

Course Catalogue Overview

Please note that minor changes to this course list may occur. We assume no liability for this course list being complete or correct. (Jan. 2017)

Innovation & Entrepreneurship

Course code	Course Title	Course Type	ECTS	offered in	Course Level	Chair of Professor	Language
WI000969	Entrepreneurship for Students of Information Systems: (Entrepreneurship in a Digital Age)	Lecture	3	winter	B.Sc.	Prof. Alexy	English
WI000775	Basics of Law	Lecture	6	summer	M.Sc.	Prof. Ann	German
WI000027 *	Business Law, Part 1 (BGB)	Lecture + Exercise	6	winter	B.Sc.	Prof. Ann	German
WI000941	Consumer Law	Lecture	6	winter	M.Sc.	Prof. Ann	German
WI000251	Cyber Law (Part of the module "Marketing Compliance")	Lecture	3	winter	B.Sc./M.Sc.	Prof. Ann	German
WI001126	Design Law	Lecture	3	summer	M.Sc.	Prof. Ann	German
WI000155 *	European Business Law	Lecture	3	summer	M.Sc.	Prof. Ann	English
WI001143	Intellectual Property Management in the Global Market Place	Lecture	3	winter	B.Sc.	Prof. Ann	English
WI001107	Intellectual property rights as the world currency of the knowledge society	Lecture	3	summer	M.Sc.	Prof. Ann	German
WI001032	Introduction to Business Law	Lecture	3	winter	B.Sc.	Prof. Ann	German
WI000816	Labor Law	Lecture + Exercise	6	winter/summer	M.Sc.	Prof. Ann	German
WI000130/ WI001063	Law of Business Association and Corporations 1	Lecture	3	winter	B.Sc./M.Sc.	Prof. Ann	German
WI000668	Licensing Agreements	Lecture	3	summer	B.Sc./M.Sc.	Prof. Ann	English
WI000132	Marketing Management: Legal Requirements of the Advertisement as Marketing Instrument (Part of the module "Marketing Compliance")	Lecture	3	winter	B.Sc./M.Sc.	Prof. Ann	German
WI000810	Patents and Trade Secrets	Lecture	3	winter/summer	B.Sc.	Prof. Ann	German/English
WI000723	Private Law	Lecture	3	winter	B.Sc.	Prof. Ann	German
WI000138	Tax Law II	Lecture	3	winter	M.Sc.	Prof. Ann	German
WI000059	Taxation of real estates, real estate yields and real estate fund	Lecture	3	summer	M.Sc.	Prof. Ann	German
WI000155 *	Tutorial European Business Law	Exercise	3	summer	M.Sc.	Prof. Ann	German
WI000984 *	Entrepreneurship	Lecture + Exercise	3	winter	M.Sc.	Prof. Breugst	English
WI000990	Introduction to Entrepreneurial Behavior	Seminar	6	winter	B.Sc.	Prof. Breugst	English
WI000026	Advanced Technology and Innovation Management	Lecture	6	winter	M.Sc.	Prof. Henkel	English
WI001090	Behavioral Pricing: Insights, Methods, and Strategy	Seminar	6	winter/summer	M.Sc.	Prof. Henkel	English
WI000258 *	Empirical Research in Management and Economics	Lecture	6	winter	M.Sc.	Prof. Henkel	English
WI000116	Lead-User Project	Seminar	6	winter/summer	M.Sc.	Prof. Henkel	German
WI000820 *	Technology and Innovation Management: Introduction (Part of the module "Marketing and Innovation")	Lecture	3	summer	B.Sc.	Prof. Henkel	English
WI001129	Technology and Innovation Management: Introduction MiM (Part of the module "Marketing and Innovation")	Lecture	3	summer	M.Sc.	Prof. Henkel	English
WI001087	Banking Law and Credit Collaterals	Lecture	3	winter	M.Sc.	Prof. Maume	German
WI000030 *	Business Law, Part 2	Lecture + Exercise	6	summer	B.Sc.	Prof. Maume	German
WI001089	Capital Markets Law	Lecture	3	winter	M.Sc.	Prof. Maume	German
WI001108	Law of Business Association 2	Lecture	3	summer	B.Sc.	Prof. Maume	German
WI000261	Empirical Research Methods	Lecture + Exercise	6	summer	B.Sc./M.Sc.	Prof. Patzelt	English
WI000769	Entrepreneurial Management	Seminar	6	summer	B.Sc./M.Sc.	Prof. Patzelt	English
WI001058 *	Introduction to Business Ethics (Part II of Module "Foundations of Entrepreneurial and Ethical Business")	Lecture	3	winter	B.Sc.	Prof. Patzelt	German/English
WI001058 *	Introduction to Entrepreneurship (Part I of Module "Foundations of Entrepreneurial and Ethical Business")	Lecture	3	winter	B.Sc.	Prof. Patzelt	English
WI001146	Public Understanding of Science and Technology (Responsible Governance in Science, Technology, and Innovation, Part 1)	Seminar	3	winter	M.Sc.	Prof. Pfothenhauer	English

WI001146	Responsible Research and Innovation (Responsible Governance in Science, Technology and Innovation, Part 2)	Seminar	3	winter	M.Sc.	Prof. Pfothenhauer	English
WI001148	Technology, Society and International Security: (The Case of Satellite Technologies)	Seminar	3	winter	M.Sc.	Prof. Pfothenhauer	English
WI001147	What Future of Mobility? Engaging Technologies, Politics, Economic Scenarios, and Practices	Seminar	3	winter	M.Sc.	Prof. Pfothenhauer	English
WI100180	Business Plan - Advanced Course (Business Models, Sales and Finance)	Seminar	6	winter/ summer	B.Sc./M.Sc.	UnternehmerTUM	German
WI000159	Business Plan - Basic Course (Business Idea and Market)	Seminar	3	winter/ summer	B.Sc./M.Sc.	UnternehmerTUM	English
WI000285	Innovative Entrepreneurs	Lecture	3	winter/ summer	M.Sc.	UnternehmerTUM	German
WIXXXXXX	Advanced Seminar in Innovation & Entrepreneurship (various subtitles)	Seminar	6	summer	M.Sc.	Various	German/English
WIXXXXXX	Advanced Topics in Innovation & Entrepreneurship (various subtitles)	Seminar/ Lecture	6	summer	M.Sc.	Various	German/English
WIXXXXXX	Seminar in Innovation & Entrepreneurship (various subtitles)	Seminar	6	summer	B.Sc.	Various	German/English
WIXXXXXX	Topics in Innovation & Entrepreneurship (various subtitles)	Lecture/ Seminar	6	winter/ summer	B.Sc.	Various	German/English

Marketing, Strategy & Leadership

Course code	Course Title	Course Type	ECTS	offered in	Course Level	Chair of Professor	Language
WI000315/ WI000316	Consumer Goods Marketing	Lecture	3	winter	B.Sc./M.Sc.	Prof. Belz	German
WI001072	Corporate Sustainability	Seminar	6	summer	B.Sc.	Prof. Belz	English
WI000727	Qualitative Research Methods (Part of the module "Research Methods")	Seminar	3	winter	M.Sc.	Prof. Belz	English
WI000702	Sustainability Innovation & Sustainability Marketing	Lecture	6	winter	B.Sc./M.Sc.	Prof. Belz	English
WI000927	Sustainability Marketing & Sustainable Consumption	Seminar	6	summer	M.Sc.	Prof. Belz	English
WI000939	Consumer Behaviour Research Methods	Lecture + Exercise	6	winter	M.Sc.	Prof. Fuchs	English
WI001140	Luxury Marketing	Seminar	6	summer	M.Sc.	Prof. Fuchs	English
WI001129	Marketing MiM (Part of the module "Marketing and Innovation")	Lecture	3	summer	M.Sc.	Prof. Fuchs	English
WI001128	Corporate Strategies in MNEs	Lecture + Exercise	6	winter	M.Sc.	Prof. Hutzschenreuter	English
WI900012	International Management	Lecture	3	winter/ summer	M.Sc.	Prof. Hutzschenreuter	English
WI001128	Strategies in MNEs	Lecture + Exercise	6	winter	M.Sc.	Prof. Hutzschenreuter	English
WI100777	Human Resource Management	Lecture	3	winter	B.Sc./M.Sc.	Prof. Kehr	German
WI000178 *	Introduction to Leadership	Lecture	3	winter	B.Sc.	Prof. Kehr	English
WI000038/ WI000263	Leadership by Motivation	Seminar	3	winter/ summer	M.Sc.	Prof. Kehr	German
WI000031/ WI000178/ WI001036	Organizational Psychology	Lecture	3	winter	M.Sc.	Prof. Kehr	English
WI000029	Practice of Leadership and Organization	Lecture	3	summer	M.Sc.	Prof. Kehr	German
WI001117	The Psychology of Efficient Project Management - Knowledge and Skills For Conducting Scientific Projects	Seminar	6	winter/ summer	B.Sc.	Prof. Kehr	German
WI000688 *	Marketing (Part of the module "Marketing and Innovation")	Lecture	3	summer	B.Sc.	Prof. Königstorfer	English
WI000996	High Performance Leadership	Lecture	3	winter	B.Sc./M.Sc.	Prof. Peus	German
WI001142	Behavioral Economics	Lecture + Exercise	6	summer	M.Sc.	Prof. Roosen	English
WI000739 *	Consumer Behaviour	Lecture	6	winter	M.Sc.	Prof. Roosen	English
WI000740 *	Consumer Economics and Policy	Lecture	6	winter	M.Sc.	Prof. Roosen	English
WI000942	Consumer Policy	Lecture	3	winter	M.Sc.	Prof. Roosen	German
WI000948	Food Economics	Lecture/ Seminar	3	summer	M.Sc.	Prof. Roosen	English
WI001005	Human Values and Household Wellbeing	Lecture	3	winter	M.Sc.	Prof. Roosen	English
WI000727	Quantitative Research Methods (Part of the module "Research Methods")	Lecture	3	winter	M.Sc.	Prof. Roosen	English
WI001111	Applied Strategy and Organization (various subtitles)	Lecture	3	winter/ summer	B.Sc.	Prof. Welpe	German/English
WI000656	Introduction to Strategy and Organization	Lecture	3	winter	B.Sc.	Prof. Welpe	German/English
WIXXXXXX	Advanced Seminar Marketing, Strategy & Leadership (various subtitles)	Seminar	6	summer	M.Sc.	Various	German/English
WIXXXXXX	Advanced Topics in Marketing, Strategy & Leadership (various subtitles)	Seminar/ Lecture	6	summer	M.Sc.	Various	German/English

WIXXXXXX	Seminar Marketing, Strategy & Leadership (various subtitles)	Seminar	6	summer	B.Sc.	Various	German/English
WIXXXXXX	Topics in Marketing, Strategy and Leadership (various subtitles)	Lecture/ Seminar	6	winter/ summer	B.Sc.	Various	German/English

Operations & Supply Chain Management

Course code	Course Title	Course Type	ECTS	offered in	Course Level	Chair of Professor	Language
WI000836	Advanced Planning in Supply Chains - Illustrating the Concepts Using an SAP APO Case Study	Lecture	6	winter	B.Sc./M.Sc.	Prof. Grunow	English
WIB19832	Advanced Topics in Operations & Supply Chain Management I: (Quality Management)	Lecture	6	winter	M.Sc.	Prof. Grunow	English
WI000835	Basics of Advanced Planning and Supply Chain Management	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Grunow	English
WI100967	Designing and Scheduling Lean Manufacturing Systems	Lecture + Exercise	6	summer	M.Sc.	Prof. Grunow	English
WIB19807	Topics Operations & Supply Chain Management I: (Sales and Operations Planning in the Automotive Industry)	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Grunow	English
WI001118	Behavioral Operations Management: (Human Decision Behavior - Insights from Laboratory Experiments)	Lecture	6	winter	M.Sc.	Prof. Kolisch	English
WI200541	Complex Scheduling in Manufacturing and Services: Models, Methods and Applications	Lecture + Exercise	6	summer	M.Sc.	Prof. Kolisch	English
WI001034 *	Healthcare Operations Management	Lecture + Exercise	6	summer	M.Sc.	Prof. Kolisch	English
WI000275 *	Management Science	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Kolisch	English
WI000264	Project Management	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Kolisch	English
WI000226	Service Operations Management	Lecture + Exercise	6	summer	B.Sc.	Prof. Kolisch	English
WI000979	Inventory Management	Lecture + Exercise	6	summer	M.Sc.	Prof. Minner	English
WIXXXXXX	Research on Inventory Management	Seminar	3	summer	M.Sc.	Prof. Minner	English
WI000977	Stochastic Modeling and Optimization	Lecture + Exercise	6	winter	M.Sc.	Prof. Minner	English
WI000978	Transportation Logistics	Lecture	6	winter	B.Sc./M.Sc.	Prof. Minner	English
WI001060 *	Production and Logistics	Lecture + Exercise	6	summer	B.Sc.	Prof. Minner/Grunow	English
WI001131 *	Production and Logistics (MiM)	online Lecture + Exercise	6	summer	M.Sc.	Prof. Minner/Grunow	English
WI000974/ WI001088	Simulation in Operations Management	Lecture + Exercise	3	winter/ summer	B.Sc./M.Sc.	Prof. Minner/Grunow	English
WI000974/ WI001088	Modeling and Optimization in Operations Management	Lecture + Exercise	3	winter/ summer	B.Sc./M.Sc.	Prof. Minner/Grunow	English
WIXXXXXX	Advanced Seminar Operations & Supply Chain Management (various subtitles)	Seminar	6	summer	M.Sc.	Various	German/English
WIXXXXXX	Advanced Topics in Operations & Supply Chain Management (various subtitles)	Seminar/ Lecture	6	summer	M.Sc.	Various	German/English
WIXXXXXX	Seminar Operations & Supply Chain Management (various subtitles)	Seminar	6	summer	B.Sc.	Various	German/English
WIXXXXXX	Topics in Operations and Supply Chain Management (various subtitles)	Lecture/ Seminar	6	winter/ summer	B.Sc.	Various	German/English

Finance & Accounting

Course code	Course Title	Course Type	ECTS	offered in	Course Level	Chair of Professor	Language
WI001004	Financial Modeling in Private Equity: (formerly Debt Financing for Entrepreneurs)	Lecture + Exercise	6	winter	M.Sc.	Prof. Achleitner	English
WI000158	Entrepreneurial Finance	Lecture	6	summer	B.Sc.	Prof. Braun	English
WI001139	Financial Accounting	Lecture + Exercise	6	winter	M.Sc.	Prof. Ernstberger	English
WI001059 *	Financial Accounting	Lecture + Exercise	6	winter	B.Sc.	Prof. Ernstberger	English
WI001059 *	Financial Accounting and Reporting	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Ernstberger	German
WI001083 *	Controlling	Lecture + Exercise	6	winter	B.Sc.	Prof. Friedl	German
WI001057	Cost Accounting	Lecture + Exercise	6	summer	B.Sc.	Prof. Friedl	German

WI001130	Cost Accounting	Lecture + Exercise	6	summer	M.Sc.	Prof. Friedl	English
WI000998	Group Accounting and IFRS	Lecture + Exercise	6	summer	M.Sc.	Prof. Friedl	German
WI000233 *	Management Accounting	Lecture + Exercise	6	winter	M.Sc.	Prof. Friedl	German
WI000234 *	Value-based Management	Lecture + Exercise	6	summer	M.Sc.	Prof. Friedl	English
WI000231 *	Asset Management	Lecture + Exercise	6	winter	M.Sc.	Prof. Kaserer	English
WI000092	Banking and Risk Management	Lecture	3	winter	M.Sc.	Prof. Kaserer	English
WI000091 *	Corporate Finance	Lecture + Exercise	6	summer	B.Sc./M.Sc.	Prof. Kaserer	English
WI000232 *	Derivatives	Lecture	3	summer	M.Sc.	Prof. Kaserer	English
WI000219 *	Investment and Financial Management	Lecture + Exercise	6	winter	B.Sc.	Prof. Kaserer	German
WI000219	Investment and Financial Management	Lecture + Exercise	6	winter	B.Sc.	Prof. Kaserer	English
WI001028	Basic Principles and international Aspects of Corporate Management	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Mohnen	German
WI000982	Basic Principles of Rational Negotiations	Seminar	6	summer	B.Sc./M.Sc.	Prof. Mohnen	German/English
WI001038	Management in Family Firms	Seminar	6	winter/ summer	M.Sc.	Prof. Mohnen	German
WI000994	Negotiation Strategies	Seminar	6	winter	M.Sc.	Prof. Mohnen	German/English
WI001039	Challenges in Energy Markets	Lecture	3	summer	M.Sc.	Prof. Wozabal	English
WI001125	Energy Markets II	Lecture + Exercise	6	summer	M.Sc.	Prof. Wozabal	English
WI000992	Energy Trading	Lecture	3	summer	M.Sc.	Prof. Wozabal	English
WI001135	Stochastic Optimization	Lecture + Exercise	6	summer	M.Sc.	Prof. Wozabal	English
WI001144	Topics in Energy Trading (formerly Derivatives II: (Applications in Energy Markets))	Lecture + Exercise	6	winter	M.Sc.	Prof. Wozabal	English
WIXXXXXX	Advanced Seminar Finance & Accounting (various subtitles)	Seminar	6	winter/ summer	M.Sc.	Various	German/English
WIXXXXXX	Advanced Topics in Finance & Accounting (various subtitles)	Seminar/ Lecture	6	summer	M.Sc.	Various	German/English
WIXXXXXX	Seminar Finance & Accounting (various subtitles)	Seminar	6	summer	B.Sc.	Various	German/English
WIXXXXXX	Topics in Finance & Accounting (various subtitles)	Lecture/ Seminar	6	winter/ summer	B.Sc.	Various	German/English

Economics & Policy

Course code	Course Title	Course Type	ECTS	offered in	Course Level	Chair of Professor	Language
WI000023 *	Economics II (Macroeconomics)	Lecture + Exercise	6	summer	B.Sc./M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000100 *	Economics III	Lecture + Exercise	6	summer	M.Sc.	Prof. Frhr. von Weizsäcker	German/English
WI000102	Industrial Organization	Lecture + Exercise	6	winter/ summer	M.Sc.	Prof. Frhr. von Weizsäcker	German
WI001056 *	Principles of Economics	Lecture + Exercise	6	winter	B.Sc./M.Sc.	Prof. Frhr. von Weizsäcker	English
WI000104	Public Economics I - Economic Theory of the State	Lecture	3	winter/ summer	B.Sc./M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000105	Public Economics II - Theory and Politics of Taxation	Lecture	3	irregular	M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000107	Public Economics III - Theory and Politics of Public Debt	Lecture	3	irregular	M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000109	Public Economics IV - Theory and Politics of Income Distribution	Lecture	3	irregular	M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000658	Public Economics V - Seminar in Public Choice	Seminar	3	irregular	M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000914	Public Economics VI - Seminar in Public Debt	Seminar	3	summer	B.Sc./M.Sc.	Prof. Frhr. von Weizsäcker	German
WI000021 *	Economics I (Microeconomics)	Lecture + Exercise	6	winter	B.Sc.	Prof. Kurschilgen	German/English
WI000286	Environmental and Natural Resource Economics	Lecture	6	summer	M.Sc.	Prof. Roosen (temporary)	English
WI000321	International Agricultural Markets and Trade	Lecture	5	winter	M.Sc.	Prof. Roosen (temporary)	English
WI001066	Challenges in Energy Markets I	Lecture	3	winter	M.Sc.	Prof. Schwenen	English
WI000946	Energy Markets I	Lecture + Exercise	6	winter	M.Sc.	Prof. Schwenen	English
WI001115	Industrial Economics and Regulation of Energy Markets	Lecture + Exercise	6	winter	M.Sc.	Prof. Schwenen	English
WZ4190	Human Resources and Corporate Social Responsibility	Lecture + Seminar	6	winter	M.Sc.	Prof. Suda	English
WI000926	International Environmental Policy	Lecture	3	winter	M.Sc.	Prof. Suda	English

Comments

Scope of this course overview

This course overview summarizes the most common courses regularly offered by TUM School of Management (minor changes may occur). Our course program tends to be very flexible. Additional new course offerings are available every semester. Exchange students have free access to all courses we offer on B.Sc. and M.Sc. level. A full list of courses will be released through TUMonline (<http://www.tumonline.de>) a few weeks prior to the beginning of the lecture period. Check out what TUM School of Management offered in past semesters in TUMonline (<http://www.tumonline.de>)!

Course details

For course details and contents please browse TUMonline (<http://www.tumonline.de>) using the course names.

Lecturio (marked with *)

Some courses are also available on the video-platform "Lecturio" which offers recorded lectures of the TUM School of Management as e-learning lectures. This platform enables our students to follow courses from previous semesters, too. Please find more information here: <http://www.lecturio.de/tum>

Further courses (free access for exchange students)

Courses provided by other departments: <http://www.tumonline.de>

Language courses: <http://portal.mytum.de/studium/sprachenzentrum>

Soft skill training courses (Carl-von-Linde-Akademie): <http://www.cvl-a.de>

Credit System

A fulltime study load at TUM SOM is approximately 1800 hours per year which is equal to 60 ECTS credits. German students usually undertake a workload of 30 credits per semester. For exchange students, we recommend a workload of 15-20 ECTS per semester. 1 ECTS credit represents approximately 30 working hours. These hours include all work required for completing the course: lecture, exercises, cases, possible projects, independent studies, exams etc. The contact time in class per week is 30 minutes for 1 ECTS. A semester usually consists of 15 weeks of lecture period.

Academic calendar: Lecture periods including examination periods

2017/18

Winter semester: 16 October 2017 – 11 March 2018

Summer semester: 09 April 2018 – 11 August 2018

Contact

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<http://www.wi.tum.de/student-life/>