

# Course Handbook Accounting and Finance Master

created at 17.06.2025,07:00

Head of Studies	<u>Prof. Dr. Jochen Pilhofer</u>
Deputy Head of Studies	<u>Prof. Dr. Christian Conrad</u>
Chairman of Examination	<u>Prof. Dr. Christian Liebig</u>
Deputy Chairman of Examination	<u>Prof. Dr. Dirk Hübner</u>

## Accounting and Finance Master - mandatory courses (overview)

<u>Module name</u> <u>(EN)</u>	<u>Code</u>	<u>SAP-P</u>	<u>Semester</u>	<u>Hours per</u> <u>semester</u> <u>week /</u> <u>Teaching</u> <u>method</u>	<u>ECTS</u>	<u>Module</u> <u>coordinator</u>
<u>Corporate</u> <u>Finance</u>	MARPF-150	P420-0587	1	4V	6	<u>Prof. Dr.</u> <u>Mana</u> <u>Mojadadr</u>
<u>Corporate</u> <u>Taxation</u>	MARPF-270	P420-0590	2	4V	6	Prof. Dr. Ina Wilhelm
<u>Earnings</u> <u>Management</u> <u>and Analysis of</u> <u>Financial</u> <u>Statements</u>	MARPF-120	P420-0315, P420-0317, P420-0585	1	4V	6	<u>Prof. Dr.</u> <u>Günter</u> <u>Pochmann</u>
<u>Financial</u> <u>Auditing</u>	MARPF-260	P420-0589	2	4V	6	<u>Prof. Dr.</u> <u>Jochen</u> <u>Pilhofer</u>
<u>International</u> <u>Consolidated</u> <u>Financial</u> <u>Reporting</u>	MARPF-140	P420-0324, P420-0586	1	4V	6	<u>Prof. Dr.</u> <u>Jochen</u> <u>Pilhofer</u>
<u>Management</u> <u>Accounting and</u> <u>Information</u> <u>Management</u>	MARPF-110	P420-0320, P420-0321, P420-0584	1	4V	6	<u>Prof. Dr.</u> <u>Michael Zell</u>
<u>Master's</u> <u>Colloquium</u>	MARPF-320	P420-0039, P420-0591	3	2C	2	<u>Prof. Dr.</u> <u>Jochen</u> <u>Pilhofer</u>
<u>Master's Thesis</u>	MARPF-310	T420-0037, T420-0351	3	-	22	<u>Prof. Dr.</u> <u>Jochen</u>

<b><u>Module name</u></b> <b><u>(EN)</u></b>	<b><u>Code</u></b>	<b>SAP-P</b>	<b><u>Semester</u></b>	<b>Hours per semester week / Teaching method</b>	<b>ECTS</b>	<b>Module coordinator</b>
						<u>Pilhofer</u>
<u>Seminar:</u> <u>Accounting,</u> <u>Auditing and</u> <u>Finance</u>	MARPF-230	P420-0592	2	4S	6	<u>Prof. Dr.</u> <u>Jochen</u> <u>Pilhofer</u>
<u>Strategic</u> <u>Management</u> <u>and Consulting</u>	MARPF-250	P420-0588	2	4V	6	<u>Prof. Dr.</u> <u>Alexander</u> <u>Pöschl</u>

(10 modules)

## Accounting and Finance Master - optional courses (overview)

<b><u>Module name</u></b> <b><u>(EN)</u></b>	<b><u>Code</u></b>	<b>SAP-P</b>	<b><u>Semester</u></b>	<b>Hours per semester week / Teaching method</b>	<b>ECTS</b>	<b>Module coordinator</b>
<u>Applied Business</u> <u>Ethics</u>	MARPF-540	P420-0002	-	4S	6	<u>Prof. Dr.</u> <u>Christian</u> <u>Conrad</u>
<u>Business English</u> <u>II</u>	MARPF-512		-	4V	6	<u>Prof. Dr.</u> <u>Thomas</u> <u>Tinnefeld</u>
<u>Business French -</u> <u>Language and</u> <u>Intercultural</u> <u>Communication</u>	MARPF-514	P420-0014, P450-0219, P450-0220	-	4V	6	<u>Prof. Dr.</u> <u>Thomas</u> <u>Tinnefeld</u>
<u>Entrepreneurship,</u> <u>Start-Up and</u> <u>Succession</u> <u>Management</u>	MARPF-581	P420-0521	-	4V	6	Prof. Dr. Alexander Pöschl
<u>European Spring</u> <u>Academy</u>	MARPF-584		-	4SU	6	<u>Prof. Dr.</u> <u>Stefanie</u> <u>Jensen</u>
	MARPF-570	P420-0009	-	4V	6	

<b><u>Module name</u></b> <b><u>(EN)</u></b>	<b><u>Code</u></b>	<b>SAP-P</b>	<b><u>Semester</u></b>	<b>Hours per semester week / Teaching method</b>	<b>ECTS</b>	<b>Module coordinator</b>
<u>Financial Communication and Balance Sheet Analysis</u>						<u>Prof. Dr. Jochen Pilhofer</u>
<u>Fraud, Compliance &amp; Sustainability</u>	MARPF-592	P420-0547	-	4VU	6	<u>Prof. Dr. Jochen Pilhofer</u>
<u>Green Economy</u>	MARPF-555	P420-0440	-	4VF	6	<u>Prof. Dr. Thomas Korne</u>
<u>Marketing Controlling</u>	MARPF-562	P420-0016	-	4V	6	<u>Prof. Dr. Tatjana König</u>
<u>Professional Personnel Selection and Self-Positioning for Specialists and Managers</u>	MARPF-532	P420-0025	-	4S	6	<u>Prof. Dr. Markku Klingelhöfer</u>
<u>Social Media Marketing</u>	MARPF-563	P420-0523	-	4V	6	<u>Prof. Dr. Tatjana König</u>
<u>The Financial Industry in Luxembourg</u>	MARPF-576	P420-0527	-	4V	6	<u>Prof. Dr. Jochen Pilhofer</u>
<u>Web-Based Knowledge Management</u>	MARPF-520	P420-0031	-	1V+3P	6	<u>Prof. Dr. Stefan Georg</u>

(13 modules)

## Accounting and Finance Master - mandatory courses

### Corporate Finance

Module name (EN): Corporate Finance

<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-150
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> 1
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German
<b>Assessment:</b>  [still undocumented]
<b>Applicability / Curricular relevance:</b>  MARPF-150 (P420-0587) <u>Accounting and Finance, Master, SO 01.04.2025</u> , semester 1, mandatory course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Mana Mojadadr</u>
<b>Lecturer:</b> <u>Prof. Dr. Mana Mojadadr</u>  [updated 24.02.2025]
<b>Learning outcomes:</b>  [still undocumented]
<b>Module content:</b>

[still undocumented]

**Recommended or required reading:**

[still undocumented]

## Corporate Taxation

**Module name (EN): Corporate Taxation**

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

**Module code:** MARPF-270

**Hours per semester week / Teaching method:**  
4V (4 hours per week)

**ECTS credits:**  
6

**Semester:** 2

**Mandatory course:** yes

**Language of instruction:**  
German

**Assessment:**

[still undocumented]

**Applicability / Curricular relevance:**

MARPF-270 (P420-0590) Accounting and Finance, Master, SO 01.04.2025 , semester 2, mandatory course

**Workload:**

60 class hours (= 45 clock hours) over a 15-week period.

The total student study time is 180 hours (equivalent to 6 ECTS credits).

There are therefore 135 hours available for class preparation and follow-up work and exam preparation.

**Recommended prerequisites (modules):**  
None.

**Recommended as prerequisite for:**

**Module coordinator:**  
Prof. Dr. Ina Wilhelm

<b>Lecturer:</b> Prof. Dr. Ina Wilhelm  <i>[updated 24.02.2025]</i>
<b>Learning outcomes:</b>  <i>[still undocumented]</i>
<b>Module content:</b>  <i>[still undocumented]</i>
<b>Recommended or required reading:</b>  <i>[still undocumented]</i>

## Earnings Management and Analysis of Financial Statements

<b>Module name (EN):</b> Earnings Management and Analysis of Financial Statements
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-120
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> 1
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam and composition with presentation (60 minutes / Weighting 1:1 / Can be repeated semesterly)  <i>[updated 05.12.2019]</i>
<b>Applicability / Curricular relevance:</b>  DFMM-MARPF-120 <u>Management Sciences, Master, ASPO 01.10.2018</u> , semester 1, optional course MRPF-220 (P420-0315, P420-0316) <u>Accounting and Finance, Master, ASPO 01.10.2012</u> , semester 2, mandatory course

MARPF-120 (P420-0315, P420-0317, P420-0585) Accounting and Finance, Master, ASPO 01.10.2017 , semester 1, mandatory course  
MARPF-120 (P420-0315, P420-0317, P420-0585) Accounting and Finance, Master, SO 01.04.2025 , semester 1, mandatory course

**Workload:**

60 class hours (= 45 clock hours) over a 15-week period.

The total student study time is 180 hours (equivalent to 6 ECTS credits).

There are therefore 135 hours available for class preparation and follow-up work and exam preparation.

**Recommended prerequisites (modules):**

None.

**Recommended as prerequisite for:**

**Module coordinator:**

Prof. Dr. Günter Pochmann

**Lecturer:**

Prof. Dr. Günter Pochmann

[updated 25.02.2025]

**Learning outcomes:**

After successfully completing this course, students will understand the main accounting policy instruments and methods in a financial report according to IFRS.

Students will be able to analyze financial statements in accordance with IFRS in terms of their financial position and performance and, by analyzing the notes to the financial statements, gain an understanding of a company's accounting policies.

[updated 05.12.2019]

**Module content:**

Accounting policy (lecture component):

- Goals, instruments and methods
- Facts and figures of the case
- Class presentation: Class presentations will be based on selected IFRS valuation questions; it is important that students establish the relationship to the associated financial statement policy options in their presentations.

Statement analysis (lecture and tutorial components)

- Key figures and key figure systems for financial and performance analysis
- Interperiod comparisons and intercompany comparisons
- Analyzing annex information
- Case study

[updated 05.12.2019]

<b>Teaching methods/Media:</b> Lecture, tutorial, class presentations  <i>[updated 05.12.2019]</i>
<b>Recommended or required reading:</b>  <i>[still undocumented]</i>

## Financial Auditing

<b>Module name (EN):</b> Financial Auditing
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-260
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> 2
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German
<b>Assessment:</b>  <i>[still undocumented]</i>
<b>Applicability / Curricular relevance:</b>  MARPF-260 (P420-0589) <u>Accounting and Finance, Master, SO 01.04.2025</u> , semester 2, mandatory course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Jochen Pilhofer</u>



<b>Lecturer:</b> <u>Prof. Dr. Jochen Pilhofer</u>  <i>[updated 24.02.2025]</i>
<b>Learning outcomes:</b>  <i>[still undocumented]</i>
<b>Module content:</b>  <i>[still undocumented]</i>
<b>Recommended or required reading:</b>  <i>[still undocumented]</i>

## International Consolidated Financial Reporting

<b>Module name (EN):</b> International Consolidated Financial Reporting
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-140
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> 1
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam (120 minutes / can be repeated semesterly)  <i>[updated 05.12.2019]</i>
<b>Applicability / Curricular relevance:</b>  DFMM-MARPF-140 <u>Management Sciences, Master, ASPO 01.10.2018</u> , semester 1, optional course MRPF-240 (P420-0324) <u>Accounting and Finance, Master, ASPO 01.10.2012</u> , semester 2, mandatory course MARPF-140 (P420-0324, P420-0586) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , semester 1,

mandatory course  
MARPF-140 (P420-0324, P420-0586) Accounting and Finance, Master, SO 01.04.2025 , semester 1,  
mandatory course

**Workload:**

60 class hours (= 45 clock hours) over a 15-week period.  
The total student study time is 180 hours (equivalent to 6 ECTS credits).  
There are therefore 135 hours available for class preparation and follow-up work and exam preparation.

**Recommended prerequisites (modules):**

None.

**Recommended as prerequisite for:**

**Module coordinator:**

Prof. Dr. Jochen Pilhofer

**Lecturer:**

Dr. Marco Keßler

*[updated 24.02.2025]*

**Learning outcomes:**

After successfully completing this module, students will:

- have a comprehensive understanding of the main features of consolidated accounting and, as a result, in-depth knowledge of consolidated accounting in an international accounting environment;
- be able to independently prepare and analyze consolidated financial statements in accordance with International Financial Reporting Standards (IFRS);
  
- be familiar with the most important consolidation techniques and methods and be able to apply them to practical problems;
  
- be able to fully assess the scope for design and discretion in terms of balance sheet policy with regard to the net assets, financial position and operating results;
  
- be able to explain the differences to the corresponding provisions of German accounting law (HGB standards and supplementary DRS standards);
  
- be able to apply their knowledge to practice-oriented questions, e.g. in the form of exercises and case studies.

I. Principles of consolidated accounting

*[updated 05.12.2019]*

**Module content:**

- a. Conceptual and legal foundations
- b. Obligation to prepare consolidated financial statements

- c. Differentiating the scope of consolidation
- II. Deferred taxes
- III. Preparatory measures prior to consolidation
- IV. Full consolidation
  - a. Capital consolidation
  - b. Debt consolidation
  - c. Elimination of intercompany profit/loss
  - d. Expense and income consolidation
- V. Equity method/proportional consolidation method
- VI. (Other) components of a consolidated financial statement

[updated 05.12.2019]

**Teaching methods/Media:**

Lecture and tutorial

[updated 05.12.2019]

**Recommended or required reading:**

Kütting/Weber: Der Konzernabschluss, Stuttgart, latest edition.

Baetge/Kirsch/Thiele: Konzernbilanzen, Düsseldorf, latest edition.

Gräfer/Scheld: Grundzüge der Konzernrechnungslegung, Berlin, latest edition.

Coenenberg et al.: Jahresabschluss- und Jahresabschlussanalyse, Stuttgart, latest edition.

Steiner/Orth/Schwarzmann: Konzernrechnungslegung nach HGB und IFRS, Stuttgart, latest edition.

Hommel/Wüstemann: Konzernbilanzierung case by case, Heidelberg, latest edition.

[updated 05.12.2019]

## Management Accounting and Information Management

**Module name (EN):** Management Accounting and Information Management

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

**Module code:** MARPF-110

**Hours per semester week / Teaching method:**

4V (4 hours per week)

**ECTS credits:**

6

**Semester:** 1

**Mandatory course:** yes

**Language of instruction:**

German

**Assessment:**

Written exam and presentation (60 minutes / weighting 1:1 / can be repeated semesterly)

[updated 05.12.2019]

**Applicability / Curricular relevance:**

DFMM-MARPF-110 Management Sciences, Master, ASPO 01.10.2018 , semester 1, optional course  
MRPF-210 (P420-0320, P420-0321) Accounting and Finance, Master, ASPO 01.10.2012 , semester 2, mandatory course  
MARPF-110 (P420-0320, P420-0321, P420-0584) Accounting and Finance, Master, ASPO 01.10.2017 , semester 1, mandatory course  
MARPF-110 (P420-0320, P420-0321, P420-0584) Accounting and Finance, Master, SO 01.04.2025 , semester 1, mandatory course

**Workload:**

60 class hours (= 45 clock hours) over a 15-week period.  
The total student study time is 180 hours (equivalent to 6 ECTS credits).  
There are therefore 135 hours available for class preparation and follow-up work and exam preparation.

**Recommended prerequisites (modules):**

None.

**Recommended as prerequisite for:**

**Module coordinator:**

Prof. Dr. Michael Zell

**Lecturer:**

Prof. Dr. Michael Zell

[updated 21.02.2025]

**Learning outcomes:**

After successfully completing this module, students will:

- be able to explain the problems of information management in management accounting and understand the development stages of management information systems,
- be able to conceptually describe and develop a management reporting or a management information system (information structures and processes),
- be familiar with different applications in the field of business performance management and understand the problems of reporting for different target groups (stakeholder reporting),
- understand the various current information technology solutions for reporting and planning systems and can assess their benefits and possibilities,
- be able to independently work on current problems in the areas of management accounting and information management during the seminar part of the module,
- be able to present their findings clearly in the form of talks or presentations.

Lecture (Management Information Systems):

[updated 05.07.2021]

**Module content:**

- Management, information systems and business intelligence
- Conceptual development of management information systems
- Business performance management and stakeholder reporting
- IT support for management information systems
- Software-case study: Corporate planner

Seminar:

- Presentation and discussion of current topics from the fields of management accounting and information management

The course combines lectures, case studies, group and individual work and requires a high degree of student participation.

[updated 05.07.2021]

**Teaching methods/Media:**

In the seminar part, student contributions are required in the form of presentations.

[updated 05.07.2021]

**Recommended or required reading:**

Reference books:

- Chamoni, P., Gluchowski, P. (Hrsg.): Analytische Informationssysteme, Berlin u.a., aktuelle Auflage.
- Krause, H.-U.: Ganzheitliches Reporting mit Kennzahlen im Zeitalter der digitalen Vernetzung, Berlin/Boston, aktuelle Auflage.
- Schön, D.: Planung und Reporting im BI-gestützten Controlling, Wiesbaden, aktuelle Auflage.
- Taschner, A.: Management Reporting: Erfolgsfaktor internes Berichtswesen, Wiesbaden, aktuelle Auflage.
- Zell, M.: Reporting und Analyse Informationssysteme für Management und Mitarbeiter, Saarbrücken 2011.

Trade journals:

- Controlling
- Controlling & Management Review
- Controller Magazin
- BI-Spektrum

[updated 05.07.2021]

## Master's Colloquium

**Module name (EN):** Master's Colloquium

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

**Module code:** MARPF-320

<b>Hours per semester week / Teaching method:</b> 2C (2 hours per week)
<b>ECTS credits:</b> 2
<b>Semester:</b> 3
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German/English
<b>Assessment:</b> Term paper with presentation (Can be repeated semesterly)  <i>[updated 05.12.2019]</i>
<b>Applicability / Curricular relevance:</b>  MARPF-320 (P420-0039, P420-0591) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , semester 3, mandatory course MARPF-320 (P420-0039, P420-0591) <u>Accounting and Finance, Master, SO 01.04.2025</u> , semester 3, mandatory course
<b>Workload:</b> 30 class hours (= 22.5 clock hours) over a 15-week period. The total student study time is 60 hours (equivalent to 2 ECTS credits). There are therefore 37.5 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Jochen Pilhofer</u>
<b>Lecturer:</b> Dozierende des Studiengangs  <i>[updated 24.02.2025]</i>
<b>Learning outcomes:</b> After successfully completing this module, students will: <ul style="list-style-type: none"> <li>– be able to present the core contents of their thesis in a clear and understandable manner;</li> <li>– be able to explain their approach and methodology to a critical audience;</li> <li>– be able to combine their findings from theory and practice in a solution-oriented way,</li> <li>– be able to formulate the key message of their thesis in German and English as an abstract,</li> <li>– be able to take part in both a scientific and a practice-oriented expert discussion in the fields of accounting, auditing and finance.</li> </ul> The goal of the Master’s colloquium is to help students prepare for their Master’s thesis.

<i>[updated 05.12.2019]</i>
<b>Module content:</b> Within the framework of the Master's Colloquium (block seminar), students will present their topic, their approach and their methodology, as well as the results - if available - of their Master's thesis in front of their fellow students and professors and discuss these critically.  <i>[updated 05.12.2019]</i>
<b>Teaching methods/Media:</b> Seminar with presentations and discussions.  <i>[updated 05.12.2019]</i>
<b>Recommended or required reading:</b> Depends on the respective topic  <i>[updated 05.12.2019]</i>

## Master's Thesis

<b>Module name (EN):</b> Master's Thesis
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-310
<b>Hours per semester week / Teaching method:</b> -
<b>ECTS credits:</b> 22
<b>Semester:</b> 3
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German/English
<b>Assessment:</b> Master's thesis (can be repeated semesterly)  <i>[updated 05.12.2019]</i>
<b>Applicability / Curricular relevance:</b>  MRPF-410 (T420-0037) <u>Accounting and Finance, Master, ASPO 01.10.2012</u> , semester 4, mandatory course MRPF-310 (T420-0037, T420-0351) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , semester 3, mandatory course

MARPF-310 (T420-0037, T420-0351) <u>Accounting and Finance, Master, SO 01.04.2025</u> , semester 3, mandatory course
<b>Workload:</b> The total student study time for this course is 660 hours.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Jochen Pilhofer</u>
<b>Lecturer:</b> Dozierende des Studiengangs  [updated 24.02.2025]
<b>Learning outcomes:</b> After successfully completing this module, students will: <ul style="list-style-type: none"> <li>- be able to work on a given technical question or topic from the fields of accounting, auditing and finance within a given period of time;</li> <li>- be able to develop a practical solution to a specific problem, in the case of a practical thesis;</li> <li>- be able to work independently with national and international specialist literature on the given question;</li> <li>- be able to assess subject-relevant problems analytically and recognize complex interrelationships;</li> <li>- be able to apply scientific-theoretical findings to practical questions.</li> <li>- be able to present the given topic in written form according to the respective guidelines and in compliance with scientific standards.</li> </ul> <p>The Master's thesis is a detailed written work on a given question from the fields of accounting, auditing and finance.</p> <p>[updated 05.12.2019]</p>
<b>Module content:</b> Thematically, it can refer to a practical problem (in cooperation with a company or public authority) or a theoretical problem (e.g. in cooperation with a research institution). Students have 20 weeks to write their thesis. While doing so, students will be individually supervised by a professor from the Faculty of Economics and Business Administration. The title of their Master's thesis will be determined by the supervising professor, whereby the ideas of the students or the participating companies and institutions will be taken into account. <p>[updated 05.12.2019]</p>



<b>Teaching methods/Media:</b> Written thesis  <i>[updated 05.12.2019]</i>
<b>Recommended or required reading:</b> Depends on the respective topic  <i>[updated 05.12.2019]</i>

## Seminar: Accounting, Auditing and Finance

<b>Module name (EN):</b> Seminar: Accounting, Auditing and Finance
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-230
<b>Hours per semester week / Teaching method:</b> 4S (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> 2
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> English/German
<b>Assessment:</b> Term paper with presentation (Can be repeated annually)  <i>[updated 05.12.2019]</i>
<b>Applicability / Curricular relevance:</b>  MARPF-230 (P420-0592) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , semester 2, mandatory course MARPF-230 (P420-0592) <u>Accounting and Finance, Master, SO 01.04.2025</u> , semester 2, mandatory course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>

**Module coordinator:**  
Prof. Dr. Jochen Pilhofer

**Lecturer:**  
Prof. Dr. Jochen Pilhofer  
Dr. Michael Zabel

[updated 24.02.2025]

**Learning outcomes:**

After successfully completing this module, students will:

- be familiar with the basic aspects of scientific work;
- be able to prepare a scientific paper on a given selected topic from the fields of accounting, auditing and finance on their own and in compliance with scientific criteria;
- 

In this context, students will be able to work with predominantly national scientific literature on their given topic;

- They will be able to comprehend relevant problems in this context and recognize complex correlations;
- Students will be able to apply scientific-theoretical findings to practical questions in this context;

They will be able to demonstrate their knowledge freely and in a targeted manner in the form of a presentation or lecture,

Current key topics and problems from the fields of accounting, auditing and finance, with particular emphasis on international aspects that will promote the application of the knowledge acquired by students in the program modules.

[updated 05.12.2019]

**Module content:**

[still undocumented]

**Teaching methods/Media:**

Seminar with individual talks

Preparation of a term paper with subsequent presentation and discussion

Feedback discussions

[updated 05.12.2019]

**Recommended or required reading:**

- Ebster, C./Stalzer, L.: Wissenschaftliches Arbeiten für Wirtschafts- und Sozialwissenschaftler, Wien, latest edition

- Theisen, Manuel R.: Wissenschaftliches Arbeiten. Technik, Methodik, Form., München, latest edition

Additionally: topic-specific literature on current topics from the fields of accounting, auditing and finance

[updated 05.12.2019]

## Strategic Management and Consulting

<b>Module name (EN): Strategic Management and Consulting</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-250
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> 2
<b>Mandatory course:</b> yes
<b>Language of instruction:</b> German
<b>Assessment:</b>  [still undocumented]
<b>Applicability / Curricular relevance:</b>  MARPF-250 (P420-0588) <u>Accounting and Finance, Master, SO 01.04.2025</u> , semester 2, mandatory course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Alexander Pöschl</u>
<b>Lecturer:</b> <u>Prof. Dr. Alexander Pöschl</u>  [updated 24.02.2025]

<b>Learning outcomes:</b>  <i>[still undocumented]</i>
<b>Module content:</b>  <i>[still undocumented]</i>
<b>Recommended or required reading:</b>  <i>[still undocumented]</i>

## Accounting and Finance Master - optional courses

### Applied Business Ethics

<b>Module name (EN):</b> Applied Business Ethics
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-540
<b>Hours per semester week / Teaching method:</b> 4S (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Term paper with presentation, course participation, compulsory attendance  <i>[updated 13.09.2018]</i>
<b>Applicability / Curricular relevance:</b>  MAMS-540 (P420-0002) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-540 (P420-0002) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-540 (P420-0002) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCM-540 (P420-0002) <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course MASCM-540 (P420-0002) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course

<p><b>Workload:</b>  60 class hours (= 45 clock hours) over a 15-week period.  The total student study time is 180 hours (equivalent to 6 ECTS credits).  There are therefore 135 hours available for class preparation and follow-up work and exam preparation.</p>
<p><b>Recommended prerequisites (modules):</b>  None.</p>
<p><b>Recommended as prerequisite for:</b></p>
<p><b>Module coordinator:</b>  <u>Prof. Dr. Christian Conrad</u></p>
<p><b>Lecturer:</b> <u>Prof. Dr. Christian Conrad</u>    <i>[updated 24.02.2025]</i></p>
<p><b>Learning outcomes:</b>  The objective of this course is to enable students to recognize the productivity-enhancing effects of ethics in business and apply them in individual cases.</p> <p>After successfully completing this module, students will be able to:</p> <ol style="list-style-type: none"> <li>1. Apply ethical behavior in group and role-playing games</li> <li>2. Explain the importance of ethics for companies and the economy based on individual cases.</li> <li>3. Identify, analyze and evaluate ethical behavior in concrete economic situations.</li> <li>4. Work independently on ethical problems in business and develop and present productivity-enhancing concepts.  Developing and presenting concepts for solutions.</li> </ol> <i>[updated 04.03.2024]</i>
<p><b>Module content:</b>  A. Ethics in economics  The importance of ethics for economic development, analyzed on the basis of current case studies.</p> <p>B. Ethics in companies  The importance of ethics for corporate development, analyzed on the basis of current case studies.</p> <i>[updated 23.02.2024]</i>
<p><b>Teaching methods/Media:</b>  Lecture by lecturer (supplementary)  Feedback on results via discussions  Self-reflection and self-presentation  Group work  Independent study with required literature  Term paper with presentations by the participants</p> <i>[updated 23.02.2024]</i>

**Recommended or required reading:**

Wirtschaftsethik

- Conrad, Christian A.: Wirtschaftsethik, akt. Aufl.
- Conrad, Christian A.: Business Ethics, akt. Aufl.
- Dietzfelbinger, Daniel: Praxisleitfaden Unternehmensethik, Wiesbaden akt. Aufl.,
- Göbel, Elisabeth: Unternehmensethik, Grundlagen und praktische Umsetzung, Stuttgart 2010.
- Noll, Bernd: Grundriss der Wirtschaftsethik, Stuttgart akt. Aufl.

*[updated 23.02.2024]*

## Business English II

<b>Module name (EN): Business English II</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-512
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam and term paper with presentation (90 minutes / weighting 1:1 / can be repeated semesterly)  <i>[updated 20.11.2019]</i>
<b>Applicability / Curricular relevance:</b>  MAMS-512 (P420-0424, P420-0425) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-512 <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-512 <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCN-512 <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course MASCN-512 <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.

<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Thomas Tinnefeld</u>
<b>Lecturer:</b> <u>Prof. Dr. Thomas Tinnefeld</u>  [updated 24.02.2025]
<b>Learning outcomes:</b> <ul style="list-style-type: none"> <li>- After successfully completing this module, students will have perfected the four skills of language learning based on topics from their everyday life, studies and work environments.</li> <li>-</li> <li>They will have developed their skills in technical/specialized English.</li> <li>- Students will be aware of and sensitive to the problems and central issues in the politics and economics of the English-speaking world.</li> <li>- They will have developed their intercultural communication skills</li> <li>- and perfected their foreign language presentation skills.</li> <li>- Students will have improved their foreign language teamwork and project skills.</li> <li>-</li> </ul> [updated 05.12.2019]
<b>Module content:</b> <p>Reading and listening comprehension texts for intermediate language skills</p> <ul style="list-style-type: none"> <li>- Special types of written texts in the foreign language (e.g. commercial correspondence, e-mails, memos, curriculum vitae)</li> <li>- Subject-related oral texts (e.g. telephone conversations, short reports, negotiations)</li> <li>- Dealing with economic and legal issues based on subject-related, specialized events during the current the semester</li> <li>- Vocabulary and grammar work</li> <li>- Multimedia language lab</li> <li>- Job-related role playing and simulations; case studies</li> <li>- Creation of subject-related, specialized presentations</li> <li>- Intercultural negotiation strategies</li> </ul> [updated 05.12.2019]
<b>Teaching methods/Media:</b> <ul style="list-style-type: none"> <li>— Presentations by the lecturer</li> <li>- Plenary discussions</li> <li>- Group discussions</li> <li>- Partner work</li> <li>- Group work phases where students tackle specific tasks</li> <li>-</li> <li>Multimedia language lab</li> <li>- Student presentations</li> <li>- Short talks by the students</li> </ul>

- Internet research

[updated 13.09.2018]

**Recommended or required reading:**

- Use of free materials compiled by the lecturer (no textbooks)
- Listening comprehension texts (audio and/or video)
- Newspaper and magazine articles from the English press (e.g. Time, Newsweek, The Times, The Guardian)
- Job-related English case studies;
- Internet resources
- Subject-related multimedia programs
- Supplementary materials on general and/or specialized vocabulary and grammar

[updated 13.09.2018]

## Business French - Language and Intercultural Communication

<b>Module name (EN): Business French - Language and Intercultural Communication</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-514
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam (90 minutes), term paper and presentation (weighting 1:1)  [updated 13.09.2018]
<b>Applicability / Curricular relevance:</b>  MAMS-514 (P420-0014) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-514 (P420-0014, P450-0219, P450-0220) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-514 (P420-0014, P450-0219, P450-0220) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course



MASCM-514 (P420-0014) Supply Chain Management, Master, ASPO 01.04.2016 , optional course  
MASCM-514 (P420-0014) Supply Chain Management, Master, ASPO 01.04.2017 , optional course

**Workload:**

60 class hours (= 45 clock hours) over a 15-week period.

The total student study time is 180 hours (equivalent to 6 ECTS credits).

There are therefore 135 hours available for class preparation and follow-up work and exam preparation.

**Recommended prerequisites (modules):**

None.

**Recommended as prerequisite for:**

**Module coordinator:**

Prof. Dr. Thomas Tinnefeld

**Lecturer:** Prof. Dr. Thomas Tinnefeld

*[updated 24.02.2025]*

**Learning outcomes:**

After successfully completing this module, students will:

- have attained language skills at the B1 intermediate level of the Common European Framework of Reference for Languages (CEFR),
- be able to understand basic and detailed information in intermediate general language and business French texts
- be able to follow intermediate-level conversations in their own area of expertise and deal with specific communicative experiences in French business life in a receptive manner,
- be able to communicate with native speakers using the linguistic means at their disposal in such a way that they can communicate successfully in general language and business-oriented conversations,
- be able to express themselves in writing on general language and selected specialized language topics in a largely comprehensible and communicative manner,
- be able to give professionally and technically-oriented presentations and create the corresponding written materials in a linguistically appropriate manner,
- have mastered the grammar relevant for the above skills, the basic general vocabulary, parts of the advanced French vocabulary and some French business vocabulary,
- be sensitive to the intercultural characteristics of countries belonging to the francophone world and thus, be able to successfully manage important communication situations in daily (business) life and
- be capable of embracing the intercultural differences of countries belonging to the francophone world and verbally interact there, to a large extent, successfully.
- Reading and listening comprehension texts at intermediate level

*[updated 05.12.2019]*

**Module content:**

Texts for listening comprehension

- Production of relevant written French texts (e.g. business correspondence, e-mails, memos, curriculum vitae and letters of motivation)
- Production of relevant oral French texts (e.g. telephone conversations, short reports and negotiations with a relatively narrow thematic focus)
- Dealing with economic and business issues
- Vocabulary work and specialized grammar
- Multimedia language lab
- Role playing and simulations with reference to business life
- Creation of subject-related, specialized presentations
- Awareness of interculturally relevant contexts in the French-speaking world (both everyday life and work)
- Introduction to interculturally-oriented negotiation strategies

[updated 05.12.2019]

**Teaching methods/Media:**

- Presentations by the lecturer
- Plenary discussions
- Group discussions
- Partner work
- Group work phases where students tackle specific tasks
- Multimedia language lab
- Student presentations
- Short talks by the students
- Internet research

[updated 13.09.2018]

**Recommended or required reading:**

- Use of free materials compiled by the lecturer (no textbooks)
- Listening comprehension texts (audio and/or video)
- Internet resources
- Supplementary materials on general and/or specialized vocabulary and grammar

[updated 13.09.2018]

## Entrepreneurship, Start-Up and Succession Management

**Module name (EN):** Entrepreneurship, Start-Up and Succession Management

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

<b>Module code:</b> MARPF-581
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam (open book), duration: 90 minutes  [updated 27.01.2023]
<b>Applicability / Curricular relevance:</b>  MARPF-581 (P420-0521) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-581 (P420-0521) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> Prof. Dr. Alexander Pöschl
<b>Lecturer:</b> Prof. Dr. Alexander Pöschl  [updated 24.02.2025]
<b>Learning outcomes:</b> After successfully completing this module, students will:  be familiar with the basic conceptual features of entrepreneurship; be able to apply their practice-oriented basic knowledge of the start-up process to their own start-up or innovation projects; be able to independently analyze and evaluate ideas, innovations or business models; be familiar with the essential instruments of risk and start-up financing; be able to identify entrepreneurial challenges in start-ups, as well as small and medium-sized enterprises; be able to analytically grasp subject-relevant problems in this context and to recognise complex interrelationships.

[updated 27.01.2023]

**Module content:**

Basics of entrepreneurship (e.g. definition, delimitation, characteristics, role and profiles of entrepreneurs and the team)

Finding and generating ideas, opportunities and implementation  
(including discovery versus development, evaluation of opportunities/ideas)

Innovation, implementation and business models in start-ups (including definition, founding and innovation process, business models, market strategies, pivoting)

Start-up and growth financing (including financing and growth phases, financial market and sources for start-ups, venture financing)

Exits and buy-ins (including opportunities and implementing takeovers of existing companies as an entrepreneur, exits and succession).

Case studies / practical examples

[updated 27.01.2023]

**Teaching methods/Media:**

Lecture, group project, presentation

[updated 27.01.2023]

**Recommended or required reading:**

Literature:

Fueglistaller / Müller / Müller / Volery, Entrepreneurship, Wiesbaden (Gabler Verlag), aktuellste Auflage.

Hisrich / Peters / Shepherd, Entrepreneurship, New York (McGraw Hill Education), aktuellste Auflage.

Bhide, The Origin and Evolution of New Businesses, New York (Oxford University Press), aktuellste Auflage.

Gartner, W.B. (1990). What are we talking about when we talk about entrepreneurship? Journal of Business Venturing, Vol. 5, No. 1, S. 15-28.

Pinkwart, A., Welter, F. und Kolb, S. (2005). Unternehmensnachfolge als Spezialproblem der Entrepreneurshipforschung. In: Brost H. / Thedens C. / Faust M. (Eds.), Unternehmensnachfolge im Mittelstand, Bankakademie-Verlag, Frankfurt am Main, S. 3-23.

Praag, C.M. van (1999). Some Classic Views on Entrepreneurship. De Economist, Vol. 147, No. 3, S. 311-335.

[updated 27.01.2023]

## European Spring Academy

**Module name (EN): European Spring Academy**

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

<b>Module code:</b> MARPF-584
<b>Hours per semester week / Teaching method:</b> 4SU (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Term paper with presentation  [updated 13.09.2018]
<b>Applicability / Curricular relevance:</b>  DFMMS151 <u>Management Sciences, Master, ASPO 01.10.2013</u> , semester 1, optional course, management, course inactive since 04.11.2019 MKM-417 <u>Cultural Management, Master, ASPO 01.10.2015</u> , optional course, management MKM-417 <u>Cultural Management, Master, ASPO 01.10.2016</u> , semester 4, optional course, management MAMS-584 (P420-0008) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course, management MARPF-584 <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course, management MARPF-584 <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course, management MASCMS-584 (P420-0008) <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course, management MASCMS-584 (P420-0008) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course, management WIMAScWPF-FÜ5 (P420-0008) <u>Industrial Engineering, Master, ASPO 01.10.2014</u> , optional course, management, course inactive since 21.01.2020
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Stefanie Jensen</u>
<b>Lecturer:</b> <u>Prof. Dr. Stefanie Jensen</u>  [updated 24.02.2025]

**Learning outcomes:**

The European Union is one of the top players in the international economy in terms of economic strength, production, export and import volumes and population. European countries are transferring more and more competences to the EU in many important policy areas, from jurisdiction and economic policy to consumer and environmental protection. But how does the EU work? How do regulations come about and how are they implemented? What can the EU institutions do about national governments and their interests? These are only a few of the questions that this interactive workshop will provide an answer to. In it, htw students will work together with students from our partner university Westminster College in Salt Lake City/Utah, USA.

After successfully completing this module, students will be able to:

- understand the process from the foundation of the EU to the present day, reflect on the importance of the EU for the national governments of Europe and understand the work of central European institutions.
- understand and reflect on the EU's position on selected topics such as the financial crisis, external and economic relations, energy and climate policy, legal issues and the difficulty of joint decision-making.
- understand the cultural diversity of Europe.
- work in mixed groups with American students.

[updated 13.09.2018]

**Module content:**

- Current European issues (e.g. debt crisis with a country perspective, economic policy, external economic relations (e.g. with the USA: TTIP), foreign policy, environmental policy, consumer protection, refugees)
- Workings and derivation of European integration and central European institutions
- Overview of European cultures
- Creation of a term paper and presentation in English on a specific topic
- Intercultural communication skills and their use when working in a team

[updated 13.09.2018]

**Teaching methods/Media:**

Lectures/talks, interactive workshops, group work, exchange with American students, sightseeing, term paper with presentation

[updated 13.09.2018]

**Recommended or required reading:**

To be announced.

[updated 13.09.2018]

## Financial Communication and Balance Sheet Analysis

**Module name (EN):** Financial Communication and Balance Sheet Analysis

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

**Module code:** MARPF-570

**Hours per semester week / Teaching method:**

4V (4 hours per week)

<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam (90 minutes / can be repeated semesterly)  <i>[updated 13.09.2018]</i>
<b>Applicability / Curricular relevance:</b>  MAMS-570 (P420-0009) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-570 (P420-0009) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-570 (P420-0009) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCM-570 (P420-0009) <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course MASCM-570 (P420-0009) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Jochen Pilhofer</u>
<b>Lecturer:</b> <u>Prof. Dr. Jochen Pilhofer</u>  <i>[updated 24.02.2025]</i>
<b>Learning outcomes:</b> After successfully completing this module, students will: <ul style="list-style-type: none"> <li>– be familiar with the basic conceptual features of a qualified balance sheet analysis (HGB/IFRS) and understand the interrelationships between the balance sheet, income statement and cash flow statement;</li> <li>–</li> <li>– be able to independently analyze financial statements in accordance with International Financial Reporting Standards (IFRS) or national accounting law (HGB);</li> <li>–</li> <li>– be familiar with the essential instruments of (traditional) balance sheet analysis and financial communication and be able to apply these to practical problems;</li> <li>–</li> <li>– be familiar with different balance sheet policy design and discretionary options and can apply these to</li> </ul>

practice-related issues depending on management objectives;

- be able to apply their knowledge to practical problems, e.g. in the form of exercises and case studies;
- be able to deal with a given challenge or task in the fields of financial market communication and balance sheet analysis within a given period of time;
- be able to assess subject-relevant problems analytically and recognize complex interrelationships;
- be able to apply scientific-theoretical findings to practical questions.

Principles of financial communication

[updated 13.09.2018]

#### **Module content:**

Review and analysis of financial key figures typically important in financial communication (including \_non-GAAP measures\_, preparation measures, traditional key figure analysis, stakeholders, relevant parameters, balance sheet policy, covenants)

Cash flow statement

Annex/management report (inkl. segment reporting)

Case studies/practical examples

[updated 13.09.2018]

#### **Teaching methods/Media:**

Lecture and tutorial

[updated 13.09.2018]

#### **Recommended or required reading:**

Küting/Weber, Die Bilanzanalyse, Stuttgart (Schaeffer-Poeschel-Verlag)

Baetge/Kirsch/Thiele, Bilanzanalyse, Düsseldorf (IDW-Verlag)

Gräfer et al., Bilanzanalyse, Herne (NWB-Verlag)

Brösel, Bilanzanalyse, Berlin (Erich Schmidt Verlag)

(always the newest edition)

[updated 13.09.2018]

## **Fraud, Compliance & Sustainability**

**Module name (EN):** Fraud, Compliance & Sustainability

**Degree programme:** Accounting and Finance, Master, SO 01.04.2025

**Module code:** MARPF-592



<b>Hours per semester week / Teaching method:</b> 4VU (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Oral examination  <i>[updated 15.04.2024]</i>
<b>Applicability / Curricular relevance:</b>  MAMS-592 (P420-0547) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-592 (P420-0547) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-592 (P420-0547) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCN-592 (P420-0547) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Jochen Pilhofer</u>
<b>Lecturer:</b> <u>Prof. Dr. Jochen Pilhofer</u>  <i>[updated 24.02.2025]</i>
<b>Learning outcomes:</b> After successfully completing this module, students will be able to:  I) Fraud <ul style="list-style-type: none"> <li>understand what fraud is, in what forms it can occur in corporate practice, by whom and in what context fraud typically occurs;</li> <li>understand what practical risk factors and "red flags" may indicate an increased incidence of fraud;</li> <li>understand which legal regulations are relevant for the external (financial) statement auditor;</li> <li>understand what the scope of the (financial statement) auditor's responsibilities are in the case of fraudulent acts;</li> <li>recognize how the (financial statement) auditor identifies fraud in professional practice and addresses</li> </ul>

it as part of its audit approach;  
explain which reporting requirements (internal and external) exist.

## II) Compliance

Students will be able to explain the meaning of the term "compliance" and distinguish it from related topics, explain the main compliance fields in a company, show the risks of non-compliance, as well as the goals and benefits of compliance, and present the components of a compliance management system.

## III) Sustainability

Students will be able to understand the meaning of the term "sustainability" and what regulatory requirements are placed on companies in terms of corporate financing and corporate reporting.

They will understand the legal framework for sustainability in the context of external accounting.

They will understand how the external auditor addresses sustainability-related risks in its risk-oriented audit approach and which audit approaches are used to audit sustainability reporting (based on a case study).

[updated 15.04.2024]

### **Module content:**

#### I) Fraud

Definition of fraud, its various manifestations, and the economic context in which fraud happens;

What are the differences of internal and external fraud and the resulting consequences and the connection with money laundering;

Practical case studies for the identification of fraud and the analysis of fraud factors, inkl.

#### Greenwashing

Fraud from the perspective of the external (financial) statement auditor;

Detection of irregularities in the course of the audit of financial statements (IDW PS 210), scope of application, effects on the audit approach, reporting obligations, discussion based on practical examples;

Maintaining a critical attitude is one of the auditor's professional duties ( Der Betrieb issue 3/2022) and problematic areas in practice;

Principles of planning annual audits (IDW PS 240) against the background of fraud based on a specific use case;

Identification and assessment of error risks and the auditor's reactions to said error risks (IDW PS 261) based on a use case;

Other related auditing standards (audit evidence, reporting requirements, quality assurance), as well as the regulations of the profession, liability risks of the auditor in case of non-recognition; presentation based on practical examples.

#### II) Compliance

- A) Presentation and organizational matters
- B) Compliance - requirements and relevance
  - I. Stakeholders of compliance requirements
  - II. Relevance within the company
  - III. Topics and concrete requirements
- C) (Non)-Compliance - goals, benefits, risks
  - I. Goals and Benefits
  - II. Sanctions for non-compliance
- D) Compliance management systems
  - I. Introduction
  - II. IDW PS 980
  - III. ISO 37301
  - IV. Compliance culture and goals
  - V. Risk assessment
  - VI. Compliance program
  - VII. Compliance organization

<p>VIII. Compliance communication</p> <p>IX. Monitoring and improvement</p> <p>X. Implementing a CMS in practice</p> <p>III) Sustainability</p> <p>Definition of the term sustainability</p> <p>Regulatory requirements of the EU and the German legislator in the area of corporate financing</p> <p>Regulatory requirements of the EU and the German legislator in the area of corporate reporting (CSRD, ESRS, EU Taxonomy, SFDR, Lieferkettensorgfaltspflichtengesetz)</p> <p>[updated 15.04.2024]</p>
<p><b>Teaching methods/Media:</b></p> <p>Lecture and tutorial</p> <p>[updated 15.04.2024]</p>
<p><b>Recommended or required reading:</b></p> <p>I) Fraud</p> <p>Publikationen des IDW: IDW Prüfungsstandards</p> <p>II) Compliance</p> <p>Hauschka/ Moosmayer/ Lösler: Corporate Compliance, 3. Auflage 2016</p> <p>Bay/ Hastenrath: Compliance-Management-Systeme, 3. Auflage 2022</p> <p>IDW Prüfungsstandard: Grundsätze ordnungsmäßiger Prüfung von Compliance Management Systemen (IDW PS 980)</p> <p>Zertifizierungsstandard ISO 37301 für Compliance-Managementsysteme</p> <p>III) Sustainability</p> <p>CSRD-Richtlinie der EU</p> <p>EU Taxonomy Regulation</p> <p>Supply Chain Due Diligence Act</p> <p>SFDR</p> <p>[updated 15.04.2024]</p>

## Green Economy

<b>Module name (EN):</b> Green Economy
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-555
<b>Hours per semester week / Teaching method:</b> 4VF (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no

<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam and written composition  <i>[updated 21.06.2021]</i>
<b>Applicability / Curricular relevance:</b>  MAMS-555 (P420-0440) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course, general subject MARPF-555 (P420-0440) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course, general subject MARPF-555 (P420-0440) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course, general subject MASCN-555 (P420-0440) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course, general subject WIMAScWPF-W21 (P420-0440) <u>Industrial Engineering, Master, ASPO 01.10.2014</u> , optional course, general subject WIM22-WPM-W-400 <u>Industrial Engineering, Master, ASPO 01.04.2022</u> , semester 1, optional course, general subject
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Thomas Korne</u>
<b>Lecturer:</b> <u>Prof. Dr. Thomas Korne</u>  <i>[updated 24.02.2025]</i>
<b>Learning outcomes:</b> After successfully completing this module, students will be able to: <ul style="list-style-type: none"> <li>- explain the driving forces behind the green transformation of the economy,</li> <li>- assess products, services and business models with regard to the need for change and the opportunities offered by the green transformation,</li> <li>- list the causes of major global, national, and regional environmental problems and assess their specific risks,</li> <li>- derive basic environmental economic arguments and apply them to concrete environmental problems,</li> <li>- classify current climate policy goals and challenges and transfer them to a corporate level of action,</li> <li>- assess the sustainability requirements of financial markets and their stakeholders with regard to future investments and business models,</li> <li>- apply basic tools for evaluating, analyzing and designing resource- and climate-friendly processes, services and products,</li> <li>- identify and document the green transformation requirements for a concept, product, service, or business</li> </ul>

model,

- analyze and address a complex green transformation issue taken from the business world (Transformation Plan, Green Business Model Canvas),
- define a coherent division of labor within the framework of a project and to make an independent contribution to the overall success of the project,
- prepare the data from their work in a results-oriented manner, present it freely and explain it in detail when asked,
- document their findings in a structured manner in a short written report.

[updated 21.06.2021]

#### **Module content:**

- Green Business Model Canvas
- Sustainable innovation management
- Sustainability indicators (national, international, target matrix)
- Environmental problems and their causes / Planetary boundaries
- Goals of a green economy (global Sustainable Development Goals/SDGs, national sustainability indicators).
- Environmental economic approaches, concepts and instruments
- Climate crisis and climate protection as driving forces of a green economy: from the Paris Climate Agreement to the EU Green Deal and the carbon footprint for companies
- Circular economy as a driver of the green economy,- basics of analysis methods (LCA, maturity models), examples of tools and implementation.
- The green economy and its funding: Criteria, concepts and institutes
- Technology and innovation management in the context of a green economy
- Opportunities and approaches for green products, services and business models in the context of a green transformation
- Independent creation of a green business model or a green transformation project in the form of project work using the knowledge and skills acquired in the lecture.

[updated 21.06.2021]

#### **Teaching methods/Media:**

Lecture, discussions, case studies, project, presentations

[updated 21.06.2021]

#### **Recommended or required reading:**

- Boston Consulting Group/Prognos (2018): Klimapfade für Deutschland, Studie im Auftrag des Bundesverbands der Deutschen Industrie (BDI), Januar
- Bundesregierung: Deutsche Nachhaltigkeitsstrategie, Aktualisierung 2018
- Feess, Eberhard/Seeliger, Andreas (2013): Umweltökonomie und Umweltpolitik, München: Vahlen
- Intergovernmental Panel on Climate Change/IPCC (2014): Summary for Policymakers. In: Climate Change 2014: Mitigation of Climate Change. Contribution of Working Group III to the Fifth Assessment Report of the Intergovernmental Panel on Climate Change
- Lacy, P., Long, J., Spindler, W. (2020): The circular economy handbook: realizing the circular advantage, London: Palgrave Macmillan
- McKinnon, A. et al (2015): Green Logistics: Improving the environmental sustainability of logistics, 3rd edition, London: Kogan Page
- Osterwalder A., Pigneur, Y. (2010): Business model generation: a handbook for visionaries, game changers, and challengers, Hoboken, NJ: Wiley
- Rockström, Johan et. al. (2009): Planetary boundaries: exploring the safe operating space for humanity, in: Ecology and Society 14(2) (32), 58

- Schön, S. et al (2020): Transdisziplinäres Innovationsmanagement: Nachhaltigkeitsprojekte wirksam umsetzen, Bielefeld: wbv
- Statistisches Bundesamt/destatis (2018): Nachhaltige Entwicklung in Deutschland, Indikatorenbericht 2018, Wiesbaden

[updated 21.06.2021]

## Marketing Controlling

<b>Module name (EN): Marketing Controlling</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-562
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam (can be repeated semesterly, 90 min.) and term paper with presentation (can be repeated annually)  [updated 05.12.2019]
<b>Applicability / Curricular relevance:</b>  DFMM-MAMS-562 <u>Management Sciences, Master, ASPO 01.10.2018</u> , semester 1, optional course MAMS-562 (P420-0016) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-562 (P420-0016) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-562 (P420-0016) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCN-562 (P420-0016) <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course MASCN-562 (P420-0016) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.

<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Tatjana König</u>
<b>Lecturer:</b> <u>Prof. Dr. Tatjana König</u>  [updated 24.02.2025]
<b>Learning outcomes:</b> After successfully completing this module, students will: <ul style="list-style-type: none"> <li>– understand the interface function of marketing controlling.</li> <li>– be familiar with the relevant instruments of strategic and operative marketing controlling and be able to apply them to real cases.</li> <li>– be able to calculate and evaluate the impact and profitability of marketing measures.</li> <li>– understand and be able to apply complex performance measurement systems.</li> <li>– be able to process analysis results for marketing controlling and present them clearly in a presentation</li> </ul> [updated 05.12.2019]
<b>Module content:</b> <ul style="list-style-type: none"> <li>– Classification of marketing controlling <ul style="list-style-type: none"> <li>o Functions and tasks</li> <li>o Organizational integration and interfaces</li> </ul> </li> <li>– Strategic marketing controlling <ul style="list-style-type: none"> <li>o Market and customer analysis</li> <li>o Employee analysis</li> <li>o Brand controlling</li> <li>o Marketing target systems</li> </ul> </li> <li>– Operative marketing controlling <ul style="list-style-type: none"> <li>o Product and service controlling</li> <li>o Price controlling</li> <li>o Communication and sales promotion controlling</li> <li>o Sales controlling</li> </ul> </li> <li>– Innovative approaches in marketing controlling</li> </ul> [updated 13.09.2018]
<b>Teaching methods/Media:</b> Lecture with exercises and case studies  [updated 13.09.2018]
<b>Recommended or required reading:</b> <ul style="list-style-type: none"> <li>- Reinecke, Sven/ Eberharter, Jasmin (2010): _Marketingcontrolling 2010: Einsatz von Methoden und Verfahren des Marketingcontrollings in der Praxis_, in: Controlling _ Zeitschrift für Erfolgsorientierte Unternehmenssteuerung, 22. Jg., Nr. 8/9, pp. 438-447.</li> <li>- Reinecke, Sven/ Janz, Simone (2007): Marketingcontrolling: Sicherstellen von Marketingeffektivität und _effizienz. Stuttgart: Kohlhammer Verlag.</li> <li>- Reinecke, Sven/ Tomczak, Torsten (Hrsg.) (2006): Handbuch Marketingcontrolling: Effektivität und</li> </ul>

Effizienz

einer marktorientierten Unternehmensführung, Wiesbaden: Gabler.  
- Ziehe, Nicola (2013): Marketing-Controlling. Köln: Johanna-Verlag.

[updated 05.12.2019]

## Professional Personnel Selection and Self-Positioning for Specialists and Managers

<b>Module name (EN): Professional Personnel Selection and Self-Positioning for Specialists and Managers</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-532
<b>Hours per semester week / Teaching method:</b> 4S (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Term paper and/or oral examination (type of exam will be announced at the beginning of the course) / can be repeated annually  [updated 13.09.2018]
<b>Applicability / Curricular relevance:</b>  MAMS-532 (P420-0025) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-532 (P420-0025) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-532 (P420-0025) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCN-532 (P420-0025) <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course MASCN-532 (P420-0025) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.



<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Markku Klingelhöfer</u>
<b>Lecturer:</b> <u>Prof. Dr. Markku Klingelhöfer</u>  [updated 24.02.2025]
<b>Learning outcomes:</b> After successfully completing this module, students will: <ul style="list-style-type: none"> <li>- _ know the essential methods and techniques of professional personnel selection.</li> <li>- _ know how to optimize key success factors in order to position themselves successfully in organizations.</li> <li>- _ have learned to independently apply selection techniques and scenarios.</li> <li>- _ be familiar with the effectiveness of various selection instruments.</li> </ul> [updated 13.09.2018]
<b>Module content:</b> <ul style="list-style-type: none"> <li>- Principles of personnel selection</li> <li>- Personnel selection methods</li> <li>- Critical success factors for optimized self-positioning</li> <li>- Professional interview techniques</li> <li>- Exercises on techniques, methods and teaching content</li> </ul> [updated 13.09.2018]
<b>Teaching methods/Media:</b> Lecture, exercises  [updated 13.09.2018]
<b>Recommended or required reading:</b> <ul style="list-style-type: none"> <li>- Achouri, Cyrus: Recruiting und Placement, 2. Auflage, Wiesbaden 2010 (1st edition from 2007 also available as an e-book in OPAC)</li> <li>- Kanning, Uwe Peter: Standards der Personaldiagnostik</li> <li>- Gabrisch, Jochen: Die Besten entdecken</li> <li>- Hesse; Schrader: Assessmentcenter für Hochschulabsolventen</li> <li>- Lucas, Michael: Effiziente Personalauswahl durch professionelle Interviewführung</li> <li>- Manke, Thomas: Personalauswahlverfahren unter der Lupe</li> <li>- Püttjer; Schnierda: Assessment-Center-Training für Führungskräfte Stotz; Wedel: Employer Branding</li> </ul> [updated 20.11.2019]

## Social Media Marketing

<b>Module name (EN): Social Media Marketing</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>

<b>Module code:</b> MARPF-563
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Written exam (90 min.)  [updated 27.01.2023]
<b>Applicability / Curricular relevance:</b>  MARPF-563 (P420-0523) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-563 (P420-0523) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Tatjana König</u>
<b>Lecturer:</b> <u>Prof. Dr. Tatjana König</u>  [updated 24.02.2025]
<b>Learning outcomes:</b> After successfully completing this module, students will... <ul style="list-style-type: none"> <li>understand the special role of social media in the general media context, but also as a unique Internet marketing tool.</li> <li>be able to independently develop a strategy including a marketing plan for a company's social media presence.</li> <li>know which instruments are necessary to implement the set goals on social media.</li> <li>know the basic rules of the game within which companies can operate on social media.</li> <li>be able to analyze the social media presence of a company holistically.</li> <li>be able to independently evaluate the success of implemented social media strategies and measures based on relevant key performance indicators and derive conclusions for the future orientation of a company</li> </ul>

towards social media.

[updated 27.01.2023]

**Module content:**

- Basics of social media
- Social media platforms
- Basics of social media marketing
- Goals & success factors of social media marketing
- Social media content marketing
- Organic social media marketing & virality in social media
- Social performance marketing
- Community management
- Influencer & content creator marketing
- Social commerce
- Social media marketing strategies
- Measuring the success of social media marketing measures
- Embedding social media in the organisation
- Social media rules of the game: Opportunities & risks of social media

[updated 27.01.2023]

**Teaching methods/Media:**

Lectures, case studies & analyses, group project, guest lectures

[updated 27.01.2023]

**Recommended or required reading:**

(Will be extended over the course of the semester)

- Kreuzer, Ralf T. (2021): Social Media Marketing kompakt (2. Aufl.). Springer Gabler,
- Levin, Aron (2020): Influencer Marketing for Brands. Apress
- Li, F., Larimo, J. & Leonidou, L.C. Social media marketing strategy: definition, conceptualization, taxonomy, validation, and future agenda. J. of the Acad. Mark. Sci. 49, 51 70 (2021).  
<https://doi.org/10.1007/s11747-020-00733-3>
- Schauer-Bieche, Florian (2019): Der Content-Coach. Springer Gabler.

[updated 27.01.2023]

## The Financial Industry in Luxembourg

<b>Module name (EN): The Financial Industry in Luxembourg</b>
<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-576
<b>Hours per semester week / Teaching method:</b> 4V (4 hours per week)
<b>ECTS credits:</b> 6

<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Oral examination  [updated 15.04.2024]
<b>Applicability / Curricular relevance:</b>  MARPF-576 (P420-0527) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-576 (P420-0527) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Jochen Pilhofer</u>
<b>Lecturer:</b> <u>Prof. Dr. Jochen Pilhofer</u>  [updated 24.02.2025]
<b>Learning outcomes:</b> Learning outcomes: After successfully completing this module, students will have gained insight into the financial industry in Luxembourg. They will be familiar with the different legal forms of companies and funds as well as their different objectives in the financial industry. They will also have insight into the fund-specific accounting rules and an understanding of the various financial market players in Luxembourg.  Students will be able to understand the theoretical foundations of the fund industry in Luxembourg and place them in the context of current issues in the financial industry. Their acquired knowledge will allow them to put the Luxembourg fund industry in a global context, as well as to assess developments in the financial industry in Luxembourg and the associated legal framework.  In detail, students will examine the different fund concepts (undertakings for collective investment (UCIs) and alternative funds), sustainability concepts in the financial industry, the typical fund life cycle and the basics of fund taxation in Luxembourg.  Finally, they will examine typical issues in fund auditing and fund accounting in case studies.  After completing this module, students will have an overview of the financial industry with a focus on the

fund industry in Luxembourg, which will enable them to delve deeper into fund accounting and the auditing of funds under commercial law in Luxembourg.

[updated 15.04.2024]

**Module content:**

Module content:

**INTRODUCTION**

Introduction of Luxembourg as one of the biggest financial markets/why Luxembourg?

How does a fund function?

Applicable regulations and laws & reporting obligations

Different legal forms of Lux funds - regulated VS unregulated (SIF, SICAR, RAIF, UCI II, UCITS, SCSp, SOPARFI)

Who is involved? (AIFM, custodian, central admin, auditor, investment advisor, GP, RTA, supervisory authority, etc.)

**THE ALTERNATIVE FUND INDUSTRY AND ITS PRODUCTS**

Infrastructure/Energy/Private equity/Debt/Real estate - What is it?

**ESG & SUSTAINABILITY**

What is ESG and what impact does it have in the world of funds?

**FUND LIFECYCLE**

How is a fund born and when does it cease to exist?

Fund accounting/Service provider

**TAXATION OF FUNDS**

The taxation of different fund structures

Deferred tax & tax provisions Basics

Uncertain tax positions

**CASE STUDIES**

J-Curve & its performance

Performance fees, management fees, carried interest, hurdle rate

Valuation & its methods / NAV calculation

Commitments/Capital calls

[updated 15.04.2024]

**Recommended or required reading:**

[updated 15.04.2024]

## Web-Based Knowledge Management

**Module name (EN): Web-Based Knowledge Management**

<b>Degree programme:</b> <u>Accounting and Finance, Master, SO 01.04.2025</u>
<b>Module code:</b> MARPF-520
<b>Hours per semester week / Teaching method:</b> 1V+3P (4 hours per week)
<b>ECTS credits:</b> 6
<b>Semester:</b> according to optional course list
<b>Mandatory course:</b> no
<b>Language of instruction:</b> German
<b>Assessment:</b> Project (creation of a website)  [updated 13.09.2018]
<b>Applicability / Curricular relevance:</b>  MAMS-520 (P420-0031) <u>Marketing Science, Master, ASPO 01.04.2016</u> , optional course MARPF-520 (P420-0031) <u>Accounting and Finance, Master, ASPO 01.10.2017</u> , optional course MARPF-520 (P420-0031) <u>Accounting and Finance, Master, SO 01.04.2025</u> , optional course MASCN-520 (P420-0031) <u>Supply Chain Management, Master, ASPO 01.04.2016</u> , optional course MASCN-520 (P420-0031) <u>Supply Chain Management, Master, ASPO 01.04.2017</u> , optional course WIMAScWPF-FÜ8 (P420-0031) <u>Industrial Engineering, Master, ASPO 01.10.2014</u> , semester 3, optional course, general subject WIM22-WPM-I-701 (P420-0031) <u>Industrial Engineering, Master, ASPO 01.04.2022</u> , semester 1, optional course, general subject
<b>Workload:</b> 60 class hours (= 45 clock hours) over a 15-week period. The total student study time is 180 hours (equivalent to 6 ECTS credits). There are therefore 135 hours available for class preparation and follow-up work and exam preparation.
<b>Recommended prerequisites (modules):</b> None.
<b>Recommended as prerequisite for:</b>
<b>Module coordinator:</b> <u>Prof. Dr. Stefan Georg</u>
<b>Lecturer:</b> <u>Prof. Dr. Stefan Georg</u>  [updated 24.02.2025]
<b>Learning outcomes:</b> After successfully completing this module, students will be able to describe the structure of a knowledge

management system.

In addition, they will be able to name the design elements of knowledge management and put them into practice.

Students will be familiar with the tasks of a content management system for creating websites.

They will be able to actively use the content management system Joomla.

Students will be able to add templates, plug-ins and modules to Joomla and use the system to create a knowledge management-based website.

*[updated 13.09.2018]*

#### **Module content:**

##### **1. Principles of Knowledge Management**

- 1.1 Basic understanding of knowledge management
- 1.2 Introducing knowledge management in companies
- 1.3 Terms and basic concepts

##### **2. Content Management Systems (CMS)**

- 2.1 Principles of content management systems
- 2.2 The CMS "Joomla!"
- 2.3 Joomla! extensions

##### **3. Planning a knowledge management-based website**

- 3.1 Developing a suitable website theme
- 3.2 The basic structure of a website
- 3.3 Developing knowledge-based content
- 3.4 Implementing the website

*[updated 13.09.2018]*

#### **Teaching methods/Media:**

Course content will be conveyed in a lecture.

Group project work: lectures will be held regularly with individual group work outside the lecture and ongoing assistance/support for the project groups.

*[updated 13.09.2018]*

#### **Recommended or required reading:**

- Altmeyer, D./Georg, S.: Die Bedeutung von Wissensmanagement für Unternehmen, 1. Auflage 2002
- Hanke, J.K.: Content Management mit Joomla! 2.5 für Kids, 1. Auflage 2012
- Jardin, D.: Joomla! 2.5: Professionelle Webentwicklung, 1. Auflage 2012
- North, K.: Wissensorientierte Unternehmensführung: Wertschöpfung durch Wissen, 5. Auflage 2011
- Probst, J./Raub, S./Romhardt, K.: Wissen managen. Wie Unternehmen ihre wertvollste Ressource nutzbar machen, 6. Auflage 2010
- Schüppel, J.: Wissensmanagement \_ Organisatorisches Lernen im Spannungsfeld von Wissens- und Lernbarrieren, 1. Auflage 1999

*[updated 13.09.2018]*