

Course Structure for Exchange students 2019 - 2020										
Assignments in and Literature for the courses are subject to change - For any questions regarding module/course descriptions please contact gisela.david@hhl.de			Winter 2019	Spring 2019	Summer 2019	Fall 2019	Winter 2020	Spring 2020	Summer 2020	Fall 2020
A. Master of Science										
MSc Core Courses	Language									
Integrated Case Study	E				7					7
MSc - Governance										
Global Governance & Corporate Social Responsibility	E						3			
Corporate Governance	E					3	2			
<u>Leadership & Purpose</u>										
Leading others, HR and Organizational Behavior	E	2				3				
<u>Entrepreneurship & Technology</u>										
Entrepreneurship and Agile Working Methods	E				3					3
Disruptive Technologies and Business Models	E				3					3
Negotiation	E		3			3				
<u>Economics</u>										
International Macroeconomics	E		3		3					3
Managerial Decision Making	E					3				
Research Methods	E		2							
Problem Solving and Communication	E				3					3
Coding & Data Literacy	E				2		2			2
<u>Governance & Ethics</u>										
Business Ethics	E				3					3
Global Governance & Corporate Social Responsibility	E		3							
Corporate Governance	E		2							

MSc Elective Courses:	Language								
MSc - Finance									
Corporate Valuation and M & A	E						5		
MSc - Innovation Management & Entrepreneurship									
Business Design & Business Development	E						5		
Corporate Innovation/Innovation Management	E	5							
MSc - Strategic Management									
Global Strategy	E	5					4		
Value Chain Management	E						4		
Strategy									
Corporate Strategy	E		5						
International Strategy	E		5				5		
Customer Value Creation	E						4		
Innovation Management & Corporate Entrepreneurship	E						4		
Social Entrepreneurship	E		5						
Online Marketing & Customer Analytics	E						4		
Entrepreneurial Challenges	E						4		
Business Design & Business Development	E		5						
Finance									
Financial Instruments & Risk Management	E	5							
Corporate Finance & Private Equity	E		5						
Corporate Valuation and M & A	E		5				4		
Reporting & Investor Relations									
Advanced International Financial Reporting & Communication	E	5							
M & A Reporting & Investor Relations	E		5						
Financial Analysis & Modelling	E		5				4/5*		
Marketing Management									
Consumer Behavior & Marketing Research	E	5							
Marketing Strategy & Brand Management	E		5						
Marketing Mix & Controlling - Selected Topics in Marketing	E		5				5		
IT-based Logistics & Process Management	E	5							
Supply Chain Management	E		5						
E-Commerce	E		5				5		

Markets, Information & Incentives									
Competitiveness	E	5				4			
Cooperation & Competition in Markets and Organizations	E		5						
Seminar in Economics	E		5				5		
Leadership in Context									
Human Resource Management	E		5						
Public Value Leadership	E		5				5		
Economics & the Legal Environment									
Financial & Environmental Economics	E		5						
Business Law & Economic Regulation	E		5				5		

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B. MBA-Program (Full Time)									
Core Courses:	Language								
MBA - Soft Skills									
Problem Solving & Communication	E				3				3
Managing (Consulting) Projects	E	3							
MBA - Strategy & Organizations									
Business Strategy	E				3				3
Organizational Behaviour	E		3				3		
MBA - People Management									
Human Resource Management	E		3						
MBA - Accounting and Finance									
Finance	E				3				3
Cost Accounting	E						3		
MBA - Financial Management									
Financial Management	E								
Applied Corporate Finance	E							3	
MBA - Business Economics									
Managerial Economics	E	3				3			
Macroeconomics	E	3							
MBA - Foundations of International Business									
Cross-cultural Communication & Management	E				3				3
International Management	E		3						
MBA - Entrepreneurial Management									
Entrepreneurship	E	3							
Innovation Management	E		3						
MBA-Ethics and Governance									
Corporate Governance	E							3	
Business Ethics	E					3			

MBA Marketing & Logistics									
Logistics	E						3		
Marketing	E				3				3
Customer Value Creation	E				3				3
Coding & Data Literacy	E				3				3
Corporate Valuation and M & A	E					3			
Online Marketing & Customer Analytics	E					3			
Quantitative Management Techniques	E					3			
Leading yourself & self-reflection	E						3		
Leading others & Human resources	E						3		
Competitiveness	E						3		
Strategic Brand Management	E						3		
International Macroeconomics	E							3	
Public Relations & Crisis Communication	E							3	
Disruptive Technologies & Business Models	E							3	
Change Management	E							3	
Growth Management	E							3	
Value Chain Management	E							3	
Business Plan Seminar - Starting up your digital venture	E						8		

Elective Courses:	Language								
MBA - Corporate Management									
Corporate Strategy	E	3			3				3
Managing Global Corporations	E				3				3
MBA - Management Techniques									
Quantitative Managerial Techniques	E		3						
Value-Based Management	E								
MBA - Management & IT									
E-Business	E								
Information Systems/IT Strategy	E		3						
MBA - Advanced Business Economics									
Managerial Decision Making	E		3						
Trade and Firm in Global Economy	E								
MBA - Advanced Accounting									
Financial Reporting	E	3			3				3
International Accounting	E		3						
MBA - Advanced Corporate Finance									
Corporate Valuation	E	3							
International Finance	E		3						
MBA - Negotiation & Public Relations									
Negotiation	E	3				3			
MBA - Marketing Management									
International Marketing Simulation	E	3					3		
MBA - Creating & Leading Organizations									
Business Modelling, Design and Planning	E		6						
Innovation Management & Corporate Entrepreneurship	E						3		
Entrepreneurship and Agile Working Methods	E					4			
Managerial Decision Making	E					3			
Business, Environment, Society & Leadership	E						3		

