<table>
<thead>
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<td>Duration</td>
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<tr>
<td>Cycle</td>
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<td>Language of instruction</td>
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<td>Course Type/ Learning Methods</td>
<td>lecture (2 SWS) practice course (2 SWS) / oral participation, group discussion, self-study</td>
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<tr>
<td>Method of Assessment</td>
<td>written exam (60 minutes)</td>
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<td>Registration</td>
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<td>Limited Attendance</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Bernhard Boockmann</td>
</tr>
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<td>Course Level</td>
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<td>Homepage of Department/Chair</td>
<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html</a></td>
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</tbody>
</table>

### Content

The module deals with methods that can be used to evaluate the effectiveness and the efficiency of economic policies and interventions. The following topics are covered:

1. Introduction
2. Randomised experiments
3. Regression analysis and statistical matching
4. Instrumental variables
5. Regression discontinuity design
6. Difference-in-differences
7. Cost-benefit analysis
8. An evaluation project

### Objectives

Students understand and apply important methods of policy and programme evaluation. They understand the assumptions and the intuition behind the different methods. They know how to interpret and critically assess results from evaluation studies.
S321 Applied Econometrics

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods lecture (3 SWS) practice course (1 SWS) / oral participation, group discussion, self-study
Method of Assessment written exam (60 minutes)
Registration no registration required
Limited Attendance ---
Person Responsible Prof. Dr. Martin Biewen or Prof. Dr. Joachim Grammig
Course Level B.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html

Content
The module discusses econometric models and estimation techniques. Topics presented include:
1. Regression analysis
2. Estimation and inference
3. Data and specification issues
4. Use of cross-sectional, time series and panel data
5. Sample selection corrections
6. Simultaneous equation models
7. Endogeneity: sources and solutions
8. Instrumental variables estimation and two-stage least squares

Objectives
Students understand and apply important methods of applied econometrics. They reflect the assumptions and the intuition behind the different methods. The students perform econometric estimations and tests using econometric software and interpret the results in as scientifically correct way.
S326 Empirical Analysis of Panel Data

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<th>School of Economics and Business Administration</th>
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<tbody>
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<td>Language of instruction</td>
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<td>Course Type/ Learning</td>
<td>Lecture and PC-lab (2 SWS) / independent study, literature study</td>
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<tr>
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<td>Method of Assessment</td>
<td>written exam (60 minutes)</td>
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<td>registration via homepage</td>
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<td>24</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Martin Biewen</td>
</tr>
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<td>Course Level</td>
<td>B.Sc.</td>
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<tr>
<td>Homepage of Department/Chair</td>
<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/statistics-econometrics-and-quantitative-methods.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/statistics-econometrics-and-quantitative-methods.html</a></td>
</tr>
</tbody>
</table>

Content

The module deals with the econometric methods of panel data and their application to selected examples from the German Socio-Economic Panel (GSOEP). The topics include:
1. Introduction to the German Socio-Economic Panel (GSOEP)
2. Econometric methods for panel data

Objectives

The module enables students to conduct empirical studies using panel data. Students use the statistical software package Stata in order to import, manipulate and analyze data. They understand the benefits of working with large panel data sets such as the Germany Socio-Economic Panel (GSOEP). Students perform panel data analyses of microdata, with applications in labor economics.
**B400 Advanced Corporate Finance**

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<th>ECTS-Credits</th>
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<tbody>
<tr>
<td><strong>Duration</strong></td>
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<tr>
<td><strong>Cycle</strong></td>
<td>WS</td>
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<tr>
<td><strong>Language of instruction</strong></td>
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<tr>
<td><strong>Course Type/ Learning Methods</strong></td>
<td>Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Independent study, Literature study</td>
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<tr>
<td><strong>Method of Assessment</strong></td>
<td>Written Exam (90 minutes) or Assignment</td>
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<tr>
<td><strong>Registration</strong></td>
<td>No registration required.</td>
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<tr>
<td><strong>Limited Attendance</strong></td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Christian Koziol</td>
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<tr>
<td><strong>Course Level</strong></td>
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<tr>
<td><strong>Homepage of Department/Chair</strong></td>
<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/finance/home.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/finance/home.html</a></td>
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</tbody>
</table>

**Content**

This module focuses on two fundamental questions of corporate finance: (1) What is the optimal capital structure of a firm? (2) What drives the value of a firm? The aim of the module is to introduce students to practical and theoretical factors driving capital structure decisions as well as firm values. Within advanced model frameworks students will be enabled to analyze the effects of corporate decisions on issued claims and develop solutions for classical incentive problems in corporate financing.

**Objectives**

Students develop central factors that drive the optimal capital structure and the total value of a firm. They assess and analyze advanced theoretical models dealing with specific issues and problems in corporate finance. In the practice course students apply those models to real-world data and develop solutions for classical corporate finance problems.
B401 Continuous-time Derivatives Pricing

ECTS-Credits 9  
Duration 1 Semester  
Cycle SS  
Language of instruction English  
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Independent study, Literature study  
Method of Assessment Assignment  
Registration No registration required.  
Limited Attendance ---  
Person Responsible Prof. Dr. Christian Koziol  
Course Level M.Sc.  
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/finance/home.html

Content  
This module introduces fundamentals on stochastic processes for financial products. Students learn how to price derivatives by using differential equations. Further, pricing techniques like the Black-Scholes formula or numerical methods are developed to a broad variety of traded claims and applied to real-world data.

Objectives  
During this module students obtain an in-depth knowledge in derivatives pricing by using continuous-time concepts of modern finance theory. They apply them to equity and other securities. Having completed this module, students approach the literature in this field successfully, develop and analyze advanced pricing models, and apply continuous-time techniques for arbitrary derivatives pricing challenges.
B402 Financial Statement Analysis

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture and Practice Course (2 SWS)/ Oral participation Independent study, Literature study
Method of Assessment Written Exam (120 minutes)
Registration Registration by sending an e-mail to margarita.mejia-likosova[at]uni-tuebingen.de on the first course date.

Limited Attendance 40
Person Responsible Dr. Margarita Mejia Likosova
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/finance/home.html

Content
The module of financial statement analysis starts introducing the need for reporting of financial information and integrating the agency problem, the users, sources and limitations of financial information, the basic analysis tools, and the role of IFRS and consolidated accounts. This introduction is followed by a comprehensive study and interpretation of the main financial statements. The module concludes with the analysis of the financial position of a firm, the management of current capital and the firm’s profitability.

Objectives
Students understand, analyse and interpret the financial statements of the companies (balance sheet, profit and loss statement, annual report, statement of changes in equity and statement of cash flows) in order to make intelligent investment decisions.
B403 Topics in International Financial Reporting and Risk Management

<table>
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<tbody>
<tr>
<td>Duration</td>
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<tr>
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<tr>
<td>Method of Assessment</td>
<td>Presentation, Term Paper</td>
</tr>
<tr>
<td>Registration</td>
<td>Registration by sending an e-mail to margarita.mejia-likosova[at]uni-tuebingen.de on the first course date.</td>
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<tr>
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<tr>
<td>Person Responsible</td>
<td>Dr. Margarita Mejia Likosova</td>
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</table>

Content

The module of advanced topics in international financial reporting and risk management explains and connects the following concepts: financial scandals, earnings management, agency theory, information asymmetry, IFRS, properties of financial information, role of external auditors, diversifiable versus market risk, market efficiency and crisis. Students will be introduced to the current state of empirical/theoretical literature that links financial reporting and risk management.

Objectives

This module responds in particular to the increasing need of future managers in finance but also in other disciplines and working in a global economy, to understand financial reports and evaluate them in terms of risks. Students develop a global perspective about the role of financial reporting for risk management within the firm and the market. At the end of this module students understand the reasons behind some of the current financial reporting requirements and, based on relevant empirical/theoretical research, can reflect upon the success of the implementation of those requirements. Students present and discuss the research question and their analysis to an academic audience, they react to and incorporate new ideas, feedback and critique.
B412 Bank Management

ECTS-Credits: 6
Duration: 1 Semester
Cycle: WS
Language of instruction: English
Course Type/ Learning Methods: Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Independent study, Literature study
Method of Assessment: Written Exam (90 minutes)
Registration: No registration required.
Limited Attendance: ---
Person Responsible: Prof. Dr. Jan Riepe
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/bankwirtschaft/lehrstuhl.html

Content
The module deals with the specific methods of managerial accounting and risk management in banks. Thereby, topics related to value maximizing management of internal processes as well as to the link between risk management and managerial accounting. Furthermore, the module covers recent trends in the design of internal governance mechanisms in banks. The module is accompanied by exercise sessions.

Objectives
At the end of the module, the students are enabled to select profitable investment projects of a bank based on the bank’s business objectives combined with the risk-return trade-off. They know to conduct a capital allocation process inside a banking group, to quantify the underlying risk with an appropriate method, and to evaluate the design of internal business processes according to regulatory requirements and good governance principles.
B413 Empirical Banking

ECTS-Credits 9
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods B412 Lecture (2 SWS), Colloquium (2 SWS)/ Oral participation, Independent study, Literature study
Method of Assessment Presentation (50%), Term Paper (50%)
Registration Registration during first class.
Limited Attendance 36
Person Responsible Prof. Dr. Jan Riepe
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/bankwirtschaft/lehrstuhl.html

Content
The module gives a survey of important topics in empirical banking. As examples, the conflicts of interest between loan officers and the overall bank management, the influence of prudential regulation on the reporting behavior and the impact of different ownership structures of the banks’ corporate governance can be mentioned.

Objectives
The module is intended to give the students a broad overview concerning the the relevant questions in the Empirical Banking literature and to convey the basic principles of writing research oriented essays. After having attended the module, students describe the current state of research in the area of empirical banking, empirical bank management and risk governance. They use appropriate data, collection methods, and analyze data with appropriate tools. Furthermore, they understand and evaluate the current literature, ideas, topics, theories, open questions in this area.

Students formulate Empirical Banking research question and address and analyze the research question in a academic thesis. Students present and discuss the research question and their analysis to an academic audience, they react to and incorporate new ideas, feedback and critique.
Content

The module covers the material for one of the three CFA® levels. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of the respective CFA® level exam. Each level is offered triennially, for detailed information please have a look at Campus or chair homepage.

Objectives

Students complement their German business education by US-oriented business coverage which provides a truly international perspective. They understand that CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. Students develop a solid foundation that helps them to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.
<table>
<thead>
<tr>
<th>ECTS-Credits</th>
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</thead>
<tbody>
<tr>
<td>Duration</td>
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<tr>
<td>Cycle</td>
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<tr>
<td>Language of instruction</td>
<td>English</td>
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<tr>
<td>Course Type/ Learning Methods</td>
<td>Lecture (each 2 SWS), Practice Course (each 2 SWS)/ Oral participation, Independent study, Literature study</td>
</tr>
<tr>
<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
</tr>
<tr>
<td>Registration</td>
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</tr>
<tr>
<td>Limited Attendance</td>
<td>---</td>
</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Ted Azarmi, PhD</td>
</tr>
<tr>
<td>Course Level</td>
<td>B.Sc./M.Sc.</td>
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<tr>
<td>Homepage of Department/Chair</td>
<td><a href="http://www.wiwi.unive.tuebingen.de/lehrstuehle/betriebswirtschaftslehre/bankwirtschaft/lehrstuhl.html">http://www.wiwi.unive.tuebingen.de/lehrstuehle/betriebswirtschaftslehre/bankwirtschaft/lehrstuhl.html</a></td>
</tr>
</tbody>
</table>

### Content

The module covers the material for two of the three CFA® levels. Standards of practice, detailed finance, accounting, and security valuation tools are included. The curriculum, in class mock exams and the final exam resemble a portion of the respective CFA® level exam. Each level is offered triennially, for detailed information please have a look at Campus or chair homepage.

### Objectives

Students complement their German business education by US-oriented business coverage which provides a truly international perspective. They understand that CFA’s code of ethics and rigorous problem-solving oriented approach provides an edge in the finance industry. Students develop a solid foundation that helps them to succeed in CFA® exams and to eventually achieve the CFA® designation which is a highly regarded professional distinction in business.
## B420 Marketing-Mix Management

<table>
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<tr>
<th>ECTS-Credits</th>
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<tbody>
<tr>
<td>Duration</td>
<td>1 Semester</td>
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<tr>
<td>Cycle</td>
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<tr>
<td>Language of instruction</td>
<td>English</td>
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<tr>
<td>Course Type/ Learning Methods</td>
<td>Lecture (3 SWS), Practice Course (1 SWS)/ Oral participation, Independent study, Literature study</td>
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<td>Method of Assessment</td>
<td>Written Exam (60 minutes)</td>
</tr>
<tr>
<td>Registration</td>
<td>Further details are available at <a href="http://www.uni-tuebingen.de/wiwi/marketing">www.uni-tuebingen.de/wiwi/marketing</a>.</td>
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<tr>
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</tr>
<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Dominik Papes</td>
</tr>
<tr>
<td>Course Level</td>
<td>M.Sc.</td>
</tr>
<tr>
<td>Homepage of Department/Chair</td>
<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html</a></td>
</tr>
</tbody>
</table>

### Content

This module covers key concepts of marketing, the implementation in the marketing mix, its internationalization, and empirical generalizations.

1. Product management
2. Pricing
3. Communication management
4. Distribution management
5. Branding
6. Optimization
7. International Marketing

### Objectives

Students understand and evaluate key concepts and advanced aspects regarding the implementation and optimization of marketing mix elements. Through participation in the practice course, students will apply academic literature from peer-reviewed journals to current problems of marketing.
B421 eBusiness

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English

Course Type/ Learning Methods Lecture (2 SWS), Practice Course (1 SWS)/ Oral participation, Independent study, Literature study
Method of Assessment Written Exam (60 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Dominik Papies
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html

Content
The module covers the analysis of specific market conditions in electronic marketplaces (e.g., lower search cost, information asymmetry, lower marginal cost).
1. The electronic market place
2. How digitization affects the marketplace
3. Marketing-mix instruments in the online market place

Objectives
Students can explain the relevance of digitization, e-commerce, and other online activities. Students can evaluate how digitization has changed the marketplace. Through the practice course, students know how to apply marketing instruments on problems from the online domain.
### B425 Advanced Marketing Research

<table>
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<tr>
<td><strong>Duration</strong></td>
<td>1 Semester; block form 2nd half of semester</td>
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<td><strong>Cycle</strong></td>
<td>WS</td>
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<td><strong>Language of instruction</strong></td>
<td>English</td>
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<tr>
<td><strong>Course Type/ Learning Methods</strong></td>
<td>Lecture (1 SWS), Practice Course (1 SWS) Oral participation, Independent study, Literature study</td>
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<td><strong>Method of Assessment</strong></td>
<td>Written Exam (60 minutes) or assignments</td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Dominik Papies</td>
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<td><strong>Course Level</strong></td>
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<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/ls-marketing/ls-marketing1.html</a></td>
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</table>

**Content**

Students extend their knowledge in selected areas of advanced marketing research by choosing appropriate courses. These courses deal with aspects of data collection, advanced techniques of analysis and estimation, and the application to marketing problems.

**Objectives**

Students are able to solve advanced marketing research problems by using appropriate data collection methods, and by analyzing data in with appropriate tools. Through the practice course, students will be able to apply the knowledge they acquire in lecture to advanced marketing research problems.
B430A Managerial Accounting and Cost Analysis

ECTS-Credits: 6
Duration: 1 Semester
Cycle: WS
Language of instruction: English
Course Type/ Learning Methods: Lecture (2 SWS), Practice Course (1 SWS)/ Discussion, Oral participation, Independent study
Method of Assessment: Written Exam (60 minutes)
Registration: No registration required.
Limited Attendance: ---
Person Responsible: Prof. Dr. Patrick Kampkötter
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/managerial-accounting/lehrstuhl.html

Content
The module provides an overview on the main applications, tasks and instruments of managerial accounting and cost analysis. Topics include, for instance, break-even analysis, budgeting, transfer pricing, value-based management, and decision-making under uncertainty.

Objectives
Students learn and understand the basic framework of managerial accounting and cost analysis. They know the core accounting instruments and are able to evaluate differences between these instruments. In the accompanying practice course, students will develop solutions to these problems and apply them to organizational problem settings.
B430B Managerial Accounting and Cost Analysis

ECTS-Credits 9
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (1 SWS), Colloquium (1 SWS)/ Discussion, Oral participation, Independent study
Method of Assessment Written Exam (60 minutes)
Registration Registration required, details will be provided on the website of the Department of Managerial Accounting
Limited Attendance ---
Person Responsible Prof. Dr. Patrick Kampkötter
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/managerial-accounting/lehrstuhl.html

Content
The module provides an overview on the main applications, tasks and instruments of managerial accounting and cost analysis. Topics include, for instance, break-even analysis, budgeting, transfer pricing, value-based management, and decision-making under uncertainty.

Objectives
Students learn and understand the basic framework of managerial accounting and cost analysis. They know the core accounting instruments, are able to evaluate differences between these instruments and can apply them to real world organizational settings. In the accompanying colloquium, students learn how to apply the concepts learned in the lecture to real-life business problems of firms by the means of case studies. Students work in student teams and take on the role of real decision makers. They are able to discuss specific managerial decision problems, apply concepts of managerial economics to the problem set and develop appropriate solutions. Students evaluate different decision alternatives and present their solutions to the audience.
Firms need to react to recent developments in corporate governance, global competition, and continuous technological change by adjusting their organizational structure. This module provides a multidisciplinary approach to managerial and organization economics, with a special focus on accounting information and the internal organization of firms. After a general introduction to organizational architecture as a management device, the module topics relate to allocating tasks within organizations, rewarding managerial performance, and measuring managerial performance.

Objectives

Students learn how to use and implement accounting information for efficiently designing and operating an organization. They understand the role of incentive and performance management systems for firms and are able to critically evaluate the use of these systems. The goal in this module is to develop rigorous frameworks to enable students to apply them to real-life problems. In the accompanying practice course, students will develop solutions to these problems and apply them to organizational problem settings.
Content

Firms need to react to recent developments in corporate governance, global competition, and continuous technological change by adjusting their organizational structure. This module provides a multidisciplinary approach to managerial and organization economics, with a special focus on accounting information and the internal organization of firms. After a general introduction to organizational architecture as a management device, the module topics relate to allocating tasks within organizations, rewarding managerial performance, and measuring managerial performance.

Objectives

Students learn how to apply the concepts learned in the lecture to real-life problems in organizations. Students analyze case studies involving real firms and research papers in teams and learn how to present, critically reflect and discuss their findings. In addition to the written exam accompanying the lecture, the colloquium focuses on presentation and communication skills. In the case studies, students take on the role of real managers and learn how to analyze critical situations and develop and implement solutions to the problems evolved.
B434 Managerial Accounting: Control Systems, Top Executives, and Ethics

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Discussion, Independent study
Method of Assessment Written Exam (60 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Patrick Kampkötter
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/managerial-accounting/lehrstuhl.html

Content
This module provides a multidisciplinary approach to the concepts of management and control, top executive compensation and ethics in accounting. In detail, the module covers issues such as the design and evaluation of management control systems, fundamental issues on top management incentives and characteristics (compensation, pay-for-performance sensitivity, leadership styles, careers, etc.). Furthermore, the module introduces good corporate governance with a specific focus on the role of controllers and auditors and ethical dilemmas such as the manipulation of key performance indicators, gaming incentive systems, organizational misbehavior and management fraud.

Objectives
Students learn how to use management control systems for operating an organization and how to critically assess the interdependencies between control systems, executive compensation and corporate governance and apply this to real-life problems. The goal of the module is to develop a rigorous framework and to apply this to ethical dilemmas that can be observed in real-word firms. Students also improve their analytical and discussion skills with respect to scientific papers. In the accompanying practice course, students will develop solutions to these problems and apply them to organizational problem settings.
**B440 Personnel Economics**

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<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
</tr>
<tr>
<td><strong>Cycle</strong></td>
<td>WS</td>
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<tr>
<td><strong>Language of instruction</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>Course Type/ Learning Methods</strong></td>
<td>Lecture (3 SWS), Practice Course (2 SWS)/ Oral participation, Independent study, Literature study</td>
</tr>
<tr>
<td><strong>Method of Assessment</strong></td>
<td>Written Exam (60 minutes)</td>
</tr>
<tr>
<td><strong>Registration</strong></td>
<td>No registration required.</td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Kerstin Pull</td>
</tr>
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<td><strong>Course Level</strong></td>
<td>M.Sc.</td>
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<td><strong>Homepage of Department/Chair</strong></td>
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</tbody>
</table>

**Content**

This module analyzes HRM from an economics perspective, i.e. HRM is regarded as a potential driver of firm performance. A personnel economics approach on HRM complements other, e.g., sociological or psychological approaches that students might be familiar with. In the module, we analyze different HR functions (e.g., recruitment, training, compensation & benefits, promotion, dismissal) and focus on problems associated with informational asymmetries and how these might be solved. Methodologically, the module is based on formal theoretical models as well as on quantitative empirical studies with field and laboratory data.

**Objectives**

Students are introduced to the principles of personnel economics and will develop a strategic way of thinking about HRM and its contribution to organizational performance. With much of the literature offering “recipe-like” best practices, the goal in this module is to develop a more rigorous framework for the analysis of strategic (rather than operative) questions in the context of HRM.
**Content**

The module covers different topics in employment relations from a comparative perspective. Among others, it is analyzed how different national institutions (e.g. minimum wages, employment protection legislation, collective bargaining institutions or education systems) affect the behavior of workers and firms in imperfect labor markets. Further, the module also covers cultural differences and how these affect the HR practices of national and multinational firms.

**Objectives**

Students learn how institutional and cultural differences affect employment relations and how these effects are analyzed theoretically and empirically. Within their own presentations, students look into specific case studies of multinational firms and their HR practices and present their insights to their fellow-students.
B450A Taxes and Business Strategy

| ECTS-Credits | 9 |
| Duration | 1 Semester |
| Cycle | SS |
| Language of instruction | English |
| Course Type/ Learning Methods | Lecture (2 SWS), Practice Course (2 SWS)/ participation, group discussion, self-study |
| Method of Assessment | Written Exam (60 minutes) |
| Registration | No registration required. |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Martin Ruf |
| Course Level | M.Sc. |
| Homepage of Department/Chair | http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/steuern/news.html |

Content

This module focuses on the effects of taxation on essential corporate decisions, namely, investment, financing, acquisitions or the choice of the appropriate legal form. Since specific tax law is not the main part of this approach, the module can be chosen even by students without an in-depth knowledge in tax law. Nonetheless, it provides a broad framework for understanding how taxation affects corporate decision-making. No specific prerequisites are required.

Objectives

Students assess the enormous impact that changes in transaction structure have on after-tax cash flows and to integrate tax strategies into the bigger picture of corporate decision making. They explain the competitive advantage of certain tax strategies for corporations. As a side effect, students will be faced with basic tax law principles and, thereby, will broaden their knowledge about legal issues.
This module provides an opportunity to study and discuss current topics in international business taxation research.

**Objectives**

In this module, students will apply formal methods to understand complex issues in fiscal federalism. Students analyze optimal policy scenarios, which will be compared to real-world policies of governments. Students assess actual practices in federations around the worlds.
B460 Leadership, Strategic HRM & Organisation

| ECTS-Credits | 6 |
| Duration     | 1 Semester |
| Cycle        | WS |
| Language of instruction | English |
| Course Type/ Learning Methods | Lecture and Tutorial (2 SWS) / Oral participation Literature Studies |
| Method of Assessment | Written Exam (60 minutes) |
| Registration | No registration required. |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Philip Yang |
| Course Level | M.Sc. |
| Homepage of Department/Chair | http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/hrm-and-organization/chair.html |

Content

This module aims at improving the understanding of contemporary research in the field of strategic HRM, leadership and organization. Equally, theoretical and empirical advancements in literature are discussed in detail with a strong emphasis on behavioral aspects.

Objectives

The students use recent theoretical and empirical literature in the field of strategic HRM, leadership and organization. Further, they develop an understanding of scientific research papers in the area of economics and management.
Content

This interactive module starts with a brief introduction on causal inference and econometrics in the context of research on human resources, leadership and organizations. In the main part, the students have to collect own or clean existing datasets (e.g. IAB, CPSBOARDEX, GSOEP, Company data) to answer a self-elaborated research questions. The research questions should address one of the many areas of human resource management, leadership, or organizational behaviour.

Objectives

The students formulate an own research question in the abovementioned fields. Further, they use datasets to answer these questions empirically. Hereby, they follow a typical scientific approach that starts with the formulation of a question, presenting it in front of an audience, searching and cleaning adequate datasets and finally using sophisticated econometric methods to answer the questions.
B463 Strategy & Innovation

| **ECTS-Credits** | 9 |
| **Duration** | 1 Semester |
| **Cycle** | WS |
| **Language of instruction** | English |
| **Course Type/ Learning Methods** | Lecture (2 SWS), Seminar (2 SWS)/ Oral participation, Group discussion, Independent study |
| **Method of Assessment** | In-class participation |
| **Registration** | sign up on ILIAS platform on a first come first served basis |
| **Limited Attendance** | 30 |
| **Person Responsible** | Prof. Dr. Theresa Veer |
| **Course Level** | M.Sc. |
| **Homepage of Department/Chair** | http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/strategie-und-unternehmensfuehrung.html |

**Content**

This module looks at firms’ strategies particularly from an innovation viewpoint, including aspects evolving around R&D, corporate entrepreneurship, IP management, IP strategy, industry lifecycles, industry evolution, etc. It also deepens students’ knowledge on the very basics of strategy analysis, development, and implementation. In the case study seminar the lecture’s content will be applied to case studies.

**Objectives**

Students reflect on and analyze the factors that affect organizations’ long-term economic performance based on commonly used tools and frameworks to make recommendations to organization on how they can improve their long-run performance.

The module highlights and emphasizes the appliance of learned tools and frameworks, so as to enable the students to:

- evaluate the structure of firms’ external environments and analyze how these affect expected long-run industry performance
- evaluate firm-level resources and capabilities
- develop suitable and superior strategies at the business-unit and corporate levels
- assess how social, technological, political, and economic factors and forces can influence and determine the necessity for strategic (re-)positioning
- comprehend, analyze, and manage the complex ethical and social issues organizations face as they develop and implement their strategies
- discuss their analyses within the class; react to and incorporate new ideas, feedback, and critique.
The module discusses the influence of national cultures on management practices. Topics presented include:

a) business communication and negotiation across cultures
b) global leadership and multicultural teams
c) international human resource management

In this module, students reflect on important Cross-Cultural Management theories. They learn to discuss these theories and apply them to real-life business cases. Performing applied cross-cultural teamwork in assigned groups, they furthermore analyze specific Cross-Cultural Management topics in detail. In addition, this module provides students with practical Cross-Cultural Management skills which are relevant to successfully operate in multinational organizations.
B493A Doing Business in Asia

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods Seminar and Colloquium (2 SWS) / Discussion Oral participation, Independent study, Literature study
Method of Assessment Written Exam (60 minutes)
Registration The application period and modalities will be announced on the website of the Department of International Business.
Limited Attendance 20
Person Responsible Prof. Dr. Markus Pudelko
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/international-business.html

Content

Within this module, students can select two out of several courses covering the economic and social framework conditions and business cultures of different Asian nations such as China, Japan, Korea, and India. Focal topics include:

a) Business cultures in specific Asian countries
b) Cross-cultural communication and conflict management
c) Building cooperative business relationships with Asian business partners

Objectives

Students analyze the economic, social, political, and cultural conditions of specific Asian nations and assess their influence on domestic and international management. They will develop an understanding of how to engage in business activities with Asian business partners. Through group assignments, case studies, and role plays within the courses, students will enhance on a more general level their ability to effectively communicate, interact, and behave in an international business environment. In addition, this module provides students with practical managerial skills which are relevant to successfully do business in Asia or with Asian companies.
B493B Doing Business in Africa

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<thead>
<tr>
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<tbody>
<tr>
<td><strong>Duration</strong></td>
<td>1 Semester</td>
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<td><strong>Cycle</strong></td>
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<td><strong>Language of instruction</strong></td>
<td>English</td>
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<tr>
<td><strong>Course Type/ Learning Methods</strong></td>
<td>Seminar and Colloquium (1 SWS) / Oral participation Independent study, Literature study</td>
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<td><strong>Method of Assessment</strong></td>
<td>Written Exam (60 minutes)</td>
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<tr>
<td><strong>Person Responsible</strong></td>
<td>Prof. Dr. Markus Pudelko</td>
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<td><strong>Homepage of Department/Chair</strong></td>
<td><a href="http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/international-business.html">http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/international-business.html</a></td>
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</table>

**Content**

This module will explore commonalities and differences of business systems of sub-Saharan Africa. Key topics include:

a) the economic framework conditions of sub-Saharan Africa  
b) business cultures of African nations  
c) African-European business partnerships

**Objectives**

This module enables students to comprehend the basics of African business systems and to explain the characteristics of management in Africa. They interpret the dynamic economic situation in sub-Saharan Africa and recognize the role of outside economies, such as the West, but also China. In addition, students identify the opportunities Africa provides for Western companies, and assess what these companies should do in order to make use of them. In addition, this module provides students with practical managerial skills which are relevant to successfully do business in Africa or with African companies.
B496 Applied Research in International Business

ECTS-Credits 6
Duration 1 Semester
Cycle WS, SS
Language of instruction English
Course Type/ Learning Seminar and Colloquium (1 SWS) / Discussion
Methods Oral participation, Independent research
Method of Assessment Assignments
Registration Application periods and modalities will be announced on the website of the Department of International Business.
Limited Attendance 12
Person Responsible Prof. Dr. Markus Pudelko
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/international-business.html

Content

This module familiarizes students with qualitative research in international management. Key topics include:

a) data generation by means of semi-structured interviews
b) transcription and coding
c) content analysis using qualitative data analysis software

Objectives

In this module, students develop a small-scale qualitative research project. They formulate meaningful research questions, conduct semi-structured interviews, and analyze and categorize these data. They apply criteria for interview-based studies and compose a report on their findings.
B511 Advanced Topics in Banking

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**Content**

This module covers tools, theory, and practice focusing on knowledge management system development for investment research, company analysis, and value investing. It takes the CFA company research approach and in so doing complements the CFA preparation courses offered at Tuebingen. The seminar relies on the Harvard Business School (HBS) case studies and lecture notes. It also uses academic studies from the Journal of Financial Economics, the Journal of Finance and the Review of Financial Studies. In addition, practical tools as currently used for company analysis, investment research and value investing is covered.

**Objectives**

Students who passed this module are able to conduct investment research and company analysis. For strategic management consulting, they know how to value investments and how to conduct industry analyses. Students are able to

1) use the theory related to investment research, company analysis, and value investing from first-rate scholarly literature in finance

2) produce and efficiently use a knowledge management system

3) use a bulletin-board on internet for sharing job search process, application, interview, and internship experiences

4) develop communication tools relevant to practitioners and academics in these fields by presenting their research results

5) achieve practical business MBA-type education that is result-oriented and focuses on financial success in business.
| **ECTS-Credits** | 6 |
| **Duration** | 1 Semester |
| **Cycle** | WS, SS |
| **Language of instruction** | English |
| **Course Type/ Learning Methods** | Colloquium (2 SWS) Discussion, presentation, oral participation, independent study, literature study |
| **Method of Assessment** | Term Paper (75%) and Presentation (25%) |
| **Registration** | See course catalogue |
| **Person Responsible** | Prof. Dr. Patrick Kampkötter, Prof. Dr. Werner Neus, Prof. Dr. Kerstin Pull, Prof. Dr. Manfred Stadler |
| **Course Level** | M.Sc. |
| **Homepage of Department/Chair** | [http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/managerial-accounting/lehrstuhl.html](http://www.wiwi.uni-tuebingen.de/lehrstuehle/betriebswirtschaftslehre/managerial-accounting/lehrstuhl.html) |

**Content**

The module deals with current research topics in management and economics.

**Objectives**

Students formulate a research question independently and can understand and question how to write a research paper. They apply research and scientific writing skills to evaluate their own term paper. Students critically assess and reflect the current state of research in management and economics. They develop methodological competencies, both in formal theory as well as applied econometrics. Due to the presentation of their own and a fellow student’s paper, they acquire presentation, communication and discussion skills and further improve their analytical skills.
CM5_01 Advanced Topics in Accounting and Finance

| ECTS-Credits | 9 |
| Duration     | 1 Semester |
| Cycle        | WS, SS |
| Language of instruction | German or English |
| Course Type/ Learning Methods | Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study |
| Method of Assessment | Presentation, Term Paper |
| Registration | See course catalogue |
| Limited Attendance | See course catalogue |
| Person Responsible | See course catalogue |
| Course Level | M.Sc. |

Content

Students deepen their knowledge on advanced topics in Accounting and Finance and related fields by selecting from the online course catalogue. Depending on the specific topic, students extract insights from the academic literature or perform data analyses to create new insights, and summarize their results in a written thesis and an oral presentation. Details are announced in the course catalogue.

Objectives

Upon successful completion of this module, students are familiar with the latest research in Accounting and Finance or related fields. Students evaluate advanced and complex problems from the field of Accounting and Finance and address potential solutions through their own literature research and empirical analysis. Students analyze the advantages and drawbacks of new developments in their chosen topic, compose their own written academic paper and present and defend their results in front of an academic audience.
### Content

This module is concerned with various topics from the field of Economics. A particular focus is on applied empirical and theoretical methods in modern economic research.

### Objectives

Students become familiar with the frontier of research in economics. Upon successful completion of this module, students address important research questions in economics. Own empirical and theoretical analyses are summarized in a scientific paper and the main findings are presented in class.
# CM5_03 Advanced Topics in Economics and Finance

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<tr>
<td>Course Type/ Learning Methods</td>
<td>Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study</td>
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<td>Method of Assessment</td>
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## Content

Students deepen their knowledge on advanced topics in Economics and Finance by selecting from the online course catalogue. Depending on the specific topic, students extract insights from the academic literature or perform data analyses to create new insights, and summarize their results in a written thesis and an oral presentation. Details are announced in the course catalogue.

## Objectives

Students know how to write, present and defend an own research paper in Economics, Econometrics or Finance. They deepen and apply their technical and econometric skills and interpret their results appropriately.
CM5_04 Advanced Topics in European Economics

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<td>Course Level</td>
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Content

This module is concerned with various topics from the field of Economics. A particular focus is on applied empirical and theoretical methods in modern economic research. Students may focus on an european point of view.

Objectives

Students become familiar with the frontier of research in economics. Upon successful completion of this module, students address important research questions in economics. Own empirical and theoretical analyses are summarized in a scientific paper and the main findings are presented in class. Students apply their findings on European Economies.
**CM5_05 Advanced Topics in European Management**

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<td>Homepage of Department/Chair</td>
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**Content**

Students deepen their knowledge on advanced topics in European management and related fields by selecting from the online course catalogue. Depending on the specific topic, students extract insights from the academic literature or perform data analyses to create new insights, and summarize their results in a written thesis and/or oral presentation. Details are announced in the course catalogue.

**Objectives**

Upon successful completion of this module, students are familiar with the latest research in European Management or related fields. Students evaluate advanced and complex problems from the domain of European Management and address potential solutions through their own literature research and empirical analysis. Students analyze the advantages and drawbacks of new developments in their chosen topic, compose their own written academic paper and present and defend their results in front of an academic audience.
CM5_06 Advanced Topics in General Management

ECTS-Credits: 9
Duration: 1 Semester
Cycle: WS, SS
Language of instruction: German or English
Course Type/ Learning Methods: Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study
Method of Assessment: Presentation, Term Paper
Registration: See course catalogue
Limited Attendance: See course catalogue
Person Responsible: See course catalogue
Course Level: M.Sc.
Homepage of Department/Chair

Content
Students deepen their knowledge on advanced topics in General Management and related fields by selecting from the online course catalogue. Depending on the specific topic, students extract insights from the academic literature or perform data analyses to create new insights, and summarize their results in a written thesis and/or oral presentation. Details are announced in the course catalogue.

Objectives
Upon successful completion of this module, students are familiar with the latest research in General Management or related fields. Students evaluate advanced and complex problems from the domain of General Management and address potential solutions through their own literature research and empirical analysis. Students analyze the advantages and drawbacks of new developments in their chosen topic, compose their own written academic paper and present and defend their results in front of an academic audience.
CM5_07 Advanced Topics in International Business

ECTS-Credits                  9
Duration                     1 Semester
Cycle                        WS, SS
Language of instruction      German or English
Course Type/ Learning Methods Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study
Method of Assessment         Presentation, Term Paper
Registration                 See course catalogue
Limited Attendance           See course catalogue
Person Responsible           See course catalogue
Course Level                 M.Sc.
Homepage of Department/Chair

Content

Students deepen their knowledge on advanced topics in International Business and related fields by selecting from the online course catalogue. Depending on the specific topic, students extract insights from the academic literature or perform data analyses to create new insights, and summarize their results in a written thesis and or oral presentation. Details are announced in the course catalogue.

Objectives

Upon successful completion of this module, students are familiar with the latest research in International Business or related fields. Students evaluate advanced and complex problems from the domain of International Business and address potential solutions through their own literature research and empirical analysis. Students analyze the advantages and drawbacks of new developments in their chosen topic, compose their own written academic paper and present and defend their results in front of an academic audience.
### CM5_08 Advanced Topics in International Economics

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<tr>
<td><strong>Course Type/ Learning Methods</strong></td>
<td>Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study</td>
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<td><strong>Method of Assessment</strong></td>
<td>Presentation, Term Paper</td>
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**Content**

This module is concerned with various topics from the field of International Economics. A particular focus is on applied empirical and theoretical methods in modern economic research.

**Objectives**

Students become familiar with the frontier of research in international economics. Upon successful completion of this module, students address important research questions in international economics. Own empirical and theoretical analyses are summarized in a scientific paper and the main findings are presented in class.
CM5_09 Advanced Topics in Management and Economics

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<td>Duration</td>
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<tr>
<td>Course Type/ Learning Methods</td>
<td>Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study</td>
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<tr>
<td>Method of Assessment</td>
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Content

This module is concerned with various topics from the field of management and economics. A particular focus is on applied empirical and theoretical methods in modern economic research.

Objectives

Students become familiar with the frontier of research in management and economics. Upon successful completion of this module, students address important research questions in management and economics. Own empirical and theoretical analyses are summarized in a scientific paper and the main findings are presented in class.
The module will discuss implications of multilevel governance on economic behavior (of governments, individuals or firms). Topics presented include:

(i) assignment of responsibilities in federations
(ii) revenue sharing and fiscal transfers
(iii) tax competition.

Objectives

In this module, students will apply formal methods to understand complex issues in fiscal federalism. Students analyze optimal policy scenarios, which will be compared to real-world policies of governments. Students assess actual practices in federations around the worlds.
E411 Economics of Taxation

ECTS-Credits
9

Duration
1 Semester

Cycle
SS

Language of instruction
English

Course Type/ Learning Methods
Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Discussion, Independent study

Method of Assessment
Written Exam (90 minutes)

Registration
No registration required.

Limited Attendance
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Person Responsible
Prof. Dr. Georg Wamser

Course Level
M.Sc.

Homepage of Department/Chair
http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/home-wamser.html

Content
This module will present a unified framework in which tax policy and its consequences can be analyzed. We introduce basic concepts used in public economics and some fundamentals of economic modelling. Topics include:
(i) taxes and labor supply
(ii) income taxation
(iii) commodity taxation
(iv) taxes and investment, as well as
(v) taxes and foreign direct investment.

Objectives
In this module, students will outline important topics in public economics, with a focus on taxation. They will reflect advanced concepts in (theoretical and empirical) policy analysis. Students apply these concepts to analyze tax and transfer policies. In the practice course, participants implement microeconometric estimation techniques to assess the consequences of tax policy.
International migration is one of the most exciting topics to explore in social science research. Why some people leave, why others stay, what are the repercussions of migration for the sending and the receiving economies, for the migrants themselves, and for their families, are themes that call for disciplined inquiry. The main purpose of the module is to induce students to think rigorously, creatively, and in non-conventional ways on various approaches to the modeling of migration choices and consequences, and to demonstrate to students how such a thinking process could enrich the spectrum of informed migration policies. The practice course discusses research papers from the frontier of recent academic research.

Objectives

Upon completing this module, the students will reflect upon deciphering theoretical research on migration, and will be more at ease with engaging in such research themselves. They reflect upon the art of economic modeling in general, and upon the workings of applied microeconomic theory in particular.
E421 International Trade Theory

ECTS-Credits 9
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods Lecture (3 SWS), Practice Course (1 SWS)/ Oral participation, Discussion, Independent Study
Method of Assessment Written Exam (90 minutes)
Registration see http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html

Content
The module deals with theoretical models that explain the pattern and the consequences of international trade. Topics covered include:
1. Theory of comparative advantage
2. Factor endowments, factor prices, and trade
3. New Trade theory: monopolistic competition and oligopoly

Objectives
After successful participation, students will know the advanced models of trade theory and will be able to relate them to core problems that repeatedly appear in the globalization debate. In the practice course, students will apply the theories and methods learned in the lecture to evaluate the effects of various policy interventions on economic outcomes such as wages, real incomes, or the economic well-being of society at large.
E424 Advanced Microeconomics

ECTS-Credits 9
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (4 SWS), Practice Course (2 SWS)/ Literature study, Independent writing, Discussion, Oral participation
Method of Assessment Written Exam (120 minutes)
Registration Required via ILIAS during first week in term. Password will be announced in class. See also http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics/teaching.html

Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler, Prof. Dr. Frank Stähler
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html

Content
The module deals with the essential concepts of modern microeconomic theory and the underlying mathematical methods on an advanced level. It covers preferences and consumer behavior, production and firm behavior, competitive market equilibrium and general equilibrium, welfare, market failure and market power, asymmetric information and game theory.

Objectives
Students completing this module explain the essential concepts of microeconomics. In the practice course, they apply and deepen their understanding of these concepts. Students successfully apply microeconomic theory in advanced field courses, to understand and assess theoretical contributions in economic journals, and to develop their own research agenda for the Master program and beyond.
E426 Global Production and Sourcing

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (1 SWS)/ Oral participation, Discussion, Independent Study
Method of Assessment Written Exam (60 minutes)
Registration No registration required
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html

Content
This module deals with the impact of contractual incompleteness on the production and sourcing decisions of multinational firms. In particular, students will study the effect of a host country’s contracting institutions on a firm’s choice of the production location for its intermediate inputs. Furthermore, they will learn about the impact of contract enforcement on a firm’s decision whether to conduct the production of intermediate inputs in-house or to outsource it to an independent supplier.
1. Workhorse Models
2. Contracting Institutions and Export Behavior
3. Contracting Institutions and Global Sourcing
4. Internalization Decision

Objectives
Students will learn recent theoretical models to rationalize key empirical facts about the international organization of production and foreign direct investment. In the practice course, students will deepen their understanding of the core frameworks presented in the lecture and will consider further model extensions. This module imparts necessary skills to understand related articles published in leading international academic journals and conduct own theoretical and empirical research in this field.
E427 Globalization and Labor Markets

ECTS-Credits 9
Duration 1 Semester
Cycle SS or WS
Language of instruction English
Course Type/ Learning Methods Lecture (3 SWS), Practice Course (1 SWS)/ Oral participation, Written assignments, Discussion, Literature study
Method of Assessment Written Exam (90 minutes)
Registration ILIAS
Limited Attendance ---
Person Responsible Prof. Dr. Wilhelm Kohler
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-economics.html

Content
This module applies microeconomic theory and general equilibrium theory in order to explore the labor market effects of globalization, such as for instance trade liberalization, the rise of China to a major trading partner, or the increase in international migration. Labor market effect means wage and inequality effects as well as employment effects. In addition to theoretical studies, the module presents empirical approaches as used in modern literature. The practice course discusses research papers from the frontier of recent academic research.

Objectives
Students will be able to understand theoretical concepts relevant for the labor market effects of trade and offshoring, and to use these in order to actively participate in academic discussions about the gains and pains from economic globalization. They will be able to follow modern academic literature that uses state of the art methodological approaches in order to empirically identify the effects of certain types of trade liberalization scenarios on wages and employment. In particular, the module will enable students to correctly interpret the results presented in modern literature on the labor market effects of trade and to appreciate the limits to the insights inherent in the limits of the theory underlying the empirical approaches. Students will also be brought to the verge of developing their own approach, based on existing theory, to exploit existing data sets in order to answer certain questions about the labor market effects of globalization.
E430 Monetary Economics

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (1 SWS)/ Oral participation, Group discussion, Independent study
Method of Assessment Written Exam (90 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Gernot Müller
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-macroeconomics-and-finance/chair.html

Content
The module is concerned with money and monetary policy. We briefly review basic concepts and the evidence, also in light of recent developments. The main focus of the module is on how monetary policy can achieve price stability. We conduct most analyses with the New Keynesian framework, taking into account complications such as the effect of the lower bound on interest rates.

Objectives
The main objective of the module is to make students familiar with the New Keynesian view on business cycles and stabilization policies. After successfully taking the module, students will understand the workings of money and prices in models of dynamic stochastic general equilibrium. They will be able to solve these models and to conduct various experiments within the modelling framework and to develop model modifications. In addition, students will be in a position to interpret both time series evidence and policy debates. Finally, the module will discuss non-conventional monetary policy measures which have become relevant with the recent crisis.
E431 Open Economy Macroeconomics

ECTS-Credits 6
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (1 SWS)/ Oral participation, Group discussion, Independent study
Method of Assessment Written Exam (90 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Gernot Müller
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-macroeconomics-and-finance/chair.html

Content
The module is concerned with current account determination, sovereign debt and default, exchange rates and monetary policy. We approach these issues from a theoretical point of view, but confront model predictions with evidence as we proceed.

Objectives
Students explain and reflect upon the content and the tools of modern macroeconomics.
# E432 Advanced Labour Economics

| ECTS-Credits | 6 |
| Duration     | 1 Semester |
| Cycle        | SS |
| Language of instruction | English |
| Course Type/ Learning Methods | Lecture (2 SWS), Practice Course (1 SWS)/ Oral participation, Independent study, Literature study |
| Method of Assessment | Written Exam (90 minutes) |
| Registration | No registration required. |
| Limited Attendance | --- |
| Person Responsible | Prof. Dr. Christian Manger |
| Course Level | M.Sc. |
| Homepage of Department/Chair | http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-macroeconomics-and-finance/chair.html |

## Content

This module will cover the most relevant aspects of modern labour economics with a focus on economic theory. Amongst others, this module will discuss the effects of asymmetric information, discrimination, search frictions and minimum wages on labour supply, investment in human capital, wage dispersion and efficiency.

## Objectives

This module familiarizes students with formal models in labour market theory. Completion of the module will enable them to analyze current political issues such as residual wage differentials, discrimination with respect to gender or ethnicity, and the effects of minimum wages. Moreover, they are able to judge the advantages and limits of theoretical models and can apply them in order to develop their own research agenda.
E433 Advanced Macroeconomics

School of Economics and Business Administration

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<thead>
<tr>
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<tr>
<td>Duration</td>
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<td>Cycle</td>
<td>WS</td>
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<td>Course Type/ Learning Methods</td>
<td>Lecture (4 SWS), Practice Course (2 SWS)/ Oral participation, Independent study, Literature study</td>
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<td>Method of Assessment</td>
<td>Written Exam (90 minutes)</td>
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<td>Limited Attendance</td>
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<tr>
<td>Person Responsible</td>
<td>Prof. Dr. Christian Manger</td>
</tr>
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Content

The module familiarizes students with the essential concepts of modern macroeconomic theory at an advanced level. A particular focus will be placed on formal microfounded models to analyze and understand economic growth dynamics. The main topics are Growth Theory, Labor Economics, and Real Business Cycle models.

Objectives

This module will provide students with the necessary instruments and techniques that enable them to develop their own research agenda. Having completed this module, students will feel comfortable reading journal articles at the frontier of modern economic research. While the module will be mostly concerned with positive economic theory, students will also learn to derive and understand the normative and policy implications of the covered models and apply them to real world problems.
E436 Numerical Methods for Macroeconomics

ECTS-Credits
Duration
Cycle
Language of instruction
Course Type/ Learning Methods
Method of Assessment
Registration
Limited Attendance
Person Responsible
Course Level
Homepage of Department/Chair

6
1 Semester
WS
English
Lecture (2 SWS)/ Discussion, Oral participation, Independent study, Literature study
Portfolio
No registration required.

Francesco D’Ascanio (M.Sc.)
M.Sc.
http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/international-macroeconomics-and-finance/chair.html

Content
This module teaches how to use Dynare and MATLAB to solve, simulate and estimate dynamic (stochastic) general equilibrium models, with a focus on monetary and fiscal policy. The course is mainly applicative in nature but will also deal with theoretical aspects, such as solution techniques and algorithms internally employed by Dynare. Particular attention will be devoted to the simulation of Real Business Cycle models and New Keynesian models. Students with no knowledge of DSGE models who wish to take the course are strongly encouraged, but not required, to attend the Monetary Economics course offered during the summer term. Software used: Dynare and MATLAB

Objectives
Students explain DSGE models and master Dynare / MATLAB main functionalities.
**E440 Multinational Enterprises**

**ECTS-Credits** 6  
**Duration** 1 Semester  
**Cycle** SS  
**Language of instruction** English  
**Course Type/ Learning Methods** Lecture (2 SWS), Practice Course (1 SWS)/ Discussion and oral participation in tutorial  
**Method of Assessment** Written Exam (90 minutes)  
**Registration** No registration required.  
**Limited Attendance** ---  
**Person Responsible** Prof. Dr. Frank Stähler  
**Course Level** M.Sc.  
**Homepage of Department/Chair** [http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/internationale-wirtschaftsbeziehungen-und-arbeitsmaerkte/news.html](http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/internationale-wirtschaftsbeziehungen-und-arbeitsmaerkte/news.html)

**Content**

This module will deal with the role of multinational enterprises and foreign direct investment in the world economy. We will explain why and when they exist, and we will discuss in detail which type of foreign direct investment we may expect, considering different market conditions and country characteristics. We will also consider how the existence of multinational firms will change local market structures and welfare.

**Objectives**

Students will understand the role multinational enterprises play in the global economy. They will be able to apply microeconomics concepts for the analysis of foreign direct investment, and they will explain under which circumstances trade will be a substitute or a complement of foreign direct investment. They will also analyze the holdup problem and other relevant frictions in this context. The tutorial allows them to discuss multinational firm behavior in detail.
This module deals with the mathematical concepts of modern microeconomic theory.

Objectives

This module prepares students for the Module E424 Advanced Microeconomics. It imparts students with the necessary skills to follow the module Advanced Microeconomics by dealing with selected mathematical topics and concepts as they are applied in Advanced Microeconomics.
### Content

The module is concerned with the strategic interaction of firms in relevant markets. Firm behavior, market structure and market performance are explained in terms of some basic market conditions such as technology, demand, entry cost, and information structure. Special topics are collusion, deterrence and accommodation of market entry, strategic choice of capacities, advertising, investment, research and development, location, horizontal and vertical product differentiation as well as information sharing and signaling.

The colloquium complements the lecture. It deals with selected topics in Applied Industrial Organization.

### Objectives

Students know basic mathematical tools and key concepts used in modern game theory and apply these concepts to analyze topics of strategic competition in different markets. By visiting the colloquium, students know how to present and discuss advanced models in Industrial Organization and to apply them to specific research questions.
E453B Economic Growth

ECTS-Credits 9
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (1 SWS), Colloquium (2 SWS)/ Oral participation, Discussion, Independent study, Presentation
Method of Assessment Written Exam (90 minutes)
Registration Registration for the Colloquium via website is required.
Limited Attendance 24
Person Responsible Prof. Dr. Manfred Stadler
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftstheorie/chair.html

Content

After a short review of the neoclassical growth theory the module deals with some advanced models of endogenous growth. Special topics are capital accumulation, population dynamics, public infrastructure, natural resources, environmental pollution, climate change and sustainable development, education and human capital as well as innovation and technological change in the global economy.

The colloquium complements the lecture. It deals with selected topics in economic growth and sustainable development.

Objectives

Students apply the basic mathematical tools and key concepts which are essential in dynamic macroeconomics (differential equations, dynamic optimization) and categorize the decisive forces fostering and hampering economic growth and sustainable development. By visiting the the colloquium, students know how to present and discuss advanced models in dynamic macroeconomics and to apply them to specific research questions.
E454 Innovation and Technological Change

ECTS-Credits 6
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Discussion, Independent study
Method of Assessment Written Exam (90 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Manfred Stadler
Course Level B.Sc./M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftstheorie/chair.html

Content
Innovation is the main driving force of the development of firms, industries and economies. The causes and effects of innovation cannot be explained in a satisfying way by focusing on only one of these levels. The module therefore provides an integrated bottom-up analysis of the innovation process, starting at the microeconomic firm level (innovation management), moving on to the industry level (innovation competition), the aggregate macroeconomic level (innovation and growth dynamics), and finally the global level (innovation and international trade).

Objectives
Students explain the key issues of innovation and technological change. They distinguish basic tools of modern economic theory (dynamic optimization, game theory, general-equilibrium theory). They develop a deep understanding of the relationship between business economics and micro- and macroeconomic theory and recognize that both represent different approaches within a unified scientific discipline.
The module is divided into four main sections:
1) Behavioral decision making (inter-temporal decision making, decision making under uncertainty, so called “paradoxes” of decision making like “preference reversal” and “conjunction effect”);
2) Elementary Methods of Experimental Economics (principles of experimentation, hypothesis testing, methods of non-parametric statistics;
3) Behavioral game theory (fairness and reciprocity, bounded rationality);
4) Recent developments in Behavioral Economics (Neuro-Economics, mental modeling)

Objectives
Graduates of the module describe behavioral principles of strategic and non-strategic decision making in an economic environment. This enable them to evaluate purely theoretical economic problems more adequately and to design an appropriate economic environment for applied decision problems as well. Moreover, graduates conduct simple economic experiments in order to test how suitable selected economic and institutional designs are to deal with economic problems.
E460 Empirical Studies on Migration, Trade and Growth in the Long Run

ECTS-Credits: 9
Duration: 1 Semester
Cycle: WS
Language of instruction: English
Course Type/ Learning Methods: Lecture (2 SWS), Practice Course (1 SWS)/ Self study, Literature study, Presentation, Assignment
Method of Assessment: Term Paper
Registration: Application obligatory – see webpage of the department
Limited Attendance: 40
Person Responsible: Prof. Dr. Jörg Baten
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftsgeschichte.html

Content
This module provides an overlook over interesting quantitative topics in international economic history, like:
- impact from different factors on international migration
- the extent of migrants influence on their destination countries in the long run
- the latest research on the biological standard of living and human capital development

Objectives
The students recognize the relationship between migration, trade and long run growth. Additionally, they get to know the current research in this field and its most important statistical methods. By writing a term paper, students gather, analyze and apply information in order to formulate convincing arguments, communicate academic ideas, produce conclusions and acquire skills in academic writing.
E471 Empirical Topics in International Trade

ECTS-Credits 9
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (2 SWS), Practice Course (2 SWS)/ Oral participation, Discussion, Independent study
Method of Assessment Written Exam (90 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Valeria Merlo
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/internationale-volkswirtschaftslehre.html

Content
This module introduces students to central and recent empirical work in international trade. We will discuss the derivation of empirically testable hypotheses from international trade models and develop an understanding of state-of-the-art empirical techniques used in international economics. The lecture will be complemented by a tutorial in the PC-lab where we will analyze trade data and replicate empirical studies using the statistical program STATA.

Objectives
Students will be able to analyze trade data, evaluate existing research and carry out own empirical research in international economics.
E550 Topics in Applied Economic Theory

ECTS-Credits: 9
Duration: 1 Semester
Cycle: WS, SS
Language of instruction: English
Course Type/ Learning Methods: Seminar (2 SWS)/ Oral participation, Group discussion, Independent study, Literature Study
Method of Assessment: Presentation, Term Paper
Registration: via chair website (detailed information in the corresponding lectures)
Limited Attendance: 12
Person Responsible: Prof. Dr. Manfred Stadler
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftstheorie/chair.html

Content
The seminars deals with selected topics in Applied Microeconomics and Macroeconomics. Two of three seminars can be taken out of:
(1) Master Seminar: Game Theory and Industrial Organization
(2) Master Seminar: Case Studies in Industrial Organization (Prof. Rall)
(3) Master Seminar: Resources, Innovation and Economic Growth
Seminars (1) and (2) in Applied Microeconomics deal with strategic issues in Industrial Organization. Either they apply advanced concepts of game theory in IO (sequential games, differential games, global games, evolutionary games) or they use standard concepts in order to analyze specific case studies.
The seminar (3) in Applied Macroeconomics deals with selected topics in economic growth and sustainable development such as population dynamics, natural resources and environment, public spending and infrastructure, education and human capital accumulation as well as innovation and technological change in the global economy.

Objectives
Students know how to write and present an own research paper. They apply research techniques and scientific writing skills. In presenting a research paper, students acquire presentations as well as communication skills (written and oral). Students learn to reflect on the current state of research in Applied Economic Theory and carry out scientific work independently.
E560 Topics in International Economic History I

ECTS-Credits: 9
Duration: 1 Semester
Cycle: WS, SS
Language of instruction: English
Course Type/ Learning Methods: Seminar (2 SWS)/ Self study, Literature study
Method of Assessment: Presentation, Term Paper
Registration: Application obligatory - see webpage of the department.
Limited Attendance: 40
Person Responsible: Prof. Dr. Jörg Baten
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftsgeschichte.html

Content

The module provides an overlook over interesting topics in International Economic History. In the summer term the main focus is on:
- European economic history during the latest era,
- “First Era of Globalization” (1880-1913) and what determinants gave rise to its failure,
- the current wave of globalization and which influence anti-globalization movements have
- the latest research on the biological standard of living and human capital development.

In the winter term the main focus is on:
- financial market evidence,
- modern issues, such as bubbles and economic crises, seen from a long-term perspective,
- behavioral aspects of stock markets.

Objectives

In this module students describe general issues in international economics and interesting economic developments. Students will also strengthen their knowledge in applied statistical analyses techniques and execute them with STATA by using real historical data. By writing a term paper, students will be able to gather, analyze and apply information, to formulate convincing arguments, communicate academic ideas, produce conclusions and acquire skills in academic writing.
E561 Topics in International Economic History II

ECTS-Credits: 9
Duration: 1 Semester
Cycle: WS, SS
Language of instruction: English
Course Type/ Learning Methods: Seminar (2 SWS)/ Self study, Literature study
Method of Assessment: Presentation, Term Paper
Registration: Application obligatory - see webpage of the department.
Limited Attendance: 40
Person Responsible: Prof. Dr. Jörg Baten
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/volkswirtschaftslehre/wirtschaftsgeschichte.html

Content

The module provides an overlook over interesting topics in International Economic History. In the summer term the main focus is on:
- European economic history during the latest era,
- “First Era of Globalization” (1880-1913) and what determinants gave rise to its failure,
- the current wave of globalization and which influence anti-globalization movements have
- the latest research on the biological standard of living and human capital development.

In the winter term the main focus is on:
- financial market evidence,
- modern issues, such as bubbles and economic crises, seen from a long-term perspective,
- behavioral aspects of stock markets.

Objectives

In this module students describe general issues in international economics and interesting economic developments. They will also strengthen their knowledge in applied statistical analyses techniques and execute them with STATA by using real historical data. By writing a term paper, students will be able to gather, analyze and apply information, to formulate convincing arguments, communicate academic ideas, produce conclusions and acquire skills in academic writing. Students present and discuss the research question and their analysis to an academic audience, they react to and incorporate new ideas, feedback and critique.
S411 Advanced Time Series Analysis

ECTS-Credits: 9
Duration: 1 Semester
Cycle: WS
Language of instruction: English
Course Type/ Learning Methods: Lecture (4 SWS), PC-Lab (2 SWS)/ Oral participation, Group work, Self-study
Method of Assessment: Portfolio
Registration: Registration necessary because of limited space in PC-Lab.
Limited Attendance: ---
Person Responsible: Prof. Dr. Joachim Grammig
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html

Content
The module deals with a rigorous treatment of state-of-the-art univariate and multivariate time series methods used in economics and finance. This includes:
1. Autoregressive moving average models
2. Forecasting
3. Regression analysis with stationary and non-stationary time series
4. Unit root tests
5. Structural vector-autoregressive models and cointegration
6. Equilibrium correction and Johansen methodology
7. Amplification of time series methods in macroeconomics and finance using econometric software
8. Conditional heteroskedasticity in financial time series

Objectives
Students master state-of-the-art time series econometrics, both univariate and multivariate. They apply time series methods with awareness of their potential and limitations in macroeconomics and finance. They command an econometric programming language independently and productively to perform empirical analyses involving time series data. They present and discuss their results of the application of time series methods in a scientific fashion.
**S412 Empirical Asset Pricing**

**ECTS-Credits** 9
**Duration** 1 Semester
**Cycle** SS
**Language of instruction** English
**Course Type/ Learning Methods** Lecture (4 SWS), PC-Lab (2 SWS)/ Oral participation, Group work, Self-study
**Method of Assessment** Portfolio
**Registration** Registration necessary because of capacity constraints in PC-Lab
**Limited Attendance** ---
**Person Responsible** Prof. Dr. Joachim Grammig
**Course Level** M.Sc.
**Homepage of Department/Chair** [http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html](http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html)

**Content**

Principles of modern financial economics, generalized method of moments- and regression-based estimation and evaluation of asset pricing models, econometric software (Matlab) is used for financial applications in practical course. The theoretical part emphasizes the link of financial economics and the econometric modelling. The methods are applied in a practical class in the PC laboratory.

**Objectives**

Students should gain practical experience and the theoretical background in the application of econometric methods for the analysis of price formation processes in financial markets. They should be able to estimate and evaluate linear and nonlinear factor models and they should develop an understanding of the econometric methods and their limitations in asset pricing. Students should also learn how to present and discuss their results in a scientific proper fashion, which is dealt with in the practical class. They should be able to productively use Matlab for their own analyses in empirical finance, e.g. their master’s thesis. Equally important is that the students master the important theoretical concepts of asset pricing in financial economics and the econometric theory, which are closely intertwined.
S413 Financial Economics

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<td>Person Responsible</td>
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</table>

**Content**

The module deals with a rigorous treatment of modern financial economics. This includes:
1. Relationship of state preferences, risk-neutral probabilities and the pricing kernel
2. Existence of a positive stochastic discount factor and fundamental theorem of financial economics
3. Relationship of stochastic discount factor representations of asset pricing models, mean-variance frontier and expected return-beta representation
4. Recent advances in financial economics
5. Applications in financial economics using SAS

**Objectives**

Students master the theoretical background of price formation processes in financial markets. They command an econometric software (SAS) to independently and productively perform empirical analyses in empirical financial economics and they present and discuss their results in a scientific fashion.
S414 Advanced Mathematical Methods

ECTS-Credits: 3
Duration: 1 Semester
Cycle: WS
Language of instruction: English
Course Type/ Learning Methods: Lecture (1 SWS), Practice Course (1 SWS)/ Oral participation, Group work, Self-study
Method of Assessment: Written Exam (60 minutes)
Registration: No registration required.
Limited Attendance: ---
Person Responsible: Dr. Thomas Dimpfl
Course Level: M.Sc.
Homepage of Department/Chair: http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/econometrics1.html

Content

The module covers key concepts in linear algebra and mathematical statistics. It will in particular deal with matrix algebra (including linear independence and eigenvalue theory), quadratic forms, matrix differentiation, difference equations, basic probability theory and statistical inference.

Objectives

This module is designed for recently enrolled Master students at the School of Business and Economics. The aim is to provide participants with the mathematical tools and the fundamentals of probability theory and statistics which are particularly important for successful completion of the Master programme. The module is designed to review some basic concepts which are covered in standard bachelor courses and will then expand the field to more advanced methods. After completing the module, students will have acquired the basic mathematical and statistical knowledge that is needed to start a Masters degree in Economics/Business Administration.
S415 Machine Learning in Econometrics

ECTS-Credits 6  
Duration 1 Semester  
Cycle SS  
Course Language English  
Course Type/ Learning Methods Lecture (2 SWS), PC-Lab (1 SWS)/ Oral participation, Group work, Self-study  
Method of Assessment Written Exam (90 minutes)  
Registration Registration required because of capacity constraints in PC lab  
Limited Attendance 25  
Person Responsible Prof. Dr. Joachim Grammig  
Course Level M.Sc.  
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/statistics-econometrics-and-quantitative-methods.html

Content
This module illustrates how machine learning techniques can be exploited in economic research and applications. It offers a thorough analysis of a variety of tools in machine learning and links them to econometric analysis. The class focuses on supervised machine learning algorithms such as: decision trees, (logistic) regressions, naïve Bayes, nearest neighbor, neural networks, and support vector machines. The lecture also covers feature selection and hyper-parameter tuning methods. A practical PC-Lab class using Matlab is an essential part of the module.

Objectives
Students apply state-of-the-art machine learning techniques and understand how these are linked to standard econometrics. They command different machine learning methods and apply them to economic problems using Matlab. They are aware of the respective advantages and shortcomings of these methods and discuss their results critically.
S420 Statistics of Financial Markets

ECTS-Credits 9
Duration 1 Semester
Cycle WS
Language of instruction English
Course Type/ Learning Methods Lecture (4 SWS), Practice Course (2 SWS)/ Independent Study, Literature Study
Method of Assessment Written Exam (90 minutes)
Registration No registration needed
Limited Attendance ---
Person Responsible Prof. Dr. Martin Biewen
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonometrie/statistics-econometrics-and-quantitative-methods.html

Content
The module deals with statistical models and methods for the analysis of financial data. The following topics are covered:
1. Univariate Return Distributions, Extreme Value Theory
2. Multivariate Return Distributions, Copulas, Value at Risk
3. ARIMA Time Series. Random Walks, Market Efficiency
4. Stochastic Volatility, GARCH Times Series
5. CAPM-Model, Performance Measures
6. Stochastic Dominance, Brownian Motion, Stochastic Calculus
7. Option Pricing, Black-Scholes Model

Objectives
Students master the most commonly used statistical methods for analyzing financial variables. The module enables them to understand the motivation and derivation of the different methods. Students apply these methods in practical applications using the statistical software Stata.
S422 Advanced Microeconometrics

ECTS-Credits 9
Duration 1 Semester
Cycle SS
Language of instruction English
Course Type/ Learning Methods Lecture (4 SWS), Practice Course (2 SWS)/ Independent Study, Literature Study
Method of Assessment Written Exam (90 minutes)
Registration No registration required.
Limited Attendance ---
Person Responsible Prof. Dr. Martin Biewen
Course Level M.Sc.
Homepage of Department/Chair http://www.wiwi.uni-tuebingen.de/lehrstuehle/statistik-und-oekonomie/statistics-econometrics-and-quantitative-methods.html

Content

The module deals with a rigorous treatment of state-of-the-art microeconometric methods with applications in different fields of economics. The topics include:
1. Conditional Expectations and Linear Projections
2. Basic Asymptotic Theory
3. Single Equation OLS estimation
4. Single Equation IV estimation
5. Systems of Equations OLS/GLS estimation
6. Systems of Equations IV estimation
7. Linear Unobserved Effects Panel Data Models
8. M-estimation, Nonlinear Regression, and Quantile Regression
9. Generalized Method of Moments and Maximum Likelihood Estimation
10. Discrete Response Models
11. Corner Solutions, Censoring, and Selection Models
12. Treatment Evaluation
13. Duration Analysis

Objectives

Students master the state of the art of microeconometric techniques. They understand derivations and proofs. Students are able to assess the applicability and the limitations of the methods in fields such as labor economics, industrial economics, finance, and marketing. Students to apply the different methods in practical applications using the statistical software Stata.