

Course Structure for Exchange Students 2020 - 2022

Assignments and Literature for the courses are subject to change.
For any questions regarding module/course descriptions please contact
gisela.david@hhl.de

	Course No.	Language	Fall 2020	Winter 2021	Spring 2021	Summer 2021	Fall 2021	Winter 2022	Spring 2022	Summer 2022	Fall 2022
A. Master of Science Program											
MSc Essential Courses (Core)											
Module: Integrated Case Study											
Integrated Case Study	MSc-ft_E_01.01	E	7				7				7
Module: Competitiveness											
Competitiveness	MSc-ft_E_02.01	E		4				4			
Module: Economics											
International Macroeconomics	MSc-ft_E_03.01	E	3				3				3
Managerial Decision Making	MSc-ft_E_03.02	E		3				3			
Module: Governance & Ethics											
Corporate Governance	MSc-ft_E_04.01	E		3				3			
Business Ethics	MSc-ft_E_04.02	E	3				3				3
Module: Management Success Factors											
Negotiation	MSc-ft_E_05.01	E		3				3			
Problem Solving and Communication	MSc-ft_E_05.02	E	3				3				3
Module: Leadership Skills											
Leading others, HR and Organizational Behavior	MSc-ft_E_06.02	E		3				3			
Module: Entrepreneurship & Technology											
Disruptive Technologies and Business Models	MSc-ft_E_07.01	E	3				3				3
Entrepreneurship and Agile Working Methods	MSc-ft_E_07.02	E	3				3				3
Module: Practical Experience											
Student Consulting Project	MSc-ft_C_01.02	E			5				5		
MSc Deep-Dive Courses (Elective)											
Module: Strategic Management											
Global Strategy	MSc-ft_D_01.01	E			4				4		
Value Chain Management	MSc-ft_D_01.02	E			4				4		
Strategic Brand Management	MSc-ft_D_01.03	E			4				4		
Stakeholder Communication	MSc-ft_D_01.04	E			4				4		
Module: Financial Decision Making											
Financial Analysis & Modeling	MSc-ft_D_02.01	E			4				4		
Corporate Valuation & M&A	MSc-ft_D_02.02	E							4		
Capital Market Theory & Investments	MSc-ft_D_02.03	E			4				4		
Corporate Finance & Private Equity		E			4						
Economics of Finance	MSc-ft_D_02.04	E							4		
Module: Transformation Management											
Innovation Management & Corporate Entrepreneurship	MSc-ft_D_03.01	E			4				4		
Customer Value Creation	MSc-ft_D_03.02	E			4				4		
Change Management	MSc-ft_D_03.03	E			4				4		
Growth Management	MSc-ft_D_03.04	E			4				4		
Module: Digital Entrepreneurship											
Online Marketing & Customer Analytics	MSc-ft_D_04.01	E			4				4		

Entrepreneurial Challenges	MSc-ft_D_04.02	E			4				4		
Business Plan Seminar: Starting up your digital venture	MSc-ft_D_04.03	E			4				8		

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B. MBA-Program (Full Time)											
MBA Essential Courses (Core)											
Module: Accounting & Finance											
Finance	MBA-ft_E_01.01	E		3			3				3
Financial Reporting	MBA-ft_E_01.02	E			3		3				3
Cost Accounting	MBA-ft_E_01.03	E			3				3		
Module: Marketing & Logistics											
Marketing	MBA-ft_E_02.01	E		3			3				3
Logistics	MBA-ft_E_02.02	E				3			3		
Module: Economics											
International Macroeconomics	MBA-ft_E_03.01	E					3			3	
Managerial Economics	MBA-ft_E_03.02	E			3		3				
Module: Governance & Ethics											
Business Ethics	MBA-ft_E_04.01	E			3			3			
Corporate Governance	MBA-ft_E_04.02	E					3			3	
Module: Strategy & Organizations											
Business Strategy	MBA-ft_E_05.01	E		3			3				3
Organizational Behavior	MBA-ft_E_05.02	E				3			3		
Module: Management Success Factors											
Problem Solving & Communication	MBA-ft_E_06.01	E		3			3				3
Negotiation	MBA-ft_E_06.02	E			3			3			
Module: Leadership Skills											
Leading others & Human Resources	MBA-ft_E_07.02	E				3			3		
Module: Advanced Communication											
Public Relations & Crisis Management	MBA-ft_E_08.01	E					3			3	
Cross-cultural Communication & Management	MBA-ft_E_08.02	E		3			3				3
Module: Entrepreneurship & Technology											
Disruptive Technologies & Business Models	MBA-ft_E_09.01	E					3			3	
Entrepreneurship & Agile Working Methods	MBA-ft_E_09.02	E		3				3			
MBA Deep-Dive Courses (Elective)											
Module: Strategic Management											
Corporate Strategy	MBA-ft_D_01.01	E			3		3				3
Managing Global Corporations	MBA-ft_D_01.02	E				3	3				3
Module: Financial Management											
Corporate Valuation & M&A	MBA-ft_D_02.01	E			3			3			
Applied Corporate Finance	MBA-ft_D_02.02	E					3			3	
Module: Marketing Management											
Strategic Brand Management	MBA-ft_D_03.01	E				3			3		
International Marketing Simulation	MBA-ft_D_03.02	E					3		3		
Module: Innovative Business											
Innovation Management & Corporate Entrepreneurship	MBA-ft_D_04.01	E				3			3		
Online Marketing & Customer Analytics	MBA-ft_D_04.02	E				3		3			

Module: Decision Making										
Quantitative Management Techniques	MBA-ft_D_05.01	E			3			3	3	
Managerial Decision Making	MBA-ft_D_05.02	E				3			3	
Module: Transformation Management										
Change Management	MBA-ft_D_06.01	E						3		3
Growth Management	MBA-ft_D_06.02	E						3		3
Module: Sustainability Management										
Competitiveness	MBA-ft_D_07.01	E				3				3
Business, Environment, Society & Leadership	MBA-ft_D_07.02	E				3				3
Module: Value Creation Management										
Customer Value Creation	MBA-ft_D_08.01	E				3		3		
Value Chain Management	MBA-ft_D_08.02	E						3		3
Module: Customize										
Business Plan Seminar	MBA-ft_D_C1	E							8	8

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C. Languages												
German A1	n/a	G	6					6				6
German A2	n/a	G	6	6				6	6			6
German B1	n/a	G	6	6	6			6	6	6		6
German B2 (or other advanced course)	n/a	G	3	3	3	0		3	3	3	0	3