

Business Studies

Speciality in Industry and Commerce

Well-qualified employees are one of the most important contributory factors to a company's success. Specialist knowledge, soft skills and practical experience determine the level of competence and commitment in the firm. The Business Studies course in the form of a sandwich course alternating between the University of Cooperative Education and the company forms the ideal foundation: Our parallel classroom/company timetable (2½ days practical training and (minimum) two days per week in the University) ensures on-going integration in the company and introduction to practical assignments. Students become actively engaged in the firm's daily activities from early on.

The overall economic environment

Employees in industry and commerce are faced with new challenges. Factors such as orientation towards customer satisfaction, processes, flat hierarchies, increasing emphasis on cost-effectiveness are part of daily business life. In addition, the internationalisation of markets increases competition.

The University of Cooperative Education imbues students with an increased awareness of the business context in industrial or commercial companies in order to qualify them to take over leading management posts.

Course objectives

The course objectives in 3 years at the University of Cooperative Education are ambitious. As a result, we demand from our students an above-average commitment, both in the company and in the classroom, as well as exceptional interest in their specific subjects and in the overall economic context.

Primary Aims of the Course:

- to impart the knowledge necessary for an academically-based and, at the same time, practically-orientated qualification within a short period.
- the attainment of methods and soft skills, both in the theoretical part of the course, as much as in the hands-on activity,
- to enable graduates to shoulder specialist and management tasks early on.

Fields of activity

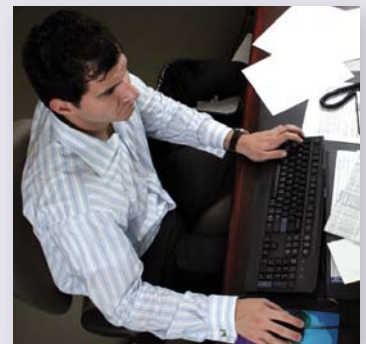
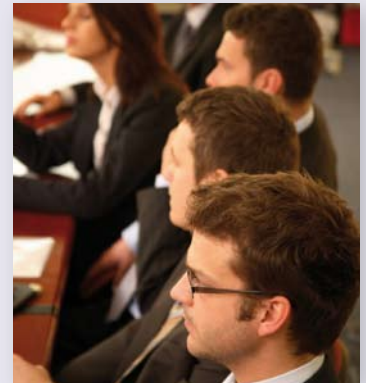
Graduates are capable, immediately after finishing the Course, of taking on positions of responsibility in:

- Personnel or Training Departments
- Marketing and Distribution
- Sales (eg: as Manager of a Department, Branch, Area or Product)
- Financial Controlling
- Corporate Planning
- Management
- Finance and Accounting

Companies

The course training partners can be any of the types of enterprise in the industry:

- companies in the consumer goods, as well as in the investment goods sector and industry service providers
- big companies
- Small and Medium Enterprises offering training posts



Course Duration:
3 years / 6 Semesters

Academic Award:
B.A. (Bachelor of Arts)
Speciality in Industry and Commerce

Study Locations:
Darmstadt, Heidelberg,
Erfurt, Berlin, Bochum,
Cologne, Munich, Hamburg

Accommodation:
We will be pleased to help
you find accommodation.

Business Studies Speciality in Industry and Commerce

Curriculum*



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Module Related course / unit	Sem.	Hours	Credits/ Module
Semester 1			
Module: Introduction to Business Studies	1		5
Fundamentals of Business Studies	1	30	
Financial accounting	1	30	
Module: Fundamentals of Macroeconomics (ME I)	1+2		
Fundamentals of Macroeconomics 1	1	30	
Module: Information Technology	1+2		
Information technology 1	1	30	
Module: Introduction to industry, trade, banking and insurance	1		6
Introduction to industry, trade, banking and insurance	1	80	
Module: Law I	1+2		
Fundamentals of Civil Law	1	30	
Module: Business mathematics I	1		5
Business mathematics 1	1	40	
Module: Interdisciplinary Skills I	1+2		
Preliminary English 1	1	20	
Fundamentals of academic method	1	20	
Theory-to-practice transfer I	1		5
Total Semester 1		310	21
Semester 2			
Module: Business Studies II	2		5
Fundamentals of the business decision-making process	2	30	
Financial reporting procedure	2	30	
Module: Fundamentals of Macroeconomics	1+2		5
Fundamentals of Macroeconomics 2	2	30	
Module: Information Technology	1+2		5
Information technology 2	2	30	
Module: Introduction to industry, trade, banking and insurance I	2		6
Industry 1	2	20	
Trade 1	2	20	
Banking 1	2	20	
Insurance 1	2	20	
Module: Law I	1+2		4
Trade and company law	2	30	
Module: Business mathematics II	2		5
Business mathematics 2	2	40	
Module: Interdisciplinary Skills I	1+2		4
Public speaking and communication	2	20	
Preliminary English 2	2	20	
Theory-to-practice transfer II (including a colloquium)	2	10	5
Total Semester 2		320	39
Semester 3			
Module: Cost and financial management	3		6
Investment and financing	3	30	
Cost calculation	3	30	
Module: Marketing and sales	3		4
Marketing and sales	3	40	
Module: Introduction to industry, trade, banking and insurance II	3		6
Industry 2	3	20	
Trade 2	3	20	
Banking 2	3	20	
Insurance 2	3	20	
Module: Statistics	3		7
Statistics	3		60

Module Related course / unit	Sem.	Hours	Credits/ Module
Module: Macroeconomics II	3+4		
International economic policy	3	20	
Module: Interdisciplinary Skills II	3+4		
Presentation and chairing a meeting	3	20	
Vantage English 1	3	20	
Theory-to-practice transfer III (including a colloquium)	3	10	5
Total Semester 3		310	28
Semester 4			
Module: Corporate Management I	4		6
Financial Controlling 1	4	30	
Organisation/enterprise management	4	40	
Management of international businesses	4	20	
Module: Introduction to industry, trade, banking and insurance III	4		6
Industry 3, Trade 3, Banking 3, Insurance 3	4	80	
Module: Macroeconomics II	3+4		4
Finance	4	20	
Module: Interdisciplinary Skills II	3+4		6
Vantage English 2	4	20	
Module: Second Year Trainee Project	4	10	10
Total Semester 4		220	32
Semester 5			
Module: Corporate Management II	5		7
Organisation and personnel management	5	30	
Controlling 2 (planned cost calculation, other planning processes)	5	30	
Corporate ethics	5	20	
Seminar: practice firm	5	20	
Module: Compulsory electives area	5	60	5
Module: Compulsory electives area	5	60	5
Module: Law II	5		4
Solving practical legal problems	5	20	
Law on international trade	5	20	
Module: Interdisciplinary Skills III	5+6		
Intercultural skills	5	20	
Project management	5	20	
Higher English 1	5	20	
Theory-to-practice transfer IV (including a colloquium)	5	10	5
Total Semester 5		330	26
Semester 6			
Module: External and international Accounting	6		5
External Accounting (consolidated accounts, international financial reporting)	6	30	
Case studies in external accounting (exercise)	6	20	
Module: Compulsory electives area	6	60	5
Module: Compulsory electives area	6	60	5
Module: Interdisciplinary Skills III	5+6		7
Higher English 2	6	20	
Module: Bachelor Project	6	10	12
Total Semester 6		200	34
Overall total		1690	180
Compulsory elective area: Of the four special areas industry, trade, banking and insurance, two specialities have to be chosen as Major Subjects and taken as compulsory elective subjects. The decision once taken applies to Semesters 5 and 6.			
In each academic year a total of 60 credits has to be acquired. Where modules last over 2 semesters, evaluation and awarding of the credits is done after completion of the module in the second semester.			