

1. Semester		CP	2. Semester		CP	3. Semester		CP
Electives (2 aus / out of 3)								
I: Business Administration								
Business Control		8	Financial Institutions, Accounting & Taxation		8	Value Chain Management		8
Planning & Budgeting			Financial Institutions, Services and Industry			Corporate Procurement		
Controlling: Operational and Organizational Structure			Group Accounting			Corporate Production		
Financial Reporting			Corporate Taxes			Corporate Logistics		
II: Marketing & Sales								
Customer Management		8	Strategic Marketing		8	Sales Management		8
Value Creation & Price Management			Advanced Market Research			Sales Strategies & Operations		
Customer Relationship Marketing			International Marketing Planning			Efficient Customer Response		
Database Marketing			Integrated Brand & Corporate Communication			E-Commerce		
III: HR & Corporate Development								
HR Management		8	HR Development		8	Corporate Change and Alignment		8
Compensation Management			Coaching & Training			Consultancy Fields		
Human Resource Management			Strategic Competence Management			International Change Management & Outplacement		
Human Capital Management			Personnel Development			Corporate Restructuring		
Strategy and Governance		4	Economics and Ethics		4	Risk and Law		4
International Strategic Management			International Economics			International Business Law		
Corporate Governance & Compliance			Corporate Social Responsibility			Risk Management		
Networking		5	Culture		5	Negotiation		5
Network Analysis			Intercultural Competencies			Strategies of Negotiation		
Key Leadership Qualifications			Business Mediation			Balanced Leadership		
Qualitative Research Methods			Quantitative Research Methods			Advanced Statistics		
Learning Leadership		5	International Experience I		5	International Experience II		5
Learning Leadership			International Experience I			International Experience II		
4. Semester								
Practicing Leadership		2	Master Colloquium & Reflection		4	Master Thesis		24
Practicing Leadership			Colloquium			Thesis		
			Reflection					
						120 Credit Points		