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Faculty of Economic Sciences:

Following the decision of the Faculty Council of Economic Science on 07.02.2024, the Presidential Board of the University of Göttingen approved the first amendment to the examination and study regulations for the consecutive Master's degree programme "Management" on 03.04.2024 in the version published on 31.08.2023 (Official Announcements I Nr. 26/2023 p. 901) approved (§ 44 section 1 sentence 2 NHG in the version of the announcement of 26.02.2007 (Nds. GVBl. p. 69), last amended by Article 12 of the Act of 14.12.2023 (Nds. GVBl. p. 320); § 37 section 1 sentence 3 no. 5 b) NHG, § 44 section 1 sentence 3 NHG).

**Examination and Study Regulations for the consecutive Master's Degree Programme
"Management" of the Georg-August-Universität Göttingen**

§ 1 Scope

(1) The provisions of the "General Examination Regulations for Bachelor's and Master's Degree Programmes and Other Degree Programmes at the University of Göttingen" (APO) and the "Framework Examination and Study Regulations for Master's Degree Programmes at the Faculty of Business, Economics and Informatics" (RPO-MA), as amended, apply to the consecutive Master's degree programme in Management at the University of Göttingen.

(2) These regulations govern the further provisions for the completion of the master's degree programme.

§ 2 Qualification Objectives

¹In addition to the general objectives of the master's degree programme defined in the RPO-MA, graduates acquire the necessary knowledge, skills and methods of various business administration functions, taking into account the requirements and changes in the professional world, in order to enable them to carry out independent scientific work, to critically classify scientific findings and to act responsibly. ²This should enable them to either successfully enter senior professional positions in a wide range of functions and industries or to complete doctoral studies. ³The Master's degree programme in Management provides a broad education in various research- and application-oriented business management methods while at the same time enabling students

to specialise by choosing a suitable individual focus. ⁴Students acquire the skills to familiarise themselves with new scientific developments in various areas of management and, in addition, they acquire the ability to map and analyse entrepreneurial decisions in all relevant economic and socio-political consequences in integrated courses. ⁵Particular emphasis is placed on the integration of the cross-cutting topics of digitalisation and sustainability in teaching. ⁶On the basis of the competences acquired, graduates have the ability to solve complex economic problems and are given the opportunity to perform leadership and many management functions.

§ 3 Recommended Knowledge

¹A sound knowledge of mathematics, statistics and information technology (IT) is particularly beneficial for the master's degree programme. ²Students whose performance in mathematics and statistics during their first academic programme was no better than satisfactory and whose IT skills are poor are recommended to undertake appropriate further training before starting the master's degree programme. ³In addition, a very good knowledge of English is required for the master's programme. ⁴Students who do not have a sound knowledge of English are recommended to undertake appropriate further training before commencing their studies.

§ 4 Content structure of the Master's programme and credit requirements

(1) The 120 C to be completed in the Master's degree programme in Management in a standard course length of four semesters are made up as follows:

| | |
|---------------------------------------|---------|
| 1. Basic Modules in Management Skills | 30 C |
| 2. Specialisation Area | 30 C |
| 3. Compulsory Elective Area Seminar | 6-12 C |
| 3. Elective Area | 18-24 C |
| 4. Master's Thesis | 30 C |

(2) ¹The basic modules are intended to impart fundamental theoretical and practical management skills. ²At the same time, the basic modules serve to impart important key competencies. ³The knowledge acquired serves to prepare students for their later career entry as well as their further course of study. ⁴The basic modules "Problem Solving and Communication Skills", "Research Methods" and "Career Development" should therefore be taken in the first semester. ⁵The basic module "Practical Project" should be taken in the second semester. ⁶In the specialisation area, students deepen their knowledge in a business area or function or choose a generalist education.

⁷This allows students to specialise in the areas of "Innovation & Entrepreneurship Management", "International Management", "Leadership & Human Resource Management", "Marketing & E-Business Management", "Corporate Control & Supply Chain Management" and "Business Development & Strategic Management", thus enabling a clear profile development. ⁸If students are aiming for a generalist education, they can choose a specialisation in "General Management". ⁹Seminars and projects are usually held jointly by several organisers. ¹⁰In the elective area, students can acquire knowledge for individual profile development and from other areas of economics and related fields.

(3) ¹The specialisation within the master's degree programme should enable students to acquire specific professional qualifications in a functional area of management. ²A maximum of one of the areas of specialisation listed in section 2 may be chosen as a specialisation. ³If modules totalling at least 30 C have been successfully completed for the chosen area of specialisation, certification will be awarded. ⁴A minimum of 6 C and a maximum of 12 C of these 30 C must be selected through modules from the area of in-depth research methods. ⁵The modules chosen from the area of in-depth research methods must be assigned to the chosen specialisation.

(4) An overview of the modules that can be selected in the individual areas and the allocation of modules to areas of specialisation can be found in Appendix I and II.

(5) ¹A master's thesis totalling 30 C must be completed within 20 weeks. ²A component of the master's thesis is participation in a research colloquium in which the student's own work is presented.

(6) Appendix IV provides a schematic overview of the structure of the Master's degree programme in Management and contains a suggested timetable.

§ 5 Double Degree Programme with the University of Nanjing

(1) ¹The University of Nanjing, VR China, and the University of Göttingen jointly run a double degree programme. ²The provisions of these Examination and Study Regulations shall apply, unless otherwise stipulated below. ³For the modules offered by the University of Nanjing, the provisions of the University of Nanjing apply exclusively.

(2) Students of the Master's degree programme "Management" are entitled to participate in this programme in accordance with the following provisions.

(3) ¹An aptitude assessment and selection procedure shall be carried out for the five [5] places available each year for students on the Master's degree programme in Management. ²The decision is made by a selection committee; the voting members of this committee are the chairperson of the selection committee formed in accordance with the regulations on admission

requirements and admission to the consecutive Master's degree programme in Management (ZZO Management) as amended, the double degree coordinator and a teaching member of the staff group of the Faculty of Economic Science as well as a member of the student group in an advisory capacity. ³The members of the staff group and the student group are appointed by the corresponding group representation in the Faculty Council of the Faculty of Economic Science.

(4) ¹The application for admission to the double degree programme must be submitted to the Dean's Office of the Faculty of Economic Science by 15 May each year with the application for admission to the Master's degree programme in Management. ²The application must be accompanied by the following documents:

- the degree certificate from the student's previous degree programme in the form of certified transcripts or certified English translations if the originals are not in English or German; if a degree certificate is not yet available, a certificate (with verification key or certificate from the issuing institute) of the achievements, credits and average grade must be submitted,
- an English-language textual description of the student's motivation for admission to the double degree programme and his/her study objectives, and
- a curriculum vitae in tabular form, written in English, with a meaningful description of the student's educational background, showing what practical professional knowledge and other professional qualifications or periods spent abroad the student can demonstrate.

(5) ¹Students whose native language is not English must have a very good command of English.

²Very good English language skills must be demonstrated with standardised or accredited certificates at least at level C1 of the Common European Framework of Reference for Languages of the Council of Europe (CEFR) or comparable achievements; the following serve as proof:

- a) Proof of at least one (business) English course at level C1 from an accredited university;
- b) Cambridge English Scale: at least 180 points;
- c) "International English Language Testing System" (IELTS Academic): at least band 6.5;
- d) "Test of English as a Foreign Language, internet-based test" (TOEFL iBT): at least 100 points;
- e) Global Scale of English (Pearson Academic): at least 76 points;
- f) UNiCert, at least level III,
- g) NULTE* certificates at level C1: Acert (Poland), CertACLES (Spain), CLES (France), UNiCert@LUCE (Czech Republic and Slovakia), UNI-LANG (United Kingdom). *Network of University Language Testers in Europe.
- h) China's "College English Test 6" (CET-6): min. 500 points.

³Other certificates according to the "Common European Framework of Reference for Languages" (CEFR) or comparable achievements require an examination and assessment by the Central Institution for Languages and Key Competencies (ZESS) at the University of Göttingen. ⁴As a rule, successful completion of the test may not date back more than three years prior to receipt of the application for admission to the master's degree programme. ⁵Applicants are exempt from the obligation to provide proof of a test if they

- a) have spent at least two years at school, studying or working in an English-speaking country within the last five years prior to receipt of the application for admission,
- b) have successfully completed a degree programme taught entirely in English, or
- c) have an education equivalent to a German university entrance qualification obtained at an English-speaking school.

(6) ¹The selection committee of the degree programme makes the selection on the basis of the following criteria:

- a) The following admission requirements apply initially:
 - aa) The applicant has already completed studies in a relevant bachelor's degree programme or an equivalent degree programme at the time of application or has acquired at least 150 credits, including at least 18 credits from modules with a high academic level.
 - ab) The current average grade or the average grade of the previous degree programme determined from the previous examination results is at least 2.3.
- b) Of the applicants who fulfil the admission requirements according to letter a), only those who receive at least 15 points based on the assessment of the following aptitude criteria in accordance with the following provisions are eligible for admission.
 - ba) Points are awarded as follows on the basis of the overall grade or the average grade of the previous degree programme determined from the previous examination results:

| | |
|--|------------|
| 1.0 up to and including 1.2 | 10 points, |
| greater than 1.2 up to and including 1.4 | 9 points, |
| greater than 1.4 up to and including 1.5 | 8 points, |
| greater than 1.5 up to and including 1.6 | 7 points, |
| greater than 1.6 up to and including 1.7 | 6 points, |
| greater than 1.7 up to and including 1.8 | 5 points, |
| greater than 1.8 up to and including 1.9 | 4 points, |

| | |
|--|-----------|
| greater than 1.9 up to and including 2.0 | 3 points, |
| greater than 2.0 up to and including 2.1 | 2 points, |
| greater than 2.1 up to and including 2.2 | 1 point, |
| greater than 2.2 up to and including 2.3 | 0 points. |

bb) ¹The selection committee will conduct a selection interview with each applicant lasting approximately 15 minutes. ²The interview covers the applicant's motivation, other professional qualifications, previous experience abroad and their practical professional knowledge. ³At the end of the interview, the members of the selection committee will assess the applicant's suitability for participation in the double degree programme according to the following scale:

| | |
|------------------------|---------|
| The applicant is | scores |
| outstandingly suitable | 19 – 20 |
| very well suited | 15 – 18 |
| well suited | 11 – 14 |
| suitable | 7 – 10 |
| limited suitability | 3 – 6 |
| hardly suitable | 0 - 2. |

⁴Minutes must be taken of the main questions and answers during the interview and signed by the members of the selection committee. ⁵In order to limit the number of participants in the selection interview, a preselection may be made from the applications received to at least twice the number of places to be allocated in the double degree programme. ⁶For this purpose, a ranking list will be drawn up in accordance with letters ba). ⁷If there is a tie, all applicants with the highest ranking will be admitted to the programme.

c) Selection is based on the ranking list in accordance with letter b) among all applicants who have received at least 15 points, starting with the highest score achieved. The points achieved in accordance with letters ba) and bb) are added together; in the event of a tie, the grade of the bachelor's degree or an equivalent degree is decisive; if the tie persists, the final decision is made by drawing lots.

(7) ¹Students in the double degree programme with Nanjing University spend the first year of study at Göttingen University and the second year of study at Nanjing University. ²This results in the following programme structure (differentiated by academic year in brackets):

| | | |
|---------------------------------------|------|--------|
| 1. Basic Modules in Management Skills | 30 C | (30/0) |
|---------------------------------------|------|--------|

| | | |
|--|--------|----------|
| 2. Specialisation Area in International Management | 30 C | (30/0) |
| 3. Compulsory Area | 17.5 C | (0/17.5) |
| 4. Elective Area | 12.5 C | (0/12.5) |
| 5. Master's Thesis | 30 C | (0/30) |

³The exact programme structure and the selectable modules can be found in Appendix III.

⁴Appendix V provides a schematic overview of the double degree programme and contains a suggested timetable.

(8) ¹Repeat examinations for failed module examinations can also be taken at the partner university. ²The examination conditions of the University offering the module apply; the assessment is carried out by examiners from the University offering the module.

(9) ¹§ 4 Section 5 applies accordingly to the preparation of the master's thesis. ²A teaching member of the research colloquium may be an authorised examiner at the University of Göttingen.

(10) ¹All students in the double degree programme with the University of Nanjing must successfully complete the master's thesis worth 30 C. ²The supervisors of the master's thesis are authorised examiners from Nanjing University. ³The examination regulations of Nanjing University apply.

(11) After passing the master's examination, the University of Göttingen shall award the degree of "Master of Science (M.Sc.)" and the University of Nanjing the degree of "Master of Management".

(12) ¹Each of the universities shall issue a certificate for the degree awarded by it, whereby both certificates shall be coordinated in such a way that they form a single certificate in terms of content.

²The certificate can only be issued interlocked. ³The University of Göttingen issues the certificate with the date of the certificate in English and in German; in addition to the indication of the degree programmes, it contains the indication of the bi-national orientation.

(13) ¹The two degrees can be used independently. ²If both degrees are to be combined, they shall be connected by a slash. ³This also applies to the abbreviated form. ⁴The legal provisions on the use of foreign degrees shall remain unaffected.

§ 6 Entry into force; transitional provisions

(1) These regulations shall enter into force on 01.10.2023 following their publication in the Official Announcements I of the University of Göttingen.

(2) ¹An examination in accordance with the examination and study regulations for the consecutive Master's degree programme "Corporate Management" in the version published on 18.11.2014 (Official Announcements I No. 45 p.1548), last amended by resolution of the Presidential Board on 24.04.2023 (Official Announcements I No. 14/2023 p. 500), will be carried out for the last time

in the winter semester 2025/26 for students of this degree programme who began their studies before the winter semester 2023/24 and have been continuously enrolled since then. ²If, in individual cases, this means undue hardship for a student due to a delay in studies for which he or she is not responsible, an examination may be carried out in the winter semester 2026/27 at the latest upon application, which must be submitted before the end of the standard period in accordance with sentence 1. ³The delay in studies must have occurred within the standard period in accordance with sentence 1; delays before the decision to close this degree programme comes into force shall not be taken into account. ⁴Undue hardship may exist in particular in the case of effects that extend the period of study:

- a) the care and upbringing of children within the meaning of § 25 section 5 BAföG;
- b) a disability or serious illness;
- c) a criminal offence of which the student was a victim;
- d) the student's participation in the University's committees;
- e) the care of a close relative in need of care according to an expert opinion of the medical service of the health insurance.

⁵The student is obliged to submit suitable documentation on request. ⁶The decision according to sentence 2 is the responsibility of the examination board.

(3) Section 2 sentences 1 and 2 shall not apply to module overviews and module descriptions in the case of examinations still to be taken, unless the protection of a student's legitimate expectations requires a different decision by the Examination Board, and provided that changes to the module overview and module descriptions have been made known to the students concerned in a suitable manner and in good time.

(4) ¹The examination and study regulations for the consecutive Master's degree programme in "Corporate Management" in the version published on 18.11.2014 (Official Announcements I No. 45 p. 1548), last amended by the Presidential Board's resolution of 24.04.2023 (Official Announcements I No. 14/2023 p. 500), shall expire at the end of 31.03.2026; section 3 sentences 2 to 6 shall remain unaffected. ²Students within the meaning of section 2 sentence 1 shall, upon application, be examined in full in accordance with the provisions of these Examination and Study Regulations.

Appendix I: Module Overview

A total of at least 120 C must be successfully completed in accordance with the following provisions.

1. Basic Modules in Management Skills (30 C)

The following four basic modules totalling 30 C must be successfully completed:

| | | |
|-----------------|-----------------------------------|------|
| M.WIWI-MAN.0001 | Problem Solving and Communication | 6 C |
| M.WIWI-MAN.0002 | Career Development | 6 C |
| M.WIWI-MAN.0003 | Practical Project | 12 C |
| M.WIWI-BWL.0168 | Empirical Methods and Competences | 6 C |

2. Specialisation Area (30 C)

The following specialisations can be chosen:

- "Innovation & Entrepreneurship Management"
- "International Management"
- "Leadership & Human Resource Management"
- "Marketing & E-Business Management"
- "Corporate Control & Supply Chain Management"
- "Business Development & Strategic Management"

In addition to these specialisations, students can also choose a "General Management" specialisation, which does not provide for a specific functional specialisation as part of the master's degree. Detailed overviews of the individual modules of the various specialisations can be found in Appendix II.

3. Compulsory Elective Area Seminar (6-12 C)

Modules totalling 6 or 12 C must be successfully completed from the following range.

| | | |
|-----------------|--|-----|
| M.WIWI-BWL.0025 | Seminar Corporate Development | 6 C |
| M.WIWI-BWL.0064 | Seminar "Current Developments in Business Studies" | 6 C |
| M.WIWI-BWL.0066 | Seminar "Marketing and Competitive Strategies in Industry and Trade" | 6 C |
| M.WIWI-BWL.0078 | Seminar "Current Research Approaches in Marketing" | 6 C |
| M.WIWI-BWL.0096 | Seminar "Current Issues in Innovation Management" | 6 C |
| M.WIWI-BWL.0098 | Management and Corporate Control | 6 C |
| M.WIWI-BWL.0108 | Empirical Management Research | 6 C |
| M.WIWI-BWL.0110 | Strategic Human Resource Development | 6 C |

| | | |
|-----------------|---|------|
| M.WIWI-BWL.0114 | Empirical Seminar: Social Network Analysis | 6 C |
| M.WIWI-BWL.0115 | Human Resource Management Seminar | 6 C |
| M.WIWI-BWL.0118 | Survey Research | 6 C |
| M.WIWI-BWL.0129 | International Management Research Seminar | 6 C |
| M.WIWI-BWL.0142 | Publishing in Management Journals | 6 C |
| M.WIWI-BWL.0157 | Resourcing in Entrepreneurship | 6 C |
| M.WIWI-BWL.0158 | Entrepreneurial Projects | 6 C |
| M.WIWI-BWL.0159 | Current Issues in Entrepreneurship Research | 6 C |
| M.WIWI-BWL.0174 | Topics in Strategic Alliances Research | 6 C |
| M.WIWI-BWL.0175 | Entrepreneurship Research | 6 C |
| M.WIWI-BWL.0176 | Incentives and Individual Performance | 6 C |
| M.WIWI-WIN.0004 | Crucial Topics in Information Management | 12 C |
| M.WIWI-WIN.0005 | Seminar on Information Systems | 12 C |
| M.WIWI-WIN.0012 | Applied Empirical Research | 6 C |
| M.WIWI-WIN.0032 | Information Systems Research | 12 C |

4. Elective Area (18-24 C)

Modules totalling 18-24 C must be successfully completed in accordance with the following provisions:

a. Modules from the master's degree programmes offered by the Faculty of Economic Science with the identifier M.WIWI- can be selected, provided that the admission requirements specified there are met.

b. The following modules can also be selected:

| | | |
|------------|---|-----|
| M.Agr.0197 | Sustainability – basics and application | 6 C |
| S.RW.1124 | Fundamentals of labour law | 6 C |
| S.RW.1125 | Coalition, collective agreement and industrial action law | 6 C |
| S.RW.1129 | International and European Business Law | 6 C |
| S.RW.1131a | Fundamentals of Corporate Law | 6 C |
| S.RW.1131b | Fundamentals of Corporate Law | 6 C |
| S.RW.1132 | Competition Law (UWG) | 6 C |
| S.RW.1133 | Capital Market and Stock Exchange Law | 6 C |
| S.RW.1134 | Banking and Insurance Supervision | 6 C |
| S.RW.1215 | European Law I | 6 C |
| S.RW.1217 | International Law I | 6 C |
| S.RW.1234 | European Law II | 6 C |

c. ¹In the elective area, other modules (alternative modules) may be taken instead of the modules listed in letters a) and b) in accordance with the following provisions. ²Prerequisites for the consideration of an alternative module are

- a) a written application by the student, which must be submitted to the Dean of Studies of the Faculty of Economic Science prior to taking the alternative module;
- b) the approval of the Dean of Studies of the faculty or teaching unit offering the alternative module.

³The decision on the approval of the application is made by the Dean of Studies of the Faculty of Economic Science. ⁴Before making the decision, the Dean of Studies will obtain an opinion on the appropriateness of the module replacement from lecturers of the degree programme in which the student is enrolled. ⁵The application may be rejected without stating reasons; the student making the application has no legal claim. ⁶The consideration of a module that has already been completed as an alternative module is excluded.

5. Master's Thesis

The successful completion of the master's thesis earns 30 C.

Appendix II: Declaration of Specialisations

A maximum of one of the following 7 areas of specialisation can be declared, provided that modules totalling at least 30 C from the respective area of specialisation have been successfully completed. Modules totalling at least 6 C and a maximum of 12 C must be selected from the area of in-depth research methods, whereby these modules must also be assigned to the relevant area of specialisation in accordance with the following overview. The allocation of modules to the individual specialisations can be found in the following overview:

a. Area of Specialisation "Innovation & Entrepreneurship Management"

aa. The following modules are assigned to the specialisation "Innovation & Entrepreneurship Management":

| | | |
|-----------------|-----------------------------------|------|
| M.WIWI-BWL.0089 | Innovation Management | 6 C |
| M.WIWI-BWL.0097 | Strategic Management | 6 C |
| M.WIWI-BWL.0112 | Corporate Development | 6 C |
| M.WIWI-BWL.0154 | Business Design for Entrepreneurs | 6 C |
| M.WIWI-BWL.0158 | Entrepreneurial Projects | 6 C |
| M.WIWI-BWL.0173 | Entrepreneurship | 6 C |
| M.WIWI-WIN.0032 | Information Systems Research | 12 C |
| M.WIWI-WIN.0033 | Digital Platforms | 6 C |
| M.WIWI-HGM.0009 | Immigrant Entrepreneurship | 6 C |

ab. The following modules from the area of in-depth research methods can be selected as part of the specialisation "Innovation & Entrepreneurship Management" (min. 6 C and max. 12 C; cf. § 3 section 4 sentence 4):

| | | |
|-----------------|--|-----|
| M.WIWI-BWL.0108 | Empirical Management Research | 6 C |
| M.WIWI-BWL.0114 | Empirical Seminar: Social Network Analysis | 6 C |
| M.WIWI-BWL.0169 | Marketing Research | 6 C |
| M.WIWI-BWL.0175 | Entrepreneurship Research | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-QMW.0036 | Economic and Business Forecasting | 6 C |
| M.WIWI-QMW.0039 | Seminar Economic and Business Forecasting | 6 C |
| M.WIWI-VWL.0041 | Panel Data Econometrics | 6 C |

b. Area of Specialisation "International Management"

ba. The following modules are assigned to the specialisation "International Management":

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0100 | International Management | 6 C |
| M.WIWI-BWL.0105 | International Company Taxation | 6 C |
| M.WIWI-BWL.0109 | International Human Resource Management | 6 C |
| M.WIWI-BWL.0122 | Cross-Cultural Management | 6 C |
| M.WIWI-BWL.0145 | Doing Business in India | 3 C |
| M.WIWI-BWL.0146 | Doing Business in Japan | 3 C |
| M.WIWI-BWL.0147 | Doing Business in Korea | 3 C |
| M.WIWI-BWL.0165 | Global Virtual Team Management | 6 C |
| M.WIWI-VWL.0092 | International Trade | 6 C |

bb. The following modules from the area of in-depth research methods can be selected as part of the specialisation "International Management" (min. 6 C and max. 12 C; cf. § 3 section 4 sentence 4):

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0118 | Survey Research | 6 C |
| M.WIWI-BWL.0129 | International Management Research Seminar | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0011 | Advanced Statistical Programming with R | 9 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-VWL.0041 | Panel Data Econometrics | 6 C |

c. Area of Specialisation "Leadership & Human Resource Management"

ca. The following modules are assigned to the specialisation "Leadership & Human Resource Management":

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0071 | Leadership | 6 C |
| M.WIWI-BWL.0091 | Organisational Behaviour | 6 C |
| M.WIWI-BWL.0109 | International Human Resource Management | 6 C |
| M.WIWI-BWL.0162 | Managing the Future of Work | 6 C |
| M.WIWI-BWL.0176 | Incentives and Individual Performance | 6 C |
| M.WIWI-WIP.0011 | Diagnostics and Assessment in Vocational Education and Training | 6 C |
| M.WIWI-WIP.0015 | Future Work Skills and Implications for Personnel Development | 6 C |
| M.Soz.30a | Labour and Social Structure | 6 C |
| S.RW.1126 | Company and entrepreneurial co-determination | 6 C |

cb. The following modules from the area of in-depth research methods can be selected as part of the area of specialisation "Leadership & Human Resource Management" (min. 6 C and max. 12 C; cf. § 3 section 4 sentence 4):

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0115 | Human Resource Management Seminar | 6 C |
| M.WIWI-BWL.0118 | Survey Research | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0011 | Advanced Statistical Programming with R | 9 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-VWL.0041 | Panel Data Econometrics | 6 C |

d. Area of specialisation "Marketing & E-Business Management"

da. The following modules are assigned to the specialisation "Marketing & E-Business Management":

| | | |
|-----------------|--|------|
| M.WIWI-BWL.0055 | Marketing Channel Strategy | 6 C |
| M.WIWI-BWL.0075 | Pricing Strategy | 6 C |
| M.WIWI-BWL.0089 | Innovation Management | 6 C |
| M.WIWI-BWL.0095 | Strategic Marketing | 6 C |
| M.WIWI-BWL.0153 | Digital Marketing | 6 C |
| M.WIWI-BWL.0171 | Research Project | 12 C |
| M.WIWI-WIN.0002 | Integrated Application Systems | 6 C |
| M.WIWI-WIN.0008 | Change & Run IT | 6 C |
| M.WIWI-WIN.0033 | Digital Platforms | 6 C |
| M.WIWI-WIN.0034 | Digital Strategy and Interorganisational Information Systems | 6 C |

db. The following modules from the area of in-depth research methods can be selected as part of the specialisation "Marketing & E-Business Management" (min. 6 C and max. 12 C; cf. § 3 section 4 sentence 4):

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0169 | Marketing Research | 6 C |
| M.WIWI-BWL.0170 | Advanced Research Methods | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-QMW.0036 | Economic and Business Forecasting | 6 C |
| M.WIWI-QMW.0039 | Seminar Economic and Business Forecasting | 6 C |

e. Area of Specialisation "Corporate Control & Supply Chain Management"

ea. The following modules are assigned to the specialisation "Corporate Control & Supply Chain Management":

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0009 | Behavioural Controlling | 6 C |
| M.WIWI-BWL.0010 | Corporate Valuation | 6 C |
| M.WIWI-BWL.0023 | Performance Management | 6 C |
| M.WIWI-BWL.0024 | Corporate Planning | 6 C |
| M.WIWI-BWL.0085 | Financial and Sustainability Controlling | 6 C |
| M.WIWI-BWL.0113 | Process Management | 6 C |
| M.WIWI-BWL.0152 | Controlling in the digital age | 6 C |
| M.WIWI-BWL.0176 | Incentives and individual performance | 6 C |
| M.WIWI-WIN.0003 | Information Management | 6 C |
| M.WIWI-WIN.0026 | Machine Intelligence: Concepts and Applications | 6 C |

eb. The following modules from the area of in-depth research methods can be selected as part of the specialisation "Corporate Control & Supply Chain Management" (min. 6 C and max. 12 C; cf. § 3 section 4 sentence 4):

The following modules are offered to obtain the minimum of 6 C and maximum of 12 C in the area of research methods within the specialisation:

| | | |
|-----------------|-----------------------------------|-----|
| M.WIWI-BWL.0108 | Empirical Management Research | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-QMW.0036 | Economic and Business Forecasting | 6 C |
| M.WIWI-VWL.0041 | Panel Data Econometrics | 6 C |

f. Area of Specialisation "Business Development & Strategic Management"

fa. The following modules are assigned to the specialisation "Business Development & Strategic Management":

| | | |
|-----------------|--|-----|
| M.WIWI-BWL.0023 | Performance Management | 6 C |
| M.WIWI-BWL.0074 | Organisational Theories for Management Practice | 6 C |
| M.WIWI-BWL.0097 | Strategic Management | 6 C |
| M.WIWI-BWL.0100 | International Management | 6 C |
| M.WIWI-BWL.0112 | Corporate Development | 6 C |
| M.WIWI-BWL.0173 | Entrepreneurship | 6 C |
| M.WIWI-WIN.0003 | Information Management | 6 C |
| M.WIWI-WIN.0034 | Digital Strategy and Interorganisational Information Systems | 6 C |

M.WIWI-WIN.0039 Strategic Thinking for Future Leaders 6 C

fb. The following modules from the area of in-depth research methods can be selected as part of the specialisation "Business Development & Strategic Management" (min. 6 C and max. 12 C; cf. § 3 section 4 sentence 4):

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0108 | Empirical Management Research | 6 C |
| M.WIWI-BWL.0114 | Empirical Seminar: Social Network Analysis | 6 C |
| M.WIWI-BWL.0163 | Methods of Empirical Accounting and Capital Market Research | 6 C |
| M.WIWI-BWL.0172 | Empirical Research on Sustainability Reporting | 6 C |
| M.WIWI-VWL.0041 | Panel Data Econometrics | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-QMW.0036 | Economic and Business Forecasting | 6 C |
| M.WIWI-QMW.0039 | Seminar Economic and Business Forecasting | 6 C |

g. Area of Specialisation "General Management"

In addition to the above-mentioned specialisations, a specialisation in "General Management" can also be chosen. In order for this specialisation to be certified, modules according to letters a to f totalling 30 C, including at least 6 C and a maximum of 12 C in the area of in-depth research methods, must be successfully completed.

Appendix III:

Module Overview for Students in the Double Degree Programme with the University of Nanjing, China

A. First year of study at the University of Göttingen (60 C)

1. Basic Modules in Management Skills (30 C)

The following four basic modules totalling 30 C must be successfully completed.

| | | |
|-----------------|-----------------------------------|------|
| M.WIWI-MAN.0001 | Problem Solving and Communication | 6 C |
| M.WIWI-MAN.0002 | Career Development | 6 C |
| M.WIWI-MAN.0003 | Practical Project | 12 C |
| M.WIWI-BWL.0168 | Empirical Methods and Competences | 6 C |

2. Specialisation Area in International Management (30 C)

a. Modules from the following overview totalling 24 C must be successfully completed.

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0100 | International Management | 6 C |
| M.WIWI-BWL.0105 | International Company Taxation | 6 C |
| M.WIWI-BWL.0109 | International Human Resource Management | 6 C |
| M.WIWI-BWL.0122 | Cross-Cultural Management | 6 C |
| M.WIWI-BWL.0145 | Doing Business in India | 3 C |
| M.WIWI-BWL.0146 | Doing Business in Japan | 3 C |
| M.WIWI-BWL.0147 | Doing Business in Korea | 3 C |
| M.WIWI-BWL.0165 | Global Virtual Team Management | 6 C |
| M.WIWI-VWL.0092 | International Trade | 6 C |

b. An additional module from the following list of in-depth research methods totalling 6 C must be successfully completed in order to successfully complete the specialisation "International Management". The module "International Management Research Seminar" is recommended.

| | | |
|-----------------|---|-----|
| M.WIWI-BWL.0118 | Survey Research | 6 C |
| M.WIWI-BWL.0129 | International Management Research Seminar | 6 C |
| M.WIWI-QMW.0010 | Multivariate Statistics | 6 C |
| M.WIWI-QMW.0011 | Advanced Statistical Programming with R | 9 C |
| M.WIWI-QMW.0012 | Multivariate Time Series Analysis | 6 C |
| M.WIWI-VWL.0041 | Panel Data Econometrics | 6 C |

B. Second year of study at Nanjing University (60 C)

1. Compulsory Area (17,5 C)

The following modules totalling 17.5 C must be successfully completed:

| | |
|-------------------|-------|
| Overview of China | 7,5 C |
|-------------------|-------|

| | |
|--------------------------|------|
| Chinese language courses | 10 C |
|--------------------------|------|

If students already have the HSK3 certificate, other modules from the 2nd elective area can be taken instead of the language course.

2. Elective Area (12,5 C)

Modules totalling at least 12.5 C must be successfully completed in accordance with the following overview.

a. The following modules can be chosen.

| | |
|-------------------------------------|-----|
| Econometrics in Management Research | 5 C |
|-------------------------------------|-----|

| | |
|---|-----|
| Electronic Commerce Business Model, Strategy and Operations | 5 C |
|---|-----|

| | |
|--------------------------|-----|
| International Accounting | 5 C |
|--------------------------|-----|

| | |
|-----------------------|-----|
| Operations Management | 5 C |
|-----------------------|-----|

| | |
|---------------------------|-----|
| Cross Cultural Management | 5 C |
|---------------------------|-----|

| | |
|--|-----|
| Chinese Management Practices and Studies | 5 C |
|--|-----|

| | |
|---|-----|
| Research Methodology in Human Resource Management | 5 C |
|---|-----|

| | |
|----------------------|-----|
| Marketing Management | 5 C |
|----------------------|-----|

b. All modules from the Master's programmes offered by the Business School of Nanjing University, including MBA courses, can also be selected, provided that the admission requirements specified there are met and capacities are available. The decision on module participation is made by Nanjing University. The list of MBA courses may change over time. The following overview shows the courses offered so far:

| | |
|----------------------------------|-----|
| Global Human Resource Management | 5 C |
|----------------------------------|-----|

| | |
|-----------------------------------|-----|
| Management of Information Systems | 5 C |
|-----------------------------------|-----|

| | |
|--|-------|
| Business Communication across Cultures | 2.5 C |
|--|-------|

| | |
|---|-------|
| Investment and Risk Management Options in USA | 2,5 C |
|---|-------|

| | |
|-------------------------|-------|
| International Marketing | 2,5 C |
|-------------------------|-------|

| | |
|-------------------------------|-------|
| Project Management in Context | 2,5 C |
|-------------------------------|-------|

c. An internship totalling 5 C can be completed.

d. All modules offered by the University of Nanjing can also be selected, provided that the admission requirements specified there are met and capacities are available. The decision on module participation is made by the University of Nanjing and after consultation with the University of Göttingen.

3. Language Requirements

Students must obtain the HSK3 certificate in Chinese before graduating from Nanjing University. HSK3 certificates already obtained can be recognised as language requirements.

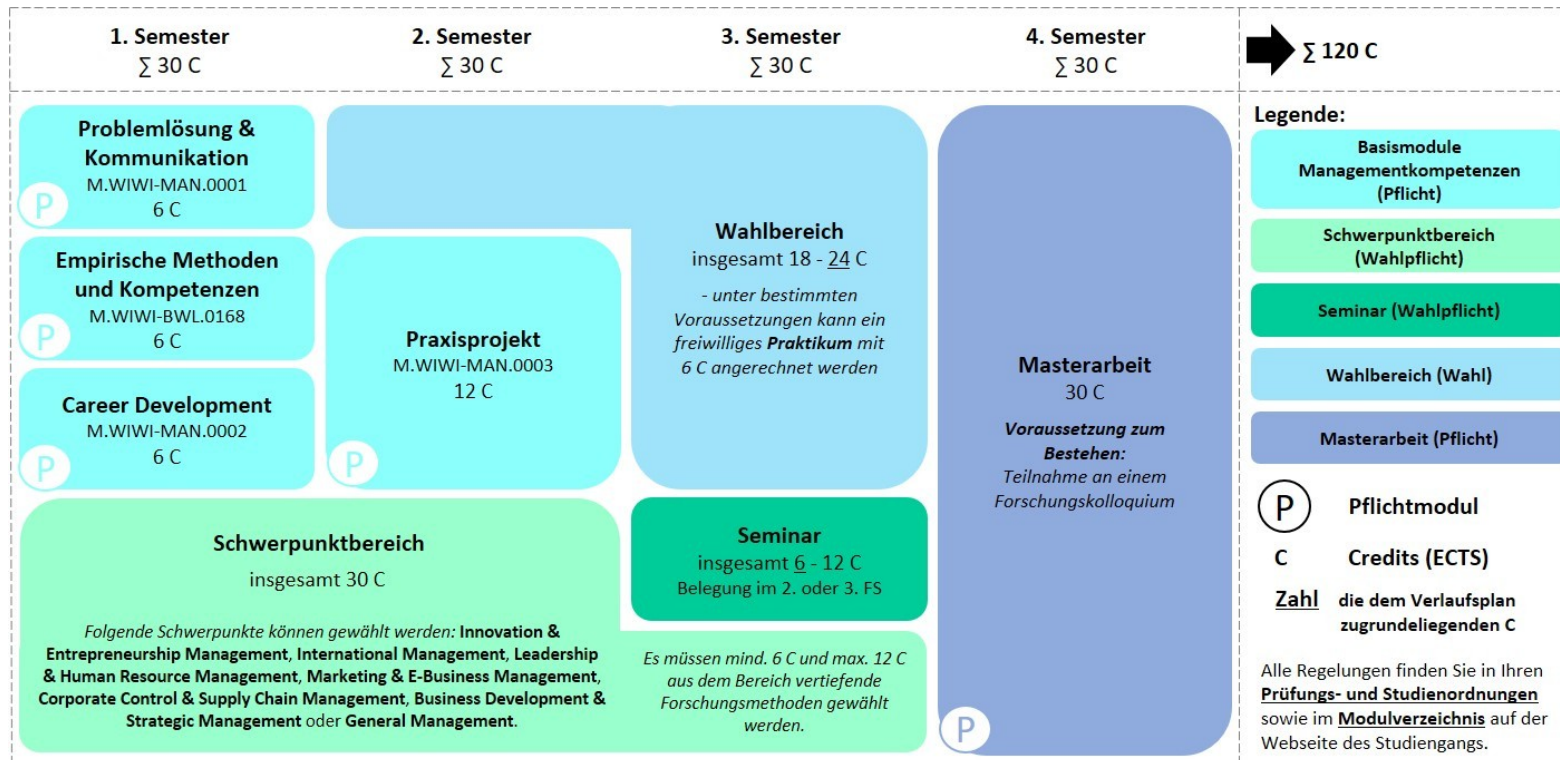
4. Master's Thesis (30 C)

The successful completion of the master's thesis at Nanjing University earns 30 C. The master's thesis must be written in English.

Appendix III:

Graphic of the recommended study programme

Master-Studiengang Management - empfohlener Studienverlauf



Appendix V:

Diagram of the recommended course of study for the Double Degree-Programme Nanjing

Double-Degree Programm in International Management mit der Universität Nanjing – empfohlener Studienverlauf

