



**Mercator Course Catalogue  
with  
Lectures and Seminars taught in  
English language**

**Winter and Summer Semester**

Dear students,

The following pages feature detailed course descriptions of lectures and seminars taught in English language. These lectures and seminars are included in the **Social and Economic Sciences International Program (SESIP)**. The program is open to all exchange students visiting Duisburg campus as guests of the Faculty of **Mercator School of Management (MSM)**, Social Sciences or the Institute of East Asian Studies. By connecting social and political sciences with regular business courses, SESIP offers our international students a wide range of modules to choose from.

Apart from the lectures included in this brochure, MSM offers a broad selection of Business Administration and Economics courses in German language.

**The complete course catalogue can be viewed at**

**<https://campus.uni-due.de>**

(Lectures and seminars taught in German and English language)

International students with a moderate fluency in German are cordially invited to attend these courses. All courses from our faculty's bachelor and master tracks are generally open to our incoming exchange students. **German and English modules and courses on Bachelor or Master level can be combined freely.**

Moreover, MSM invites all international students to take part in our **(business) language courses**. Students may also choose from a large range of German Courses (Level A1-C1) offered by the IwiS (Institut für wissenschaftliche Schlüsselkompetenzen). A **German language course for beginners** is also offered by MSM! We recommend all our international incomings to take the opportunity and attend German language courses. Such courses enable our MSM incomings to meet other international students from different disciplines and to immerse fully into the German culture.

The MSM is also characterized by its **“Blocksystem”**. The semester is divided into two periods, with some courses only taking place in the first period, others only in the second period or over the entire semester. Please have a look at the course program sorted by periods on the end of this course catalogue.

All course information in this brochure is supplied without liability, changes in the program may occur anytime and lecturers are responsible for their own course planning.

## Winter Semester Courses A – Z

- Applications in Empirical Research (M)
- Applied Microeconomics (M)
- Behavioral Economics (M)
- Business and Economy in China (M)
- Contemporary History of East Asia (DA 3) (M)
- Contemporary Issues of East Asia - Natural Economic Experiments: Lessons from Japan (M)
- East Asia in Economic Science: Contemporary Challenges of the Economies in East Asia (DA 2) (B/M)
- East Asia in Economic Science: The Development Issues of the Economies of East Asia (DA 2) (B/M)
- East Asia in Political Science (DA 1) (B/M)
- East Asia in Sociology (DA 1) (B/M)
- Econometrics (M)
- Economic and Business Issues of Korea (AEAS 2117) (M)
- Empirical Research in International Economics (M)
- Game Theory and its Applications (M)
- Inspiring Entrepreneurship: Encounter of Economy, Culture, and Politics in Global Business Context (B/M)
- Institutions in Japanese Politics (AEAS 1116) (M)
- International Financial Accounting (B)
- Japan's Political Economy (AEAS 2108) (M)
- Marketing I: Marketing Information & Strategy (B)
- Marketing II: Marketing Operations and International Marketing (B)
- Transnational Relations of East Asia (DA 3) (M)

## Winter Semester Courses A – Z

### Language Courses offered by MSM

- Business English Refreshers' Course Level I
- Business English Refreshers' Course Level II
- German Language Courses for Beginners
- Spanisch für Wirtschaftswissenschaftler – Level A1 (Business Spanish A1)
- Spanisch für Wirtschaftswissenschaftler – Level A2 (Business Spanish A2)
- Wiederholerkurs Französisch im Alltag (French Language Refreshers' Course)
- Wirtschaftsenglisch (Business English)

### Supplementary Language Courses offered by IwiS

- Deutsch A1
- Deutsch A2
- Deutsch B1/1
- Deutsch B1/2
- Deutsch B2/1
- Deutsch B2/2
- Deutsch C1/1
- Deutsch C1/2
- English Language Courses

## Summer Semester Courses A – Z

- Advanced Industrial Organization (M)
- Anthropology of Migration and Transnationality: An Ethnographic Walk through Marxloh (B)
- Applications in Empirical Research (M)
- Business Issues in Japan's Economy (AEAS 2207) (M)
- China Management Cases (AEAS 2205) (M)
- Econometrics (M)
- Economic Developments in East Asia (AEAS 2213) (M)
- Economic Studies on China (AEAS 2205) (M)
- Global inequalities and climate change (B)
- Inspiring Entrepreneurship: Encounter of Economy, Culture, and Politics in Global Business Context (B/M)
- Institutions and Organizations in Japan (AEAS 1201) (M)
- Introduction to Data Analytics (M)
- Japan's Role in Global and Regional Economic Relations (AEAS 2207) (M)
- Korean Society and Politics (AEAS 1218) (M)
- Marketing I: Marketing Information and Strategy (B)
- Marketing II: Marketing Operations and International Marketing (B)
- Migration Economics (B)
- Political Culture and State-Society Interactions (AEAS 1212) (M)
- Seminar in Behavioral Economics (M)
- Sociology of Religion: International Comparative Perspectives (B)
- Super-Diversity and Institutional Whiteness in (Post-)Migration Society (B)
- Sustainable Finance (M)
- The Chinese Society (AEAS 1209) (M)
- The Political System of Japan (AEAS 1215) (M)

(B) – Bachelor / Undergraduate level  
(M) – Master / Graduate level

## Summer Semester Courses A – Z

- Topics in International Economics (M)
- Trends in Internal Auditing and Corporate Governance (M)

### Language Courses offered by MSM

- Business English Refreshers' Course Level I
- Business English Refreshers' Course Level II
- German Language Courses for Beginners
- Wiederholerkurs Französisch im Alltag (French Language Refreshers' Course)
- Wirtschaftsenglisch (Business English)

### Supplementary Language Courses offered by IwiS

- Deutsch A1
- Deutsch A2
- Deutsch B1/1
- Deutsch B1/2
- Deutsch B2/1
- Deutsch B2/2
- Deutsch C1/1
- Deutsch C1/2
- English Language Courses

(B) – Bachelor / Undergraduate level  
(M) – Master / Graduate level

## Advanced Industrial Organization

*Master / Graduate level – 5 ECTS*

### Summer Term

#### Content

1. Review of the fundamental concepts of industrial economics and game theory
2. Monopolistic price discrimination
3. Competition in differentiated goods
4. Key topics in competition policy
5. Network externalities and bilateral markets

Upon successful completion of this module students will be able to understand the advanced concepts of industrial economics based on standard input-output-models and to apply these concepts in extended, more complex and more realistic situations.

#### Literature

1. Belleflamme, P. and Peitz, M. (2010). Industrial Organization: Markets and Strategies. Cambridge University Press.
2. Bester, H. (2000). Theorie der Industrieökonomik. Springer.
3. Tirole, J. (1988). The Theory of Industrial Organization. MIT Press.
4. Motta, M. (2004). Competition Policy: Theory and Practice. Cambridge University Press.
5. Lecture notes

Chair: <https://www.mikro.msm.uni-due.de/en/home/>

## **Anthropology of Migration & Transnationality: An Ethnographic Walk through Marxloh**

***Bachelor / Undergraduate level – 6 ECTS***

### **Summer Term**

The seminar aims to assist its participants in developing an inter-disciplinary perspective on the transnationalism approach by which they can develop an insight into contemporary social and political phenomena without being trapped by national borders, namely “methodological nationalism”. The seminar will also discuss how scholars from different generations attempted to understand border-crossing phenomena at different historical moments. In doing so, participants could develop a perspective on the nature of paradigmatic shifts in the social sciences at large. By specifically focussing on migration the the case of Marxloh, this seminar attempts to discuss border-crossing engagements and activities from a historical, inter-disciplinary, and case-specific perspective.

**This course is part of the Global and Transnational Sociology Summer School. A seat is not guaranteed!**

Program: <https://geswiss-ude.de/global-and-transnational-sociology-summer-school-2023>



## Applications in Empirical Research

*Master / Graduate level – 5 ECTS*

**Summer and Winter Term**

### Content

The aim of this course is to familiarize students with practical empirical work. For this purpose, this course refers to the knowledge of the theoretical econometrics lecture in the Master program. The successful completion of the Master course "Econometrics" is a prerequisite for this course. The idea here is that the students can deal in detail with a published empirical paper from the different areas of the economy. The focus is particularly on the methodology of the study, which will be used to answer the research question.

Instead of a written examination the credit points are obtained through a written term paper (about 10 pages) plus an oral presentation (20-30 minutes) of the term paper. The Term Paper can optionally be written in English or German, the same applies to the presentation.

The Econometrics software STATA is available through an external access so that independent econometric analysis can be performed.

Chair: <https://www.vwl.msm.uni-due.de/en/home/>

## Applied Microeconomics

*Master / Graduate level – 5 ECTS*

### Winter Term

#### Content

1. Non-Cooperative Game-Theory
2. The institutional Turn in Economics
3. The Economics of Trust
4. Moral Hazard and Incentive Alignment
5. Credible Commitment

After successful termination of this course students will be able to...

- understand and analyze the fundamental organizing principles of economic interaction,
- to conduct game theory motivated analysis of economic issues and
- to analyze and evaluate the design of specific institutional arrangements of economic interaction.

#### Literature

1. Jehle, Geoffrey and Philip Reny (2011): Advanced Microeconomic Theory (Harlow: Prentice Hall)
2. Carmichael, Fiona (2005): A Guide to Game Theory, (Harlow et al.: Prentice Hall).
3. Osborne, Martin, Eric (2004): An Introduction to Game Theory, (Oxford-New York: Oxford Univ. Press).
4. Holt, Charles (2007): Markets, Games, & Strategic Behaviour, (Harlow et al.: Prentice Hall).
5. Greif, Avner (2006): Institutions and the Path to the Modern Economy. Lessons from Medieval Trade, (New York: Cambridge University Press).

Chair: <https://www.china.msm.uni-due.de/en/chair-for-east-asian-economic-studies-china/>

## Behavioral Economics

*Master / Graduate level – 5 ECTS*

### Winter Term

#### Content

The purpose of the course is that students get an understanding for the method “experimental economics” as well as get familiar with experimental approaches to “public economics”.

At the beginning of the course students have to present papers that discuss the pros and cons of the method “experimental economics”. They will learn for what kind of research questions this method is best suited but they will also be able to understand its limits.

In the second part students will get a precise understanding about the usage and appropriate design of economic experiments for research questions related to public economics. Especially, they will acquire the knowledge to set up experiments based on existing research questions. Here, we will discuss state-of-the-art experimental work horses and statistical techniques to set up and analyze experiments.

The course is meant as an interactive class with students’ active participation, exercises and student presentations. There will not be a final written exam. Instead students will have to build groups and develop own research ideas, which they will have to present to the class.

#### Syllabus (preliminary)

- I. Students Presentations: “Introduction to Experimental Economics”
- II. Experiments: Research Approaches/Questions
- III. Principles of economic experiments
- IV. Experimental Papers in the “Journal of Public Economics” until 2005
- V. Final Students Presentation: “Approaching research questions with lab experiments”

Chair: <https://www.be.msm.uni-due.de/en/cover-page/>

## Business and Economy in China

*Master / Graduate level – 6 ECTS*

### Winter Term

#### Content

This seminar aims at understanding China's business and economy from a macro perspective. We try to cover all the classical topics in macroeconomics. At the end of the seminar, we hope you have a better idea of current economic research on China. A specific focus is to grasp current research questions and the economic methodology employed for answering these. In this seminar, all students are grouped according to their interests. Each group will be asked to give two presentations and write one final term paper.

Chair: <https://www.china.msm.uni-due.de/en/chair-for-east-asian-economic-studies-china/>

## Business Issues in Japan's Economy (AEAS 2207)

*Master / Graduate level – 2 ECTS*

### Summer Term

This seminar is paired with the lecture “Japan’s Role in Global and Regional Economic Relations” (AEAS 2207) and it is required to participate in both courses.

### Content

During the seminar, changes concerning business issues in Japan’s economy will be highlighted by focusing on different areas of Japanese management.

Each area will be approached from a theoretical framework that will enable students to evaluate different topics. Based on the theoretical framework of strategic analysis students will conduct a case study on their respective topics.

### Learning Targets

The successful completion of the seminar enables students to

- develop and use case studies to analyze companies and industries
- evaluate the pros and cons of the case study approach
- learn how to present complicated materials to a wider audience
- underline the main challenges faced by Japanese companies today
- explain the status quo of important Japanese industries

Chair: <https://www.jpncor.msm.uni-due.de/en/home/>

## China Management Cases (AEAS 2205)

*Bachelor and Master – 3 ECTS*

### Summer Term

#### Content

The central objective of this course is to understand the key aspects of management strategy that help firms gain and sustain competitive advantage. We focus on the case of China where the business environment is characterized by both uncertainty and complexity. By using up-to-date examples, we will examine how single business and multi-business firms succeed through the careful selection of business and corporate strategies. This course will help students familiarize with the business landscape in China.

Chair: <https://www.china.msm.uni-due.de/en/chair-for-east-asian-economic-studies-china/>

## Contemporary History of East Asia (DA 3)

*Master / Graduate level – 3 ECTS*

### Winter Term

#### Content

This lecture is intended to provide a cross-regional context for understanding the East Asian region since the post-World War II settlement. Students get the opportunity to deepen the understanding of the challenges in the East Asia by focusing the comprehensive contemporary history of the region.

The objective of this module is to understand the historical trajectories that shaped the region and its constituent parts, China (Chinese Mainland, Taiwan, Hong Kong, Macau), Democratic People's Republic of Korea, Republic of Korea, Japan and Mongolia.

The lecture addresses the legacy of regional divisions and conflicts during the Cold War, the Chinese transition economy, the emergence of the "post-Communist" world order, as well as dynamics towards regional integration. Moreover the lecture aims to look at main developments, factors and players from synthesizing, cross-boundary and cross-disciplinary perspectives.

The lectures and readings are meant to complement each other. Relevant materials will be on the BSCW server or on the internet. Students will be able to reach the BSCW server, when they enroll into the course. Textbooks are available in the library, but are also easy to purchase. Students are expected to read the texts and prepare for each class by reading the material listed, plus any occasional hand-outs.

#### Methods of Assessment

Attendance at every session is essential.

Students will prepare two assignments. First assignment will be released on the middle of the term and it will count towards the final mark with 20 %. Second assignment will be released in mid-January and it will count towards the final mark with 80 %.

Chair: <https://www.uni-due.de/in-east/school/>

# Contemporary Issues of East Asia – Natural Economic Experiments: Lessons from Japan

*Master / Graduate level – 6 ECTS*

## Winter Term

### Content

In this course we will treat Japan's economy as a laboratory that allows us to put modern economic theory to a rigorous empirical test. By exploiting Japan's unique geography and history we will learn how to use natural economic experiments – like Japan's almost complete transition from autarky to free trade at the end of the 19th century – to test some of the most well-known economic concepts such as the theory of comparative advantage. Students will learn about several influential economic theories and how their implications can be used to construct empirical tests that try to establish the causal relationships predicted by these theories.

For this purpose, the course will follow a two-part structure: In the first half of the term we are going to learn in a weekly lecture about several natural economic experiments that feature prominently in economic literature on Japan. By focusing on these examples students will develop a comprehensive understanding of modern economic theory, which allows them to derive testable predictions and to interpret the outcomes of several quasi-natural experiments from Japan. In the second half of the term students will then have the opportunity to select from a range of recent economic research articles, which will serve as the basis for a presentation and a term paper in which students can demonstrate their newly acquired skills.

Grading will be equally based on a presentation in class and on the final term paper.

Chair: <https://www.neg.msm.uni-due.de/en/profile/>



## East Asia in Economic Science: Contemporary Challenges of the Economies in East Asia (DA2)

*Bachelor and Master – 3 ECTS*

### Winter Term

The lecture provides a basic overview of important contemporary economic issues of China, Japan, and Korea. It will draw connections to theoretical approaches explaining economic phenomena and to approaches explicitly developed for the East Asian context. A comparative view and transnational phenomena are considered where appropriate.

It is part of the module “Disciplinary Approaches: East Asia in Economic Science (DA 2)”.

The lecture deals with selected topics of particular importance for the East Asian economies, such as

- Innovation
- Money and finance
- The firm: organization, corporate governance and networking
- Environment protection
- The role of national economies in the global economy
- Industrial policy
- Long term reform agenda

It should be noted that the current master-level lecture is more theory-oriented than the German language ones.

A written exam will be provided at the end of the semester (around February/March). Grades are based homework, participation, presentation (25%) and the final exam paper. Details will be communicated during the course. Foreign exchange students (Erasmus program, etc.) are welcome to join. Their grade will be based on oral participation (25%) and a term-end essay on a topic to be decided.

**The registration for both parts of the module (The Development Issues of the Economies of East Asia + Contemporary Challenges of the Economies in East Asia) is essential for participation and for a full accomplishment of 6 Credits!**

Chair: <https://www.china.msm.uni-due.de/en/chair-for-east-asian-economic-studies-china/>

## East Asia in Economic Science: The Development Issues of the Economies of East Asia (DA2)

*Bachelor and Master – 3 ECTS*

### Winter Term

The lecture provides a basic overview of important issues of the economic development of China, Japan, and Korea. It will draw connections to theoretical approaches explaining economic phenomena and to approaches explicitly developed for the East Asian context. A comparative view and transnational phenomena are considered where appropriate.

It is part of the module “Disciplinary Approaches: East Asia in Economic Science (DA 2)”.

#### Topics

- The economic history of Japan before 1945
- The economic history of post-war Japan
- The economic history of the Korean peninsula before the Korean War
- The economic history of post-Korean War North and South Korea
- Historic background of the Chinese economy before 1949
- Socialism, market system and reform in post-1949 China
- The challenges of growth, equity and development
- Structural features between natural endowments, cultural and path trajectories
- Innovation, Money and finance
- The firm: organisation, corporate governance and networking
- Environment protection
- The role of national economies in the global economy
- Industrial policy
- Long term reform agenda

**The registration for both parts of the module (The Development Issues of the Economies of East Asia + Contemporary Challenges of the Economies in East Asia) is essential for participation and for a full accomplishment of 6 Credits!**

Chair: <https://www.china.msm.uni-due.de/en/chair-for-east-asian-economic-studies-china/>

## East Asia in Political Science (DA 1)

*Bachelor and Master – 3 ECTS*

### Winter Term

#### Content

The course highlights the way political science looks at and does research on the political systems of China, South Korea, Japan and Taiwan. The two courses of the module DA1 (East Asia in Sociology) will introduce students to examples of how East Asia (or an individual country of the region) is dealt with and used as an object of academic investigation in sociology and political science. The goal is to strengthen students' understanding on the one hand of how to apply methods and concepts from the disciplines in the East Asian context and on the other of pertinent socio-political conditions in the region. Both courses will begin with a general introduction into the societies and political systems of the region and then discuss peer reviewed articles from the two disciplines on selected topics.

Chair: <https://www.uni-due.de/in-east/school/>

The registration for both parts of the module (East Asia in Political Science + East Asia in Sociology) is required, you will receive 6 ECTS. The courses cannot be taken separately.

## East Asia in Sociology (DA 1)

*Bachelor and Master – 3 ECTS*

### Winter Term

#### Content

This part of module DA1 explores sociological perspectives on the societies of China (with Taiwan), South Korea, and Japan. The two courses of the module DA1 (East Asia in Political Science) will introduce students to examples of how East Asia (or an individual country of the region) is dealt with and used as an object of academic investigation in sociology and political science. The goal is to strengthen students' understanding on the one hand of how to apply methods and concepts from the disciplines in the East Asian context and on the other of pertinent socio-political conditions in the region. Both courses will begin with a general introduction into the societies and political systems of the region and then discuss peer reviewed articles from the two disciplines on selected topics.

Chair: <https://www.uni-due.de/in-east/school/>

The registration for both parts of the module (East Asia in Political Science + East Asia in Sociology) is required, you will receive 6 ECTS. The courses cannot be taken separately.

## Econometrics

*Master / Graduate level – 5 ECTS*

### Summer and Winter Term

#### Content

The objective of this course is to prepare students for basic empirical work in economics. In particular, topics will include basic data analysis, regression analysis and testing. Students will be provided with the opportunity to use data to test economic theories. This course covers furthermore how to use the software STATA for data analysis.

#### Outline

1. Introduction
2. A brief review of probability and statistics
3. The simple regression model
4. Multiple regression analysis: Estimation and inference
5. Multiple regression analysis: Further issues
6. Sources of endogeneity
7. Basic panel data methods
8. Instrumental variable approaches

A written exam will be provided at the end of the semester.

Chairs: <https://www.be.msm.uni-due.de> (Winter Term)  
<https://www.qmw.msm.uni-due.de> (Summer Term)

## Economic and Business Issues of Korea (AEAS 2117)

*Master / Graduate level – 4/6 ECTS*

### Winter Term

This module is designed for students who have already some knowledge about South Korea. Korean language skills are not required but might be helpful.

Upon completion, students will understand the role of the Korean state for major segments of the Korean economy and of business. They are able to analyze a specific area of economic policy on the background of relevant economic theories, and they are able to develop and present their insights based on the needs of various formats. The module “Economic and Business Issues of Korea” consists of two parts:

**Economy and Business in Korea (Seminar):** The seminar provides insights into and the discussion of various topics related to the Korean economy and business issues.

The seminar accounts for 4 ECTS points.

**Topical Economic and Business Issues of Korea (Project Study):** The project study offers a methodological and theoretical approach to economic and business issues of Korea. The project study is optional and accounts for 2 ECTS points.

Detailed information: [https://www.jpncor.msm.uni-due.de/fileadmin/Dateien/EastAsiaJapan/Dokumente/KOREA\\_MODULE\\_Announcement\\_WS2021.pdf](https://www.jpncor.msm.uni-due.de/fileadmin/Dateien/EastAsiaJapan/Dokumente/KOREA_MODULE_Announcement_WS2021.pdf)

Chair: <https://www.jpncor.msm.uni-due.de/en>

## Economic Developments in East Asia (AEAS 2213)

*Bachelor and Master – 6 ECTS*

### Summer Term

The objective of this module is to examine the institutional approaches of the national business system, which produces different systems of economic organisations across national economies. This approach regards institutions as cultural and historical outcomes as well as ‘the rules of game in a society (North, 1990)’, providing firms with distinctive features of business strategy and capabilities. The module focuses on the case of South Korea, which witnessed a rapid economic development with notable achievements in global niche markets. The first part of the module introduces different schools of thoughts and dynamics in institutional theory. Through the institutional lens, the second part of the module discusses key domains of a modern business system in the Korean context such as the role of the state; corporate governance; educational system; human resources; welfare state; international/global business. This module is open to all students who are interested in Korean business and economy and have been trained in economics/business, political studies, sociology or other social science disciplines.

Activities in the seminar are structured as follows: Participants are expected to be actively engaged in discussion on the weekly assigned academic papers. For this purpose, they prepare response papers of reading materials. Furthermore, case study on a weekly topic is presented and discussed. Finally, a term paper on a specific topic is submitted at the end of the semester.

Chair: <https://www.uni-due.de/in-east/school/>

## Economic Studies on China (AEAS 2205)

*Bachelor and Master – 3 ECTS*

### Summer Term

#### Content

This lecture, as a continuance of the Chinese Economy (I) given at the introductory level, covers the advanced topics of Chinese Economy. It includes the topics about institutional change, inequality, structural imbalance, innovation, social capital and demographic change at an advanced level. Through this lecture, student may have a comprehensive knowledge to China's economic development, and make a good preparation for doing relevant economic research.

Chair: <https://www.china.msm.uni-due.de/en/chair-for-east-asian-economic-studies-china/>



## Empirical Research in International Economics

*Master / Graduate level – 5 ECTS*

### Winter Term

#### Content

This course covers the empirical analysis of bilateral flow data (e.g. trade or migration flows) based on the "gravity model" in international and regional economics. The course is targeted towards advanced Master students and PhD students in Economics, which want to extend their empirical "tool box" in preparation of their Master thesis or as a part of their PhD in economics.

In class we will cover the theoretical derivation of the gravity model for (international) trade and migration, the theory-consistent empirical implementation of the gravity model, and how the gravity equation can be used to recover structural model parameters from trade, migration, and commuting data. Once a basic understanding of the economic theory, the empirical methods, and the available data sources has been established, students will be given the opportunity to apply their newly acquired knowledge, when practically working on their own empirical project (based on a recent research article).

The course is structured in two parts: In the first part, which will be given in form of a lecture, students will be familiarised with basic theoretical and empirical concepts, that are required for the analysis of bilateral flow data (e.g. trade or migration flows). In the second part of the course, which is organised as a practice course, students be given the opportunity to apply their new skills when practically working with data to replicate some results from the economic literature.

Students are asked to write a term paper, which includes the replication of an empirical analysis from a recent research paper.

Chair: <https://www.neg.msm.uni-due.de/en/profile/>

## Game Theory and its Applications

*Master / Graduate level – 5 ECTS*

### Winter Term

#### Content

1. Game theory in economics and business administration
2. Static games
3. Dynamic games
4. Principal-Agent theory
5. Use cases: incentives in organizations, negotiations

After successful completion of this course students are able to understand the concepts of game theory and to apply them in more complex and realistic situations.

#### Literature

1. Binmore, K. (1992). Fun and Games. Lexington, D.C. Heath.
2. Fudenberg, D. & Tirole, J. (1991). Game Theory, Cambridge MA, MIT Press.
3. Gibbons, R. (1992). Game Theory for Applied Economists. Princeton University Press.
4. Harrington, J. (2009). Games, Strategies and Decision Making. New York, Worth Publishers.
5. Myerson, R. (1991). Game Theory: Analysis of Conflict. Cambridge MA, Harvard University Press.
6. Osborne, M. & Rubinstein, A. (1992). A Course in Game Theory, Cambridge, MA, MIT Press.
7. Lecture notes

Chair: <https://www.mikro.msm.uni-due.de/en/home/>

## Global inequalities and climate change

*Bachelor / Undergraduate – 6 ECTS*

### Summer Term

#### Content

Global inequalities far exceed inequalities within countries. Wealth in the Global North is based on expropriation to a significant extent. The political sphere is segmented into states and it is doubtful whether states are able to solve transnational problems. These problems have existed for a long time, but they are exacerbated by climate change, or even causing it. Still, climate change also is a “new” problem. Sociologists are, for example, challenged to reconsider divisions between materiality and the social.

The seminar will employ a global and transnational perspective on these problems. We will discuss Wallerstein’s world systems approach, postcolonial studies, and recent integrated proposals for the critique of capitalism (Fraser) or global systems (Walby). We will use these theoretical perspectives to discuss scenarios for potential futures. You will get to know (quantitative) data banks provided by international NGOs and activists. Based on an excursion to the Duisburg harbor, we will study global supply chains and extractivism as well as transnational labor markets. This course is part of the Global and Transnational Sociology Summer School. A seat is not guaranteed!

**This course is part of the Global and Transnational Sociology Summer School. A seat is not guaranteed!**

Program: <https://geswiss-ude.de/global-and-transnational-sociology-summer-school-2023>

## Inspiring Entrepreneurship: Encounter of Economy, Culture, and Politics in Global Business Context

*Bachelor and Master – 4 ECTS*

**Summer and Winter Term**

### Course Description:

This course aims to inspire new business ideas and guide students to discover their capabilities towards creative business ideas. Another focus is to learn how to handle uncertainties and changes in the global business environment and conduct business in 'other' cultural contexts such as in the newly emerging markets, BRICS/MINT. Among others, repercussions of the global power shifts, the rise of multipolarity and the expanding populism with authoritarian tendencies, and therefore wide-spread hybrid governance regimes nationally, regionally as well as globally, and last but not least, the outbreak of the novel pandemic (COVID19) since late 2019 are also partly covered in the seminar.

### Key Terms:

Globalization, national differences in economy, politics, culture, international economy, global production chains, outsourcing and logistics, foreign direct investment (FDI), foreign exchange market, international business strategy (i.e., entry-exit strategy, strategic alliance, mergers and acquisition-M&A)

**Prerequisites:** None

### Learning Objectives:

Through extensive readings on the given topics and selected case studies from different (emerging) economies and (goods and services) sectors (i.e., IT, retail chains, pharmacy, textile, food), participants will be guided to understand the nature of conducting business in the global landscape. One particular emphasis is on what makes international different from domestic — the effects of the social systems within countries in conducting global business, the dynamic interface between countries and companies attempting to conduct foreign business activities, corporate strategy alternatives for global operations.

# Course Descriptions

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## Learning Outcomes:

Students will be able to

- understand different business-oriented challenges in an international environment,
- examine various cultural, political and legal issues that impact international business activity,
- examine international institutions and practices that impact international business,
- understand trade and investment theory,
- appreciate the interaction of business and government as they relate to international commerce,
- develop insight into the management implications of international business strategy and operations.

## Teaching Strategy:

The lecture will be handled chiefly through PowerPoint presentations. Active participation and interactive class discussion are strongly motivated.

## Course Evaluation:

Evaluation will involve active participation in the lectures, presentation performance (depending on the number of students, one or two presentations), and one final exam (materials will be open access).

Link: <https://campus.uni-due.de/lsf/rds?state=verpublish&status=init&vmfile=no&publishid=382853&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

## Institutions and Organizations in Japan (AEAS 1201)

***Bachelor and Master – 6 ECTS***

### **Summer Term**

The topic of the Module “Institutions and Organizations in Japan” (including the seminar “Research on Japanese Social Institutional Change”) is formulating research on international migration and migration institutional changes in contemporary Japan.

In this module, students will develop practical, hands-on approaches and theoretical perspectives to designing an academic research project, using the case study of different issues surrounding migration in Japan.

This module consists of two parts: Research and Theory. Particularly, in the first half of the course, students will engage with the topics of developing research theme(s), question(s), and design, with a focus on the study of migration institutional change in Japan. Methodological approaches and necessary skills in conducting academic research such as dealing with different data sources will also be discussed in this first part of the course.

The second half of the course focuses on the theoretical approaches to international migration issues in Japan. It sheds light on how migration is framed, conditioned, and structured in the country regarded now as an “immigration country” (e.g. Liu-Farrer 2020) despite the reluctance to implement official migration policies. Students will work with academic literature on migration study (in Asia) from sociological perspectives and different topics related to contemporary international migrations in Japan.

Some sessions will be scheduled as joint sessions (e.g. student presentations of their topics), and the schedules for such sessions will be notified on the Moodle course message board. The course requirement, a research proposal paper (6000 words, without tables and reference list), can be developed further as an exposé for an MA thesis.

Chair: <https://www.uni-due.de/in-east/school/>

## Institutions in Japanese Politics (AEAS 1116)

***Master / Graduate level – 6 ECTS***

### Winter Term

This module is the AEAS (Advanced East Asian Studies)-module on Japanese politics. It continues and builds upon the corresponding AEAS-module of the summer term by looking at major aspects of Japanese politics and going into details of a selected number of crucial institutions of the Japanese political system.

Students will be required to prepare a written assignment and give an oral presentation on their topic during the winter term. We will discuss the respective research questions and designs. Deadline for handing in the written assignment will be March 15th.

Students who did not participate in the summer module are encouraged to prepare this module by reading the following two titles:

- Neary, Ian (2019) *The State and Politics in Japan*. London: Polity.
- Pekkanen, Robert J., Steven R. Reed, Ethan Scheiner and Daniel M. Smith (eds) (2018) *Japan Decides 2017* Cham: Palgrave Macmillan.

Chair: <https://www.uni-due.de/in-east/school/>

## International Financial Accounting

*Bachelor / Undergraduate level – 5 ECTS*

### Winter Term

#### Content

The aim of this course is to provide a thorough understanding of International Financial Reporting Standards (IFRS). The students get a competent knowledge of preparing financial statements in accordance to IFRS. After having finished the course successfully, the students are able to differentiate the basic principles and major balance sheet items as well as further information instruments of the financial statements according to IFRS. Furthermore, the students will be also able to apply the IFRS standards in a practical manner.

There is no previous knowledge required for this course. It is presented in English. The written examination (60 minutes) can be written either in German or in English. The course is held by Dirk Egbers, the global leader of German Business Networks (GBN) of the big four firm Ernst & Young.

A written exam will be provided in the first part of the semester (around December).

Chair: <https://www.rwpc.msm.uni-due.de/en/home/>



## Introduction to Data Analytics

*Master / Graduate level – 5 ECTS*

### Summer Term

#### Content

1. R Basics
2. Data visualization
3. Exploratory data analysis
4. Data transformation
5. Hypotheses testing
6. Introduction to machine learning

#### Literature

- Wickham, Hadley & Grolemund, Garrett (2017): R for Data Science. O'Reilly, Beijing.
- Lander, Jared P. (2017): R for Everyone, 2nd ed. Addison-Wesley, Boston.
- Walkowiak, Simon (2016): Big Data Analytics with R, Packt, Birmingham.

Chair: <https://www.bafi.msm.uni-due.de/>

## Japan's Role in Global and Regional Economic Relations (AEAS 2207)

*Master / Graduate level – 4 ECTS*

### Summer Term

This lecture is paired with the seminar “Business Issues in Japan’s Economy” (AEAS 2207) and it is required to participate in both courses.

### Content

Students will become acquainted to the dynamic global and regional economic relations of Japan. They will be introduced to the key role of Japanese business and international economic policy in shaping the production and other business networks of the Asia-Pacific region, including integration through inter-governmental forms like APEC and ASEAN+. Students will learn about options for cooperation with Japanese enterprises, in Japan itself, in third countries like South East Asia, and in a home market like Germany.

### Topics addressed:

1. Competitiveness and external trade
2. Foreign direct investment
3. Special mechanisms like sôgô shôsha, etc.
4. Economic relations with East Asia, focusing on regional production networks
5. Economic relations with the US
6. Economic relations with Europe/Germany
7. Japan’s external monetary economic relations
8. Asia-Pacific Integration

### Methods of Assessment

Written exam

Chair: <https://www.jpncor.msm.uni-due.de/en/>

## Korean Society and Politics (AEAS 1218)

***Master / Graduate level – 6 ECTS***

### Summer Term

This module contains the seminar “Korean Society and Politics: Forms and Practices of Democracy in South Korea” and the Project Study: “Topical Issues of Politics and Society in Korea”.

### Contents

From a colony to a divided nation, Korea has undergone abrupt shifts of governance, violent political upheavals, brutal war, and compressed economic development, all within the sweep of a half-century. The turn to formal democracy at the end of the 1980s was crowning moment in South Korea’s contemporary history. However, the legacies of the dark past weigh heavy on even South Korea’s present state of democracy. Against this backdrop, the course is designed to enable the students to critically reflect on the developments of ideas and practices of democracy in South Korea to acquire thorough knowledge on historical developments that are crucial to the understanding of political and social phenomena in this country and at large. The first sessions of the course address democracy in general terms such as its historical manifestations and theoretical conceptualizations. The remainder of the course begins with a general overview on democratization in South Korea, which is followed by examining a different core topic each week to introduce students to a variety of forms and practices of democracy. By investigating major developments, questions and manifestations of South Korea’s democracy, students will engage in formulating and discussing critical, balanced, and comparative perspectives.

### Assessment and evaluation

The course is assessed through class participation including a one-time oral presentation, weekly response papers, and one term paper (required length is 6,500 words plus any graphs, tables etc.)

Chair: <https://www.uni-due.de/in-east/school/>

## Japan's Political Economy / Japan's Economy between Market, State and Society (AEAS 2108) *Master / Graduate level – 6 ECTS*

### Winter Term

#### Course description

Giving credit to the research focus of the master program, students will work on a self-study project applying relevant economic theories (Downs' public choice, welfare approach) including quantitative measures to various major policy fields like monetary and fiscal policy, labor market policy, social policy etc. Students will integrate their findings in a scholarly presentation and a seminar paper. During the semester, students will learn about and discuss current issues in Japan's political economy – e.g. recent policy initiatives like Abenomics.

#### Learning targets

The successful completion of the seminar enables students to

- ...work out a structured approach to solve the tasks at hand
- ...get familiar with the application of theories (operationalization, hypothesis building and testing, interpretation of results)
- ...get to know some basic quantitative tools (regression analysis) and critically evaluate their benefits for their own analysis
- ...learn how to present complicated materials to a wider audience
- ...get acquainted with ways of developing, presenting and defending hypotheses
- ...understand current economic policy issues in Japan

#### Methods of Assessment

- Regular and active participation, incl. discussion of someone else's presentation (15%)
- Presentation (35%)
- Academic Paper (50%)

Chair: <https://www.jpncor.msm.uni-due.de/en/>

## Marketing I: Marketing Information and Strategy

***Bachelor / Undergraduate level – 5 ECTS***

**Summer Term and Winter Term**

### Content

In the introduction section, we briefly talk about the history of marketing and its importance in a globalized world. Moreover, we discuss topics like, for example, theoretical approaches, relationship marketing, and industry specific characteristics in this section (e.g., business-to-consumer, business-to-business, and service markets). The following sections about consumer behavior and market research cover the gathering of information within the marketing strategic triangle (i.e., buyer, seller, and competition). First, we discuss the SOR-model, selected behavioral constructs, and consumer decision-making. Second, we integrate these topics into the market research process by discussing methods of market research, questionnaire design, and data gathering. In the following strategic marketing section, market segmentation, targeting, and positioning play the most important role. Nevertheless, we shortly discuss other competitive strategies as well. At the end of the lecture, we take a brief outlook on marketing decisions (4 Ps) and international marketing. Especially the latter takes a European perspective on the topic. The lecture additionally uses in class discussions and case studies.

1. Introduction to the marketing discipline
2. Consumer behavior and decision-making
3. Market research process
4. Strategic marketing matters

A written exam will take place at the end of the semester.

Link: <https://campus.uni-due.de/lrf/rds?state=verpublish&status=init&vmfile=no&publishid=384327&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

## Marketing II: Marketing Operations and International Marketing

***Bachelor / Undergraduate level – 5 ECTS***

**Summer and Winter Term**

### Content

Another important section of the marketing discipline – besides principles of marketing – is the implementation of marketing decisions (4 Ps). In the first part of the lecture, we discuss different policies about managing markets. In this context, we start with covering product policy, which contains of the shell model as well as a dynamic approach along the product life cycle. In pricing policy we discuss possibilities how to set prices (i.e., cost-, customer, and competition-based), and instruments of pricing. Main questions of distribution policy are acquisition of customers and intermediaries as well as logistics. Finally, in communication policy we address the appropriate configuration of a seller's communication messages and corresponding media use for its target groups. In the second part, we take an international look on marketing from a European perspective, that is, the coordination of country markets. While we start with the importance of international marketing and the concept of coordination, important topics in this part are going and being international. We discuss different management tasks that cover, for example, the market selection and market entry (going international), and decisions within ongoing marketing activities (being international). The lecture additionally uses in class discussions and case studies.

A written exam will take place at the end of the semester.

Link: <https://campus.uni-due.de/lrf/rds?state=verpublish&status=init&vmfile=no&publishid=384328&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

## Migration Economics

***Bachelor / Undergraduate level – 5 ECTS***

### Summer Term

#### Content

This course covers the economic aspects of recent trends in global migration flows. The course is targeted towards advanced Bachelor students, who want to expand their knowledge on the economic causes and effects of international migration and learn about the advances in recent migration research. The course approaches topics of migration economics from various perspectives: Why do people migrate? Who migrates? What are the labour market effects of migration? We will explore these questions by introducing basic economic concepts and by comparing model predictions with surprising insights from empirical migration research.

The course consists of a weekly online lecture and a practice course. The online lecture will serve as an introduction to the economics of migration. Students will gain an overview on trends in global migration and on the theoretical and empirical approaches for the analysis of migration flows. The pre-recorded practical course complements these topics by providing a basic discussion of the theoretical models introduced in the lecture. The practice course will also describe the empirical challenges and methods in migration economics that are required to access and comprehend recent contributions to migration research.

Chair: <https://www.neg.msm.uni-due.de/en>

## Political Culture and State-Society Interactions (AEAS 1212)

***Master / Graduate level – 6 ECTS***

**Summer Term**

### **Content**

This seminar examines recent development in state-society relations in both rural and urban areas. The focus lies on change and continuity of modes of interactions and the party-state's reform policies with regard to regional disparities and rising socio-economic tensions inside Chinese society. Based on several case studies this seminar analyses online and offline protests (and their recursive interlinkages) as well as their implications for Chinese politics; new modes of civil society self-organization (e.g. environmental NGOs) and the role of the party-state in coordinating and solving local conflicts.

In addition to the level of visible (inter-)actions, the seminar will also shed light on the ideational foundations of the PRC's political system and assess the impact of state philosophy on Chinese politics. This will include an in-depth reading of recent Chinese debates on governance philosophy and the PRC's future development paths under the fifth generation. Special attention will be paid to inner-party factionalism and the controversial debates between the Chinese New Left and the advocates of a neoliberal development path.

### **Examination**

- Active participation + preparation of the reading materials
- Short presentation in class (+ handout)
- Final paper

### **Project Study: Core Issues of Chinese Politics**

Second part of the module "Political Culture and State-Society Interactions" (AEAS 1212). This part of the seminar will focus on the application of theories and methods. It will include policy simulations and focus on the training of students' analytical skills.

Chair: <https://www.uni-due.de/in-east/school/>



## Seminar in Behavioral Economics

*Master / Graduate level – 5 ECTS*

### Summer Term

#### Content

This seminar is meant to introduce students to the method of Experimental Economics. After participating successfully students can understand and analyze standard experiments and apply fundamental concepts to adapt or create an experimental design answering a modified or newly created (research) question.

Chair: <https://www.be.msm.uni-due.de/en>

## Sociology of Religion: International Comparative Perspectives

*Bachelor / Undergraduate – 6 ECTS*

### Summer Term

#### Content

This module is an introduction to theoretical debates, empirical work, and methodological approaches in the sociology of religion. In the first week, we consider the distinguishing features of the sociological approach to religion and the major debates within the literature about the impact of modernity on religion, focusing on secularisation theories. Framed by this, the second week focuses on topics such as atheist identities and secularity, religiosity in Germany, and the impact of the Covid-19 pandemic on religion. Throughout, the emphasis will be on developing an international comparative approach to understanding religion and society. This will be achieved through mini-lectures, brief reflection papers on readings, and in-class discussions.

**This course is part of the Global and Transnational Sociology Summer School. A seat is not guaranteed!**

Program: <https://geswiss-ude.de/global-and-transnational-sociology-summer-school-2023>

## Super-Diversity and Institutional Whiteness in (Post-)Migration Society

*Bachelor / Undergraduate – 6 ECTS*

### Summer Term

#### Content

Beginning in the summer 2020, people in many parts of the world have begun to be actively engaged in the Black Lives Matter movement (BLM) – more than ever in our recent history. BLM has long repercussions to date. For example, in this summer, Austria has witnessed citizens' referendum "Black Voices". In many Western European societies where a quarter of the population has a so-called migration background, mobility related diversity is just a banal everyday reality. In urban spaces some authors have argued that metropolitan cities have become even "super-diverse" (Vertovec 2007: 1024), rendering conventional normative notions, such as "integration" obsolete on the one hand.

But, on other hand: Why is it that migrant and racialized 'Others' are the ones to be named and talked about? While it continues to be important to scrutinize structural inequalities based on racialization along with gender, class and religion, scholarship just like political and social discourses often fail to problematize the dominant gaze through which racialized inequalities are looked into. This seminar invites you to reflexively engage with issues related not only to racism but also to "institutional whiteness" in employment and higher education institutions, discussing both empirical and theoretical works in the European and Asian context.

As a learning/teaching method, we will use a slightly adopted version of "Problem-Based Learning" to ensure lively discussions. We will also have an opportunity to listen to a guest lecture and watch a movie, in order to broaden and deepen our understanding of the seminar topic.

**This course is part of the Global and Transnational Sociology Summer School. A seat is not guaranteed!**

Program: <https://geswiss-ude.de/global-and-transnational-sociology-summer-school-2023>

## Sustainable Finance

*Master / Graduate level – 5 ECTS*

### Summer Term

#### Content

1. Sustainable Finance and Socially Responsible Investing
2. Categorization, measurement and management of sustainability risks
3. Sustainability issues in regulation
4. Sustainable financial products and investment strategies
5. Sustainable corporate finance
6. Current developments and initiatives
7. Discussion of current research

#### Literature

1. Schoenmaker, Dirk; Schramade, Willem (2019): Principles of Sustainable Finance, Oxford University Press, Oxford.
2. Carè, Rosella (2018): Sustainable Banking, Palgrave, Cham.

Chair: <https://www.bafi.msm.uni-due.de/>

## The Chinese Society (AEAS 1209)

*Bachelor and Master – 6 ECTS*

### Summer Term

#### Content

The seminar will introduce students to key themes and developments relating to Chinese society over the last century. The focus is on grasping the nuances of dominant social processes in Chinese society and uncovering the institutional arrangements and transformations that underpin them. The bulk of our course material includes renowned, scholarly works, but we will also examine other types of media, such as art and film. The aim of this course is to provide students with the background knowledge and conceptual frameworks necessary to develop their M.A. (or B.A.) thesis on sociological topics relating to China.

#### Module description

This module consists of two equal parts: a seminar and a project study. The seminar focuses on providing students with background knowledge and conceptual approaches with which to engage key topics and developments in Chinese society, while the project study emphasizes critically applying what is learnt in the seminar to contemporary issues in structured group discussions and case studies. Students are required to register and participate in both parts of the module.

#### Grading/Assignments

Readings are assigned for each session. There are three assignments that contribute to the final grade: a research question presentation, a paper proposal, and a term paper.

#### Project Study: Topical Issues of the Chinese Society

Participants will be invited to discuss social issues in China in a debate format. The course aims at deeper understanding of the processes the Chinese society is undergoing in the recent times. Students will be asked to build small teams and work in the formed groups throughout the course. Each session two teams will advocate for opposite views on a certain issue, while others will act as jury. We will address such topics as gender, rural and urban development, civil society and lifestyle. This will require two debating teams to research on a topic beforehand, prepare arguments and arrange them logically. Grading is based on student's performance in the class.

Chair: <https://www.uni-due.de/in-east/school/>

## The Political System of Japan (AEAS 1215)

*Bachelor and Master – 6 ECTS*

### Summer Term

#### Content

This module will introduce students to the political system of Japan, following loosely Almond and Powell's structural-functionalist policy cycle model (if you are not familiar with it yet, google it).

Students shall gain insights into the structure and processes of Japan's political system and its underlying political culture. They will get acquainted with the formulation and foci of Japan's foreign policy as well as with Japan's integration in the international system. After completing this module, students shall be able to understand and evaluate political developments on the domestic and international level within a Japanese context.

1. Theoretical approaches to the study of the political system and Political processes in Japan
2. Institutional setting
3. Decision making
4. Japanese political culture in relation to the political process

Requirements to pass this course are active participation, preparation of assigned readings, one term paper (required length is 6,500 words plus any graphs, tables etc.), and a short oral presentation on the subject of the written assignment.

Chair: <https://www.uni-due.de/in-east/school/>

## Topics in International Economics

*Master / Graduate level – 5 ECTS*

### Summer Term

#### The idea of this class

We will discuss selected milestones in the international trade literature (but not all). The goal is to make students familiar with scientific publications and critically discuss them.

In the first part of this lecture, we will introduce basic concepts on workhorse models in the field that are necessary to understand the academic papers.

Students are expected to write a short term paper (max. 15 pages) on topics relating to the global economy.

#### Literature

The lecture is based on papers that are available on Moodle. Please read them! Students are also invited to use standard textbooks. There are not many graduate trade textbooks.

1. Feenstra, Taylor (2012): International Economics, Worth Publishers: New York.
2. Feenstra (2003): Advanced International Trade. Theory and Empirics, Princeton University Press: Princeton, New Jersey.
3. Markusen (2002): Multinational Firms and the Theory of International Trade, MIT Press: Cambridge, MA.
4. Fujita, Krugman, Venables (2001): The Spatial Economy: Cities, Regions, and International Trade, MIT Press: Cambridge, MA.

Chair: <https://www.vwl.msm.uni-due.de/en/home/>

## Transnational Relations of East Asia (DA 3)

*Master / Graduate level – 3 ECTS*

### Winter Term

#### Content

The growing economic power and influence of East Asia make it a fascinating area of study. The region has transformed from the economic devastation wrought by wars, together with later financial crisis, to the recognized center of gravity in the world economy. China, Japan and South Korea comprise an estimated 26% of the global economy (IMF 2018). Despite ongoing competitions, cooperation has emerged and proliferated. The force of a global economic marketplace has tied the fates of numerous countries in and out of the regions together. The proliferation of both multilateral and bilateral trade and investment agreements as well as regional production networks has been one of the most important recent trends in the region's transnational relations. To better understand transnational economic relations in East Asia, this course will introduce economic theories on trade and regional economic integration, will analyze the cost and benefit of various types of trade policies, and will explain the political economy of the relevant government policies.

#### Exam

Presentation and Take-home Assignments

#### Suggested Textbook

International Economics: Theory and Policy, by Paul R. Krugman, Maurice Obstfeld, and Marc Melitz. Pearson Publishing.

Chair: <https://www.uni-due.de/in-east/school/>



## Trends in Internal Auditing and Corporate Governance

*Master / Graduate level – 5 ECTS*

**Summer Term**

### Content

1. Internal Auditing and the Internal Governance Structure
2. Internal Auditing in different Industries
3. Trends in Internal Auditing
4. Board Compensation / Board Diversity
5. Trends in the Corporate Governance Discussion

Basic knowledge in the field of Internal Auditing is recommended.

**The lecture script is written in English but the class is held in German. The final exam is in German but students are allowed to answer in English.**

Chair: <https://www.ircg.msm.uni-due.de/en/home/>

## **Business English Refreshers' Course – Level I**

***Bachelor and Master – 3 ECTS***

**Summer and Winter Term**

### **Content**

The course conveys knowledge and skills in the areas of grammar, vocabulary, listening and reading comprehension. It aims to increase the overall language fluency. The participants will be brought to a sufficient level of English to fulfill the admission requirements for the elective “Wirtschaftsenglisch (Business English)” without difficulty.

**Please note that you can only register for either the Level I or the Level II course.**

Chair: <https://www.css.msm.uni-due.de/kursangebote/sommersemester-23/>

## **Business English Refreshers' Course – Level II**

***Bachelor and Master – 3 ECTS***

**Summer and Winter Term**

### **Content**

This course aims to equip students with the vocabulary and knowledge to give effective presentations in English, particularly within a business context. Students will develop their communication skills in English, paying close attention to their presentation style. Issues such as cross-cultural communication and persuasive power will be addressed. Students' analytical faculties will be enhanced through group discourse, as well as continuous oral and written assessment. In addition to practice assignments, students will be required to give two assessed presentations as part of their final grade.

**Please note that you can only register for either the Level I or the Level II course.**

Chair: <https://www.css.msm.uni-due.de/kursangebote/sommersemester-23/>

## German Language Course for Beginners

*Bachelor and Master – 5 ECTS*

**Summer and Winter Term**

### Description

The course is meant for exchange students from MSM, IN-EAST and Faculty of Social Sciences with no or very limited knowledge of German. It focuses on everyday oral and written communication. An oral and a written exam have to be passed.

We recommend all our international incomings to take the opportunity and attend German language courses. This course enables our Mercator incomings to meet other international students and to immerse fully into the German culture.

### Content

The language course is based on the language level and interests of the participants. If you don't have any previous knowledge of German, that's fine. Then we just take the first steps: How does it sound when the Germans speak? You learn the pronunciation in German almost perfectly, so that at the end of the course you can read each text aloud in such a way that a German can understand you well – even if you understand almost nothing yourself. But of course we also learn reading and listening comprehension using (very) simple reading and listening texts. The texts deal with everyday topics that you choose. To understand everything you also build up the appropriate vocabulary. Many texts in class are dialogues. Here you will learn speaking aids that will help you deal better with everyday situations. And how much grammar do you have to learn? You learn the grammar of simple main clauses (in order to be able to understand reading and listening texts) and simple questions and answers (in order to be able to cope with everyday situations).

Link: <https://campus.uni-due.de/lsf/rds?state=verpublish&status=init&vmfile=no&publishid=383287&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung>

## Spanisch für Wirtschaftswissenschaftler – Level A1 (Business Spanish A1)

*Bachelor and Master – 3 ECTS*

Summer and Winter Term

***Not offered in Summer 2023***

### Content

This course is designed for students who mainly want to learn Spanish for professional reasons. Previous knowledge is not required. The aim of the event is to teach the basics of the Spanish language (pronunciation, grammar and vocabulary) in order to enable communication in everyday life and at work.

### Aims of qualification:

The students will practice speaking, listening, reading and writing through exercises. Both cultural and work-related topics are considered.

### Literature:

Gente hoy 1 (ISBN: 978-3125157101)

Chair: <https://www.css.msm.uni-due.de/en/courses/>

## Spanisch für Wirtschaftswissenschaftler – Level A2 (Business Spanish A2)

*Bachelor and Master – 3 ECTS*

Summer and Winter Term

***Not offered in Summer 2023***

### Aims of qualification

The students will practice speaking, listening, reading and writing through exercises. Both cultural and work-related topics are considered.

### Literature

Gente hoy 1 (ISBN: 978-3125157101)

Chair: <https://www.css.msm.uni-due.de/en/courses/>

## Wiederholerkurs Französisch im Alltag (French Language Refreshers' Course)

*Bachelor and Master – 3 ECTS*

**Summer and Winter Term**

### Content

This course is meant for either MSM students or exchange students who want to revise and improve their French skills. It focuses on everyday oral and written communication. The requirement is a basic knowledge of French (A1 European framework, participation of a one-year course).

### Aims of qualification:

The course's aim is to enable students to communicate in everyday situations and to write short messages or emails. The comprehension of oral texts will be improved and short telephone calls are practised. To reach these aims the skills and the knowledge of grammar, reading and listening comprehension will be revised and enlarged. The oral communication skills will be improved. The focus will also lay on Intercultural differences of the participants in everyday situations.

Chair: <https://www.css.msm.uni-due.de/kursangebote/sommersemester-23/>

## Wirtschaftsenglisch (Business English)

*Bachelor and Master – 6 ECTS*

**Summer and Winter Term**

### Content

The whole 6 credit module consists of linked lecture/seminar elements amounting to 5-6 hours per week. Examination stretches over the course of the semester in the form of smaller elements; please check the respective course outline in the lecture descriptions for details. The module can be completed within one semester or stretched over two semesters. The test contains exercises dealing with listening and reading skills, spelling, grammar and vocabulary.

Chair: <https://www.css.msm.uni-due.de/kursangebote/sommersemester-23/>



## German Language Courses by IwiS *Bachelor and Master – 5 ECTS*

The university (Institut für wissenschaftliche Schlüsselkompetenzen – IwiS) offers German language courses for all international students. We recommend all our international incomings to take the opportunity and attend German language courses. Such courses enable our Mercator incomings to meet other international students and to immerse fully into the German culture.

Participants are required to take part in a placement test, which will be held prior to the course start. All information concerning the placement test will be made available during the application process.

The following pages contain detailed course descriptions.

Besides these courses, **Mercator School of Management offers a German Language Course for international students** ([“German Language Course for Beginners”](#)) with no or very limited knowledge, a placement test is not required.

# Course Descriptions

## Deutsch A1

*Bachelor and Master – 8 ECTS*

**Summer and Winter Term**

### Language actions:

- understanding numbers, names and locations
- introducing oneself and others
- orientation in a city
- telling the time and the time of the day
- ordering food and beverages
- buying groceries
- filling in official forms
- writing a short e-mail

### Linguistic structures:

- definite and indefinite articles
- negative and possessive articles
- Präsens
- statements and questions
- pronouns
- negation
- modal verbs können, möchten, mögen
- prepositions of place
- nominative and accusative
- plural
- past simple of sein and haben

### Final exam:

Listening comprehension 25%, reading skills 25%, text production 25%, active participation 25%.

For passing the final exam you have to gain at least 40% of the points in each of the four parts and at least 60% of the points in total.

Link: <https://campus.uni-due.de/lrf/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

# Course Descriptions

## Deutsch A2

***Bachelor and Master – 8 ECTS***

**Summer and Winter Term**

### Language actions:

- reading and writing a CV
- talking about one's free time and cultural activities
- leading conversations in a bank
- talking about wishes and unreal conditions
- talking about work activities, holiday
- leading business conversations on a phone

### Linguistic structures:

- separate-prefix verbs
- reflexive verbs
- genitive
- past simple
- causal clauses
- conditional clauses
- object clauses
- Konjunktiv II
- verbs with prepositional case

### Final exam:

Listening comprehension 25%, reading skills 25%, text production 25%, active participation 25%.

For passing the final exam you have to gain at least 40% of the points in each of the four parts and at least 60% of the points in total.

Link: <https://campus.uni-due.de/lfs/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

# Course Descriptions

## Deutsch B1/1

### *Bachelor and Master – 4 ECTS*

### Summer and Winter Term

#### Sprachliche Handlungen:

- den Tagesablauf beschreiben, über Tätigkeiten sprechen
- auf eine Einladung reagieren
- über Berufsalltag , - leben sprechen
- Termine vereinbaren
- nach Informationen suchen
- über verschiedene Medien sprechen
- Produkte und Eigenschaften beschreiben
- einen persönlichen Brief schreiben
- eigene Meinung formulieren

#### Sprachliche Strukturen:

- Infinitivsätze
- Konjunktiv II (Höflichkeit, Wunsch, Aufforderung)
- Komparativsätze
- Futur I
- Reflexivverben
- Relativpronomen im Dativ und mit Präpositionen
- Passiv, Modalverben (Wiederholung)

#### Klausur:

Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%,  
aktive Mitarbeit 23%.

Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro  
Teilfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: <https://campus.uni-due.de/lrf/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

## Deutsch B1/2

### *Bachelor and Master – 4 ECTS*

### Summer and Winter Term

#### Sprachliche Handlungen:

- übers (Sprachen)lernen/Schulzeit berichten/diskutieren
- Gründe und Folgen nennen
- über Verkehr/Urlaub berichten/diskutieren
- über Gefühle sprechen/Ratschläge geben
- Charaktere beschreiben
- Berichte im Restaurantführer verstehen
- sich über Essgewohnheiten unterhalten
- einen formellen/halbformellen Brief schreiben
- einen kurzen Bericht schreiben
- eigene Meinung formulieren

#### Sprachliche Strukturen:

- Demonstrativpronomen (der-, die-, dasselbe)
- Finalsätze
- Kausalsätze
- Temporalsätze
- Präpositionen mit Genitiv
- Plusquamperfekt

#### Klausur:

Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%,  
aktive Mitarbeit 23%.

Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro  
Teilfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: <https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

## Deutsch B2/1

*Bachelor and Master – 4 ECTS*

**Summer and Winter Term**

### **Sprachliche Handlungen:**

- über Schulzeit und Ausbildung berichten
- einen ausführlichen Lebenslauf schreiben
- einen Lesebrief verfassen
- sich mündlich und schriftlich beschweren
- über interkulturelle Unterschiede diskutieren
- über Arbeit und Studium sprechen

### **Sprachliche Strukturen:**

- Rektion der Verben
- Verben mit präpositionalem Kasus

### **Klausur:**

Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%, aktive Mitarbeit 23%.

Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro Teilfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: <https://campus.uni-due.de/lfs/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

## Deutsch B2/2

*Bachelor and Master – 4 ECTS*

**Summer and Winter Term**

### **Sprachliche Handlungen:**

- über Freizeitaktivitäten diskutieren
- über Politik diskutieren
- einen Kurzvortrag (eine Präsentation) halten
- über Technik sprechen
- über Gesundheit sprechen
- Grafiken beschreiben

### **Sprachliche Strukturen:**

- Subjektive Bedeutung der Modalverben
- Konjunktiv I
- Modalangaben
- erweiterte Partizipien
- Nomen-Verb-Verbindungen
- Passiversatzformen

### **Klausur:**

Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%, aktive Mitarbeit 23%.

Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro Teilfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: <https://campus.uni-due.de/lfs/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

# Course Descriptions

## Deutsch C1/1

*Bachelor and Master – 4 ECTS*

**Summer and Winter Term**

### **Sprachliche Handlungen:**

- Stellungnahme verfassen
- Kritik üben
- satirische Texte verstehen
- über Energieverbrauch, Stress/Humor/Erfolge (Niederlage) diskutieren
- einen Vortrag halten
- eine Grafik beschreiben

### **Sprachliche Strukturen:**

- Adjektive mit präpositionalem Kasus
- Präpositionen mit Genitiv
- Partizipialattribute
- Modalverben in Vermutungsbedeutung

### **Klausur:**

Hörverstehen 28%, Leseverstehen 28%, Textproduktion 28%,  
aktive Mitarbeit 16%.

Link: <https://campus.uni-due.de/lfs/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>



## Deutsch C1/2

*Bachelor and Master – 4 ECTS*

**Summer and Winter Term**

### **Sprachliche Handlungen:**

- Stellungnahme verfassen
- Kritik üben
- satirische Texte verstehen
- über Energieverbrauch, Stress/Humor/Erfolge (Niederlage) diskutieren
- einen Vortrag halten
- eine Grafik beschreiben

### **Sprachliche Strukturen:**

- Adjektive mit präpositionalem Kasus
- Präpositionen mit Genitiv
- Partizipialattribute
- Modalverben in Vermutungsbedeutung

### **Klausur:**

Hörverstehen 28%, Leseverstehen 28%, Textproduktion 28%,  
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Link: <https://campus.uni-due.de/lfs/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C340290%7C338400%7C338135&P.vx=kurz>

## English Language Courses by IwiS

### *Bachelor and Master*

### Summer and Winter Term

The offer of English courses is currently structured as follows:

#### **Level courses:**

- English A1/2-C1

#### **DAAD:**

- Exams
- Preparatory courses

#### **Other courses:**

- Business English (Level: B1+)
- Academic Writing in English
- Improve your English Communication Skills
- Refresh your English Grammar

For further information, please visit the LSF-website:

<https://campus.uni-due.de/lfs/rds?state=wtree&search=1&trex=step&root120231=339240%7C338238%7C336839&P.vx=kurz>

## Winter Semester Courses sorted by periods

Course title	First period*	Second period*
Applications in Empirical Research (M)		X
Applied Microeconomics (M)	X	
Behavioral Economics (M)		X
Business and Economy in China (M)		X
Contemporary History of East Asia (DA 3) (M)		X
Contemporary Issues of East Asia (M)		X
East Asia in Economic Science: Contemporary Challenges of the Economies in East Asia (DA 2) (B/M)		X
East Asia in Economic Science: The Development Issues of the Economies of East Asia (DA 2) (B/M)		X
East Asia in Political Science (DA 1) (B/M)		X
East Asia in Sociology (DA 1) (B/M)		X
Econometrics (M)		X
Economic and Business Issues of Korea (AEAS 2117) (M)		X
Empirical Research in International Economics (M)	X	
Game Theory and its Applications (M)		X
Inspiring Entrepreneurship: Encounter of Economy, Culture, and Politics in Global Business Context (B/M)		X
Institutions in Japanese Politics (AEAS 1116) (M)		X
International Financial Accounting (B)	X	
Japan's Political Economy (AEAS 2108) (M)		X
Marketing I: Marketing Information & Strategy (B)		X
Marketing II: Marketing Operations and International Marketing (B)		X
Transnational Relations of East Asia (DA 3) (M)		X

\*First Period: 17.10.2022 – 25.11.2022, Exam Period: 05.12. – 09.12.2022

\*Second Period: 12.12.2022 – 03.02.2023, Exam Period: 07.02. – 07.03.2023

## Summer Semester Courses sorted by periods

Course title	First Period*	Second Period*
Advanced Industrial Organization (M)		X
Anthropology of Migration and Transnationality: An Ethnographic Walk through Marxloh (B)		X
Applications in Empirical Research (M)		X
Business Issues in Japan's Economy (AEAS 2207) (M)		X
China Management Cases (AEAS 2205) (M)		X
Econometrics (M)		X
Economic Developments in East Asia (AEAS 2213) (M)		X
Economic Studies on China (AEAS 2205) (M)		X
Global inequalities and climate change (B)		X
Inspiring Entrepreneurship: Encounter of Economy, Culture, and Politics in Global Business Context (B/M)		X
Institutions and Organizations in Japan (AEAS 1201) (M)		X
Introduction to Data Analytics (M)	X	
Japan's Role in Global and Regional Economic Relations (AEAS 2207) (M)		X
Korean Society and Politics (AEAS 1218) (M)		X
Marketing I: Marketing Information and Strategy (B)		X
Marketing II: Marketing Operations and International Marketing (B)		X
Migration Economics (B)		X
Political Culture and State-Society Interactions (AEAS 1212) (M)		X
Seminar in Behavioral Economics (M)		X
Sociology of Religion: Intercultural Comparative Perspectives (B)		X
Super-Diversity and Institutional Whiteness in (Post-) Migration Society (B)		X
Sustainable Finance (M)	X	
The Chinese Society (AEAS 1209) (M)		X
The Political System of Japan (AEAS 1215) (M)		X
Topics in International Economics (M)	X	
Trends in Internal Auditing and Corporate Governance (M)		X

\*First Period: 11.04. – 19.05.2023; Exam Period: 30.05. – 02.06.2023

\*Second Period: 05.06. – 14.07.2023; Exam Period: 18.07. – 14.08.2023