

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