

Department of Economics and Management
Fall Trimester 2020

1. Working and Managing in a Multi-Cultural Context
(6 ECTS, MA, module-no. 2479)

Lecturer: Prof. Dr. Sonja Sackmann

Workload: 180 hours; Contact hours: 24h; Self-study: 156 hours

Time: TBD

Recommended prerequisites:

Knowledge in the areas of corporate management, personnel and organization or dealing with people in organizations is required.

Content:

The Intercultural Management module sensitizes students to the cultural complexity in the context of organizations and teaches the basics of working in foreign cultures as well as cooperation in inter-, multinational and globally active companies. The focus is on interaction relationships between people from different cultural backgrounds in an organizational context as well as how they deal with multiple cultural identities. This course teaches theories, models and dimensions in order to recognize and understand cultural differences. On the basis of a simulation and case studies, the students experience and work out to what extent intercultural differences in the organizational context influence work life, cooperation, communication and leadership processes and what prerequisites are needed to deal constructively with cultural differences.

Learning objectives:

The Intercultural Management module is an interest module of the specialization Development of Sustainable Organizations. It focuses on sensitizing students to cultural differences within the framework of international and global cooperation, taking cultural diversity into account. The students learn to understand central processes, dynamics and conflict potentials in inter- and multinational cooperation and to develop effective ways of dealing with foreign cultures and cultural diversity. This knowledge has a high practical relevance for working in the context of an increasingly global economic world. This module also teaches social skills in inter- and multinational cooperation.

Proof of performance:

Written examination of 60 minutes or grade certification. If the proof of performance is provided in the form of a grade certification, this will be announced at the latest at the beginning of the event, together with the specific modalities for obtaining the grade certificate.

Bibliography:

Boyacigiller/Phillips/Kleinberg/Sackmann, Conceptualizing Culture. Elucidating the Streams of Research in International Cross-Cultural Management. In: Punnett/Shenkar (Hrsg.): Handbook for International Management Research. Ann Arbor: University of Michigan Press, 2. überarbeitete Aufl. 2004: 99-167.

Harris/Moran, Managing Cultural Differences, 6. Aufl., Elsevier, 2004.

Primecz/Romani/ Sackmann (Hrsg.) Cross-Cultural Management in Practice: Culture and Negotiated Meanings, Edward Elgar, 2011.

2. Strategic Organizational Design (6 ECTS, MA*, module-no. 3467)

Lecturer: Prof. Dr. Stephan Kaiser

Workload: 180 hours; Contact hours: 24h; Self-study: 156 hours

Time: TBD

Recommended prerequisites:

Knowledge in the areas of corporate management, human resources and organizations is required, as typically acquired in an economics bachelor's and master's program.

Content:

In the Strategic Organizational Design event, the interplay between strategy and organization will be examined from an organizational theory perspective. Starting from the debate on "structure follows strategy", fundamental problems of organizational design and their connection with strategy are analyzed. Building on this, students learn about important topics of strategic organizing: the importance of change and stability (dynamic abilities, ambiguity, path dependency), of organizational boundaries & structures (open organization, heterarchies, fluidity) as well as of the environment (inter-organizational networks, ecosystems, dynamics) for strategic organizational design. In addition to theoretical and conceptual input, the contents will be developed and deepened on the basis of case studies.

Learning objectives:

The module is offered to students of the specialization Development of Sustainable Organizations as a compulsory elective module or to all students as a field of interest. On the basis of theoretical concepts, students learn about central challenges for strategic organizational design and the associated management implications. The conceptual and analytical knowledge imparted in the module is of high practical relevance for work in organizations. Due to the strong interaction of the students, the module also imparts social and communication skills.

Proof of performance:

Written exam or grade certificate, which can be acquired through assessed group work/seminar papers.

Bibliography:

Schreyögg, G., Geiger, D. (2016): Organisation: Grundlagen moderner Organisationsgestaltung, 6. Aufl., Wiesbaden: Springer Gabler

Further literature will be announced at the beginning of the event.

3. Information, Organization and Management (6 ECTS, MA*, module-no. 2456)

Lecturer: Prof. Dr. Martin Hepp

Workload: 180 hours; Contact hours: 36h; Self-study: 144 hours

Time: TBD

Recommended prerequisites:

Basic microeconomic and business management knowledge is required, as taught in basic economics courses in relevant bachelor programs.

Content:

The module deals with the connections between (1) the changed communication possibilities through the Internet and services based on it and (2) the change in the structure of economic activity. In particular, the influence on the division of labor and forms of coordination, the decision between in-house production or external procurement, the definition of company boundaries and the appropriate design of information systems are highlighted. In each case, the impacts between economic effects and Internet-based, automated processes are worked out together with the students.

Learning objectives:

By participating in this course, students will be able to understand the impact of internet-based communication on business processes, internal organization and market conditions on sales and procurement markets of companies and value chains, and to make corresponding operational decisions in a scientifically sound manner, in particular with regard to the design of contracts and communication relationships with customers and suppliers.

Proof of performance:

Written examination of 60 minutes or grade certification. If the proof of performance is provided in the form of a grade certification, this will be announced at the latest at the beginning of the event, together with the specific modalities for obtaining the grade certificate.

Bibliography:

Textbooks

Picot, A.; Reichwald, R.; Wigand, R.: Information, Organization and Management, Springer, 2008.

Shapiro, Carl; Varian, Hal R.: Information Rules: A strategic Guide to the Network Economy. Harvard Business School Press, Boston, MA, USA 1998.

Further Reading

Chesbrough, Henry; Spohrer, Jim: A research manifesto for services science. In: Communications of the ACM 49 (2006) 7, pp. 35-40.

Coase, R. H.: The Nature of the Firm. In: R. H. Coase (Eds.) 33-55.

Cordella, Antonio: Does information technology always lead to lower transaction costs? In: S. Smithson; J. Gricar; M. Podlogar; S. Avgerinou (Eds.): Ninth European Conference on Information Systems. Bled, Slovenia, 2001, pp. 854-864.

Malone, Thomas W. et al.: Electronic Markets and Electronic Hierarchies. In: Communications of the ACM 30 (1987) 6, pp. 484-497.

Malone, Thomas W. et al.: The Logic of Electronic Markets. In: Harvard Business Review (1989) 3, pp. 3-8.

Sampson, Geoffrey: The myth of diminishing firms. In: CACM 46 (2003) 11, pp. 25-28.

*For advanced Bachelor exchange students it is possible to participate in the course at Master level, as the level will be adapted for them

Succi, Giancarlo et al.: Network Externalities in Software Systems. In: Standard View 6(1999) 4, pp. 185-191.

Taylor, Frederick Winslow: The Principles of Scientific Management. (Reprint 2006). Aufl., The Echo Library, Middlesex, UK 1911.

Thome, Rainer; Hufgard, Andreas: Continuous System Engineering. Vogel Verlag, Würzburg 1996.

Williamson, Oliver E.: The Economics of Organization: The Transaction Cost Approach. In: The American Journal of Sociology 87 (1981) 3 (Nov. 1981), pp. 548-577.

Wallis, John Joseph; North, Douglas C.: Measuring the Transaction Sector in the American Economy, 1870-1970. In: S. L. Engerman; R. E. Gallman (Eds.) 95-161.

4. Economics and Law of the Information Society (6 ECTS, MA*, module-no. 2461)

Lecturer: Prof. Dr. Karl Morasch, Prof. Dr. Stefan Koos

Workload: 150 hours; Contact hours: 24h; Self-study: 126 hours

Time: TBD

Recommended prerequisites:

Basic knowledge of economics and private law, as is usually acquired in a Bachelor's program with a business or economics major.

Content:

The course deals with the economic and legal issues arising from the increasing importance of electronic marketplaces, markets for information goods (e.g. music, films or news) and social networks. The formation of social networks, particularities of information goods and markets with network effects as well as suitable corporate strategies for competition in such markets will be discussed. Subsequently, electronic marketplaces for consumers (e.g. ebay) and the use of e-commerce in trade between companies will be dealt with in the context of intermediation and auction theory. From a legal perspective, in addition to the intellectual property regulations relevant to information goods (copyright, software patents), the legal issues of electronic commerce under contract law and competition law as well as the particular legal problems of cross-border electronic commerce and domain law are dealt with. Further themes are the legal and economic implications of interactions on social networks (e.g. facebook) and the related problems of data protection and privacy policy.

Learning objectives:

Students acquire knowledge of national and international legal norms for electronic commerce, intellectual property and social networks. From an economic perspective they gain an understanding of the concept and implications of information goods, the specifics of electronic marketplaces and the incentives to form social networks. By discussing both legal and economic aspects, students become aware of the complex interaction of the institutional framework and economic incentives.

Proof of performance:

Written examination of 60 minutes or grade certification ("Notenschein"). If the proof of performance is provided in the form of a grade certification, this will be announced at the latest at the beginning of the course, together with the specific modalities for obtaining the grade certificate (which could for example comprise a combination of term paper and a class presentation).

Bibliography:

Goyal, S. (2007), Connections: An Introduction to the Economics and Networks, Princeton (NJ): Princeton University Press.

*For advanced Bachelor exchange students it is possible to participate in the course at Master level, as the level will be adapted for them

Shapiro, C., Varian H. R. (1999), Information Rules. A Strategic Guide to the Network Economy, Boston (MA): Harvard Business School Press.

Shy, O., (2001), The Economics of Network Industries, Cambridge (UK): Cambridge University Press.

Vulkan, N. (2003), The Economics of E-Commerce. A Strategic Guide to Understanding and Designing the Online Market Place, Princeton (NJ): Princeton University Press.

5. Business Analytics (6 ECTS, MA*)

Lecturer: Prof. Dr. Claudius Steinhardt

Workload: 180 hours; Contact hours: 36h; Self-study: 144 hours

Time: TBD

Content:

- ❖ Introduction to Business Analytics
- ❖ Data Preprocessing & Exploratory Analytics
- ❖ Methods of Classification
- ❖ Clustering & Association Rules

Learning outcomes:

- Students will have a broad overview of the different aspects of the field and be theoretically competent in dealing with the challenges of business analytics
- Students will have basic theoretical knowledge of different particular methods of data mining for business analytics, being able to analyze their potential and their individual strengths/weaknesses depending on the given task
- Based on the theory, students will be enabled to systematically and adequately apply state-of-the-art software to solve business analytics tasks

Proof of performance:

Written examination

Bibliography:

Larose, D., Larose, C.: "Discovering Knowledge in Data: An Introduction to Data Mining", Wiley (current edition).

Larose, D., Larose, C.: "Data Mining And Predictive Analytics", Wiley (current edition).

Shmueli, G., Bruce, P., Patel, N.: "Data Mining for Business Analytics: Concepts, Techniques, and Applications in XLMiner", Wiley (current edition).

6. Applied Public Management (6 ECTS, MA*, module-no. 3456)

Lecturer: Prof. Dr. Julia Thaler

Workload: 180 hours; Contact hours: 24h; Self-study: 156 hours

Time: TBD

Recommended prerequisites:

The module requires basic knowledge of public management issues, as typically acquired in any bachelor's program in economics.

Content:

In this module, selected current challenges of public management are analyzed on the basis of practical case studies (e.g. Cases from Harvard Business School Publishing) or current practical projects and thus, theoretical knowledge is applied to concrete questions. Implications for management are derived.

Learning objectives:

After completing the module, students should be able to critically discuss the particularities of public management and transfer theoretical knowledge to concrete practical questions. They should be able to derive implications for coping with current challenges.

Proof of performance:

Written examination of 60 minutes or grade certification. If the proof of performance is provided in the form of a grade certification, this will be announced at the latest at the beginning of the module, together with the specific modalities for obtaining the grade certificate.

Bibliography:

Bovaird, T. & Loeffler, E. (2016), Public Management and Governance. London and New York: Routledge.

Ferlie, E., Lynn, L., & Pollitt, C. (2007), The Oxford Handbook of Public Management. Oxford: Oxford University Press.

Current research articles from leading public management journals (Journal of Public Administration Research and Theory, Public Management Review, Public Administration Review)