

Exemplary List of Courses Master in Management

In accordance with the

Qualifying Examination and Study Regulations for the Master's Degree Program in Management at the Technical University of Munich

dated July 7, 2016

5th amended version dated March 16, 2022 (consolidated version)

**For informative use only. Only the German version has legal validity. Please
note the course catalog is only exemplary.**

II. Examination Modules

Master in Management (Compulsory modules)

Students must successfully complete the following compulsory basic modules:

N o.	Module no.	Module name	Module type	Type of instruction SWS/V Ü P	Sem.	SWS	Credits	Type of examination ²	Duration of examination	Language of instruction
Fundamentals of Management										
1	WI001139	Financial Accounting (MiM)	Compulsory	2 V + 2 Ü	1	4	6	Written exam	60 min	English
2	WI001137	Management Science (MiM)	Compulsory	2 V + 2 Ü	1	4	6	Written exam	60 min	English
3	WI000258	Empirical Research in Economics and Management	Compulsory	2 V + 2 Ü	1	4	6	Written exam	120 min	English
4	WI001138	Investment and Financial Management (MiM)	Compulsory	2 V + 2 Ü	2	4	6	Written exam	120 min	English
5	WI001129	Marketing & Innovation Management (MiM)	Compulsory	4 V	2	4	6	Written exam	120 min	English
6	WI001131	Production and Logistics (MiM)	Compulsory	4 V	2	4	6	Written exam	120 min	English
7	WI001130	Cost Accounting (MiM)	Compulsory	2 V + 2 Ü	2	4	6	Written exam	60 min	English

Fundamentals of Economics										
8	WI001056_1	Principles of Economics	Compulsory	2 V + 2 Ü	1	4	6	Written exam	120 min	English

Fundamentals of Law										
9	WI001122	Introduction to Business Law (MiM)	Compulsory	2 V + 2 Ü	2	4	6	Written exam	120 min	English

Entrepreneurial, Strategic and, International Management										
10	WI001185	Entrepreneurial, Strategic and, International Management	Compulsory	4 V	1	5	6	Written exam	120 min	English

Elective modules for the Electives in Management

Within the framework of the elective subject in management, students will undertake examinations in the field of management from a supplementary elective catalogue amounting to at least 30 credits. 12 credits out of these 30 credits can be awarded by taking the module 'Project Studies' as governed in §37 a.

Instead of examinations at TUM, subject-related examinations amounting to 30 credits can be undertaken at a foreign university during a stay abroad. For this purpose, students compile an individual semester study plan with a mentor appointed by the faculty. The courses are to be selected from the selection offered by the foreign university.

The supplementary catalog of elective modules will be published by the TUM School of Management in appropriate form and in good time before the first day of classes; the following is **an example of such a catalog**.

No.	Module no.	Module name	Module type	Type of instruction SWS/V Ü P	Sem.	SWS	Credits	Type of examination ²	Duration of examination	Language of instruction
11	WI900684	Project studies (Master in Management) ¹⁾	Elective		3/4	4	12	project work	n/a	German/English
12	WIB18812_1	Advanced Seminar in Innovation and Entrepreneurship	Elective	4 S	3/4	4	6	research paper	n/a	German/English
13	WI000116	Lead-User-Project	Elective	4 S	3/4	4	6	project work	n/a	German/English
14	WI001166	Advanced Topics in Innovation & Entrepreneurship	Elective	4 S	3/4	4	6	research paper	n/a	German/English
15	WI001187	Private Equity	Elective	4 S	3/4	4	6	written exam	120	German/English
16	WI001140	Luxury Marketing	Elective	4 V	3/4	4	6	presentation + presentation 1:3	n/a	English
17	WI001167	Choice Architecture Applications in Consumer Behavior	Elective	2 S	3/4	2	3	presentation	n/a	English
18	WI001219	Online Marketing	Elective	2 S	3/4	2	3	written exam	60min	English
19	WI000994	Negotiation Strategies	Elective	4 S	3/4	4	6	research paper	n/a	German/English
20	WIB19823	Advanced Topics in Operations & Supply Chain Management I	Elective	4 V	3/4	4	6	written exam	120 min	German/English
21	WIB23005	Advanced Seminar in Finance & Accounting	Elective	4 S	3/4	4	6	research paper	n/a	German/English

Notes:

- 1) This module and the relevant partial module examinations can be stretched over two semesters or more.
- 2) All the types of examination indicated according to §41 are possible. Students will be given binding details, in particular the number, type, scope and method of grading these examinations, at the latest two weeks before the first day of classes in appropriate form.

Key to abbreviations:

Sem. = semester; SWS = *Semesterwochenstunden* (weekly hours per semester); V = *Vorlesung* (lecture); Ü = *Übung* (exercise); S = seminar.

The column for exam duration indicates the number of minutes required for a written exam.

Master's Thesis

No.	Module no.	Module name	Module type	Type of instruction SWS/V Ü P	Sem.	SWS	Credits	Type of examination	Duration of examination	Language of instruction
22	WI900261	Master's Thesis (Master in Management)	Compulsory		4		30			English