

# **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**

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**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<br>SWS/V Ü P | Sem. | SWS | Credits | Type of examination <sup>2</sup> | Duration of examination | Language of instruction |
|-----------------------------------|------------|--|-------------|----------------------------------|------|-----|---------|----------------------------------|-------------------------|-------------------------|
| <b>Fundamentals of Management</b> |            |  |             |                                  |      |     |         |                                  |                         |                         |
| 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                 |

| <b>Fundamentals of Economics</b> |            |                         |            |           |   |   |   |              |         |         |
|----------------------------------|------------|-------------------------|------------|-----------|---|---|---|--------------|---------|---------|
| 8                                | WI001056_1 | Principles of Economics | Compulsory | 2 V + 2 Ü | 1 | 4 | 6 | Written exam | 120 min | English |

| <b>Fundamentals of Law</b> |          |                                    |            |           |   |   |   |              |         |         |
|----------------------------|----------|------------------------------------|------------|-----------|---|---|---|--------------|---------|---------|
| 9                          | WI001122 | Introduction to Business Law (MiM) | Compulsory | 2 V + 2 Ü | 2 | 4 | 6 | Written exam | 120 min | English |

| <b>Entrepreneurial, Strategic and, International Management</b> |          |  |            |     |   |   |   |              |         |         |
|---|----------|--|------------|-----|---|---|---|--------------|---------|---------|
| 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<br>SWS/V Ü P | Sem. | SWS | Credits | Type of examination <sup>2</sup> | Duration of examination | Language of instruction |
|-----|------------|---|-------------|----------------------------------|------|-----|---------|----------------------------------|-------------------------|-------------------------|
| 11  | WI900684   | Project studies (Master in Management) <sup>1)</sup>      | 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<br>SWS/V Ü P | Sem. | SWS | Credits | Type of examination | Duration of examination | Language of instruction |
|-----|------------|---|-------------|----------------------------------|------|-----|---------|---------------------|-------------------------|-------------------------|
| 22  | WI900261   | Master's Thesis<br>(Master in Management) | Compulsory  |                                  | 4    |     | 30      |                     |                         | English                 |