WIRTSCHAFT
HOCHSCHULE MAINZ
UNIVERSITY OF
APPLIED SCIENCES

Description of BACHELOR Modules

2024/25
Fachbereich Wirtschaft / School of Business
Summer semester 2025/ Semester II

Modules in English language
Modules in German language

(November 2024)

Mainz University of Applied Sciences
School of Business
Academic Year 2024/2025) / Semester II

WIRTSCHAFT
HOCHSCHULE MAINZ
UNIVERSITY OF
APPLIED SCIENCES

Bachelor modules taught in English language summer semester 2025

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Module	**Code**	**SWS h/w**	**ECTS credits**	**page**
Business English	021/D43-3155	4	5	3
Social Competence , Business Etiquette and Business Ethics	000-25057	4	5	3
Applied Rational Decision Making	000-10029	4	5	4
Project Management	021/D43-3254	2	5	5
Negotiation Skills, English C1	001-908505	4	5	6
Working in Multicultural Teams, English C1	001-908605	4	5	6
Intercultural Business Communication, English C1	001-908805	4	5	6
Marketing	021/D43-3354	4	5	7
Strategic Management	021/D23-2453	4	5	8
International Management	021-D23-2551	4	5	8
Business Planning	021/D43-2651	3	5	9
Creating Shared Values (Option)	000-11062	4	5	10
Business Creativity (Studium Integrale)	000-11046	4	5	11
Sustainable Global Value Chains (Option)	000-25068	4	5	12
Ethical Hacking (Option)	000-13047	4	5	13
Business Process Management	D01/D08-2404	4	5	14

German Language and Culture (Deutsche Sprache und Kultur)

Deutsch (Beginner A1.1)	001-907015	4	5	15
Deutsch (Beginner A1.2)	001-907025	4	5	15
Deutsch (Intermediate A2.1)	001-907115	4	5	15
Deutsch (Intermediate A2.2)	001-907125	4	5	15
Deutsch (Intermediate B1.1)	001-907215	4	5	15
Deutsch (Intermediate B1.2)	001-907225	4	5	15
Deutsch (Advanced B2.2)	001-907325	4	5	15
Deutsch (Academic German C1.2)	001-907425	4	5	15
Additional Languages				16

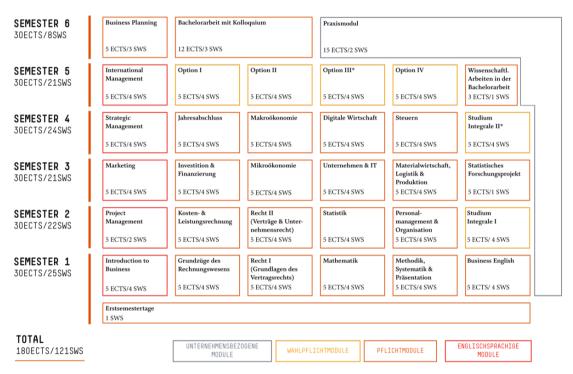|				
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Course selection and Course Choice

As an ERASMUS/exchange student you can choose your individual programme from the whole study programme offered by the School of Business (most of the courses are offered in our study programme BSc Business Administration/ Betriebswirtschaftslehre), maximum workload of 30 ECTS credit points per semester (6 courses to 5 ECTS points). Bachelor students select only modules on Bachelor level, Master students only modules on Master level.

Exchange students who do not speak German are able to select only modules offered in English. Please make sure that your English language skills are good enough to be able to follow lectures, hold presentations and write assignments and examinations in English.

Students with a good knowledge of German are also welcome to choose courses from the German-language course offer.

However, please *kindly be aware that our programs and modules are still subject to changes.*

STUDIENSTRUKTUR: BETRIEBSWIRTSCHAFTSLEHRE B.SC.

SEMESTER 6 30ECTS/8SWS	Business Planning 5 ECTS/3 SWS	Bachelorarbeit mit Kolloquium 12 ECTS/3 SWS		Praxismodul 15 ECTS/2 SWS		
SEMESTER 5 30ECTS/21SWS	International Management 5 ECTS/4 SWS	Option I 5 ECTS/4 SWS	Option II 5 ECTS/4 SWS	Option III* 5 ECTS/4 SWS	Option IV 5 ECTS/4 SWS	Wissenschaftl. Arbeiten in der Bachelorarbeit 3 ECTS/1 SWS
SEMESTER 4 30ECTS/24SWS	Strategic Management 5 ECTS/4 SWS	Jahresabschluss 5 ECTS/4 SWS	Makroökonomie 5 ECTS/4 SWS	Digitale Wirtschaft 5 ECTS/4 SWS	Steuern 5 ECTS/4 SWS	Studium Integrale II* 5 ECTS/4 SWS
SEMESTER 3 30ECTS/21SWS	Marketing 5 ECTS/4 SWS	Investition & Finanzierung 5 ECTS/4 SWS	Mikroökonomie 5 ECTS/4 SWS	Unternehmen & IT 5 ECTS/4 SWS	Materialwirtschaft, Logistik & Produktion 5 ECTS/4 SWS	Statistisches Forschungsprojekt 5 ECTS/1 SWS
SEMESTER 2 30ECTS/22SWS	Project Management 5 ECTS/2 SWS	Kosten- & Leistungsrechnung 5 ECTS/4 SWS	Recht II (Verträge & Unternehmensrecht) 5 ECTS/4 SWS	Statistik 5 ECTS/4 SWS	Personal-management & Organisation 5 ECTS/4 SWS	Studium Integrale I 5 ECTS/ 4 SWS
SEMESTER 1 30ECTS/25SWS	Introduction to Business 5 ECTS/4 SWS	Grundzüge des Rechnungswesens 5 ECTS/4 SWS	Recht I (Grundlagen des Vertragsrechts) 5 ECTS/4 SWS	Mathematik 5 ECTS/4 SWS	Methodik, Systematik & Präsentation 5 ECTS/4 SWS	Business English 5 ECTS/ 4 SWS
	Erstsemestertage 1 SWS					

TOTAL
180ECTS/121SWS

UNTERNEHMENSBEZOGENE MODULE	WAHLPFLICHTMODULE	PFLICHTMODULE	ENGLISCHSPRACHIGE MODULE

* Option III und Studium Integrale II können getauscht werden, um auch bei einem jährlichen Angebot an Optionen eine Vertiefung zu belegen.

Bachelor courses taught in English language

Course:	**021/D43-3155 Business English**
Semester:	**winter semester and summer semester**
Hours per week:	4
ECTS-credits:	**5**
Objectives:	The learning objectives include

-improved written and oral skills,
-reading and listening comprehension at an academic level,
-good command of important business related terms,
-ability to communicate in the foreign language in front of a group,
-general understanding of the Anglo-American cultures.

Assessment:	written examination
Contents:	

Students will continue to develop their knowledge of the English language, working on their grammar and writing skills, furthermore they will focus more on fine-tuning their writing and presentation skills. Class discussion on a variety of topics such as M&A, marketing and advertising, international trade, business ethics, etc. will be encouraged. A wide range of audio-visual media will be incorporated in the course, as well as group and partner work.

Course:	**000-25057 Social competence, Business Etiquette and Business Ethics**
Semester:	summer semester
Hours per week:	4
ECTS-credits:	**3**

Objectives:	The aim is to build efficient language skills. Participants should already have reached B1 or B2 level according to the CEFR. The workshop is aimed at students who are looking for an option in addition to the mandatory courses English I and English II and is another way to expand their English language skills.

Assessment:	written examination and/or presentation and/or case study analysis
Contents:	

- Basic rules of good behavior (on a linguistic basis)
- Rules of small talk
- Business communication by letter and e-mail or on the phone
- General linguistic conflict prevention or conflict resolution on an intercultural basis
- The ability to compromise and negotiate
- Decision-making
- Solving problems creatively
- Understanding cultures
- Ethical aspects of the importance of CSR

Course: **000-10029 Applied Rational Decision Making**
Semester: summer semester
Hours per week: 4
ECTS credits: **5**

Learning outcomes:

After successfully completing the module Applied Rational Decision Making, students are able to:

- explain the distinctive features of rational decisions and to differentiate them from other methods of solving problems

- examine and understand the roles of known and documented challenges in rational decision making, such as procrastination, the impact of the status quo, the sway of societal norms, and the power of expectations, among others

- transfer these concepts to typical student decisions like allocating time resources or setting up a study schedule for essay preparation (and sticking to it!)

- implement discussed concepts and ideas to personal decision making

- assess their decision making, isolate key components, compare different strategies, and decide on the most effective course of action

Contents:

Core concepts and ideas from both: Decision Theory and Behavioral Economics
In particular:
Rational decisions in economics and in everyday life, including decisions involving risks or uncertainty
Barriers to rational decision making: The new insights from Psychology and Behavorial Economics

Teaching method: lecture with active student participation, exercises

Assessment: Team Presentation (50%) and two assignments of short in –class essays. (50%)

Course:	**021/D43-3254 Project Management**

Hours per week:	2
ECTS-credits:	**5**
Learning Outcomes:	

After successful completion of the module Project Management, students will be able to:
• name the typical challenges in projects and in project management
• explain different project management methods
• identify and specify project scope and corresponding objectives
• plan and execute techniques such as risk analysis and stakeholder management
• use common software tools such as Microsoft Project to solve planning tasks
• explain the most significant project management standards
• plan and manage smaller projects themselves through the application of planning and management techniques
• research and apply knowledge independently in small groups and work on a practical project planning assignment for a fictitious project
• present and critically discuss their project plans and adequately represent the results of their teamwork to experts and superiors

Competences

By learning and experiencing planning and management methods the students acquire skills to plan and manage smaller projects or to carry out management tasks in bigger projects. During the term the students define and plan a fictional project facing realistic challenges. They enhance their presentation skills by preparing and performing their project presentations. Media skills are being trained by exploring and using different software tool

Contents

Introduction: Projects and Project Management
Key factors for project success
Project process models and agile approaches
Management and coordination of projects, project roles and organization
Phases and tasks in project management
Defining goals and stakeholder management
Project Planning, methods, work breakdown structures
Task planning, resource and cost planning, time/network plans
Project controlling, earned value analysis
Risk management

Type of Study: Course is organized as a combination of lecture and tutorial in a workshop style

Assessment: Project, presentation and documentation and presentation

Course:	**001-908505: Negotiation Skills**

Hours per week:	4
ECTS-credits:	**5**

Content:	Understand negotiation situations—its players and issues, recognize and use strategies and tactics in negotiation, practice negotiation in interactive role-plays

- Harvard theory on negotiating cooperatively
- negotiation strategies and tactics
- conflict management
- core concerns
- international negotiation
- gender issues while negotiating role-plays

Assessment:	written examination and /or presentation

Course:	**001-908605: Working in Multicultural Teams**

Hours per week:	4
ECTS-credits:	**5**

Understanding organizational structures that foster team work; the role and nature of teams; understanding and ability to deal with the complexity of team work on a global level; appreciating intercultural issues and working in virtual teams.
Organizations and teams; team roles (Belbin and other theories); culture dimension; culture shock, globalization and ethics; conflict management. Virtual teams project with students in other countries.

Assessment:	written examination and /or presentation

Course:	**001-908805: Intercultural Business Communication**

Hours per week:	4
ECTS-credits:	**5**

Content:	Discussing topics related to Intercultural Competence and doing business in Asia Pacific Understanding the strategies that help create successful business relations in Asian societies. A look into Leadership, autonomy, control, involvement, market orientation, zero basing, innovation, integrity. Critical issues such as interpreting stereotypes, value systems, pride versus humility, corruption, corporate social responsibility and business systems will be addressed and openly discussed.

Assessment:	written examination and /or presentation

Course: **021/D43-3354 - Marketing**
Hours per week: 4
ECTS credits: **5**

Learning Outcomes:

The students learn how organisations can improve their marketing management under conditions of environ-mental volatility. They will understand the role of different research designs and the different insights that they can offer into marketers' decision making. The importance and relevance of strategic decision tools will be known. After an introduction to and overview of the marketing mix elements students will be able to consider a wide range of factors in order to maximise the products' chance of success in competitive environments. This includes elements of new product development (NPD) and pricing options. On completing the course students will show and apply their knowledge of increasingly complex marketplaces. They will be able to analyse the effectiveness of brands as a means of countering consumer power. Students will appreciate the strategic process of building and strengthening brands.• To analyse the contributions to a communication strategy of the main communications disciplines of advertising, public relations, sales promotion and personal selling as well as new digital opportunities• To appreciate how to recognize and respond to the marketing opportunities and threats of globalisation.

Content:

1. Trends in the volatile environment
2. Marketing Research
3. Objectives and Strategies
4. Consumer Behaviour
5. Segmenting/Targeting/Positioning
6. Product Decisions & Branding
7. Decisions on Pricing
8. Distribution & E-Commerce
9. Communication Strategies
10. Going Global
11. Ethical Consideration

Type of Study: Course is organized as a combination of interactive lecture
and seminar

Assessment: written examination

Course:	**021/D43-2453 Strategic Management**
Hours per week:	4
ECTS-credits:	**5**

Learning Outcomes:

Students know fundamental terms regarding Strategic Management such as mission, vision, goals, strategy and corporate culture. They are able to name and explain the single steps, the corresponding tools and frameworks of the strategic management process. Students have learned to identify and assess corporate and business strategies. They are able to apply selected management tools in order to analyse a company's external and internal environment. They are able to develop strategic options, apply generic strategies and select appropriate options for implementation and plan the implementation.

Content:

1. Management basics: Mission, vision, goals, strategy and corporate culture
2. Corporate Governance and business ethics
3. Strategic Management Process
4. Strategic Management tools and frameworks
5. Selected recent topics, such as Sustainability or Digital Business Models

Type of Study: Course is organized as a combination of lecture and seminar, case studies and student presentation

Assessment: written examination

Course:	**021/D43-2551 International Management**
Hours per week:	4
ECTS-credits:	**5**

Learning Outcomes:

Students are able to name and describe central concepts of international management, like e.g. export direct investment or technology contracts. After visiting the course, students will be able to understand and explain basic theories of internationalization. Participants of the course will be able to analyse the different strategic approaches of multinational corporations, such as the concept of the transnational enterprise or the ethnocentric orientation of the firm After successfully finishing the learning process, students will be able to evaluate complex questions of international corporate strategy. Students can implement and plan market entry strategies based on the knowledge gained in the course. Students can practically apply instruments and methods of international market analysis including the required data research

Content:

Basics: internationalization and globalization-drivers; regional integration, consequences for countries and firms; theories of internationalization
• Strategic management in the multinational corporation; internationalization strategies and strategic alternatives for foreign market entry
• International and global organizational structures; interdependencies between international strategy and structure
• Intercultural management
• Functional areas of the international enterprise and their specifics

Type of Study: Course is organized as a combination of lecture and seminar, group work sessions

Assessment: written examination

Course:	**021-2651 Business Planning**
Hours per week:	3
ECTS credits:	**5**
Learning Outcomes:	

The students learn in teams in five development phases to create an own corporate enterprise, to check the marketability, to reflect and to create a business plan.
Competences will be raised, the connection of different perspectives is trained, collective intelligence is activated and sustainable transfer of knowledge among each other, the coaches and the consultants is forced.
Corporate and collaborative thinking and acting is trained.

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Contents:

Corporate conception (objective, mission statement, vision, mile stone planning, strategy, benefit/advantage, pricing, market research, market and industry analysis, target group analysis, competitors analysis, location study, sales, organization, communication, SWOT analysis, operative planning, customer planning, sales planning, cost planning, investment planning, forecast of cost-effectiveness, liquidity planning, business ratio, plausibility check, funding, reflection, business plan)
Cooperate decision / presentation of decision / preparation and implementation

Type of Study:

Impulse presentation from lecturers, impulse presentation, coaching, dialogue, discussion, brainstorming, lecture, presentation, group work, business game, case studies
There are relevant lectures of consultants for the different modules of the stages of development to get some real life orientation

Assessment:

Presentation and documentation of a Business Plan

The course requires active cooperation in the teams at any time. Therefor a later start is not possible and missing more than one session will result in failing the course.

Course: **11062 Creating Shared Value (Option)**
Semester: winter and summer semester
Hours per week: 4
ECTS credits: **5**
Objectives:

- To introduce students to the specific challenges facing international businesses
- To encourage to consider the implications of competing in an international marketplace
- To introduce the current issues in technological communications
- To identify issues arising from volatility in the external environment
- To introduce categories of complexity that face managers
- To develop the capability to make a real difference to organization performance and societies
- To develop the capability for critical and independent thinking
- To understand the benefits of cross-boundary thinking
- To recognize the relevance and importance of innovation in a range of contexts
- To reflect on key behaviors and attitudes relevant for innovation
- To consider the factors that can influence ethical decision making
- To become familiar with a range of ethical frameworks and the key questions concerning organizations' obligations

Contents:

- Working in Intercultural Teams
- International Marketing
- Management Ethics and Corporate Social Responsibility
- Managing Innovation
- Cross Boundary Management
- Concepts of Social Responsibility and Ethics in Business
- Social Business
  Shared Value & Circular Economies

Teaching method: Blended Learning, Lectures online and face-to-face, Group work

Assessment: A. Individual reflective report on Project Work (5 Pages)   20 %
                          B. Group Podcast/ Video (5 minutes)   30 %
                          C. Group Term Paper (15 pages)   50 %

Course:	**11023 Business Creativity (Studium Integrale)**
Hours per week:	4

ECTS credits: 5

Learning Outcomes:

The students know and understand European entrepreneurial challenges. They know about European mega-trends, creativity techniques, business development etc.

Competences:

They develop competences to work in intercultural teams, to solve problems with creativity techniques and to advance entrepreneurial ideas. They experience virtual teamwork, cooperation in a team as (normally) non-native English speaker, project management problems and solutions as well as presentation challenges in front of a jury.

Teaching method: Blended Learning

Contents:

- Introduction, Overview, Idea Generation and Opportunity Evaluation
- Creative Problem Solving and Innovation
- Intercultural Competencies in Europe
- Building Networks, Group Dynamics and Leadership
- Critical Thought Processes and Multi-Cultural Group Decision Making
- Resource Assessment
- Entrepreneurial Marketing Strategies, Euro Preneurship Strategies

Assessment:

 presentation and written reports (either individually or in a team, final presentation in front of a jury / (in a team)

Teaching forms:

The course combines seminar-style teaching with teamwork in international teams with students from partner universities using virtual learning spaces.

Number of available slots: 10 (for Incomings students), if there are more participants who choose this course, the places will be raffled.

Rules of Attendance:
The course requires active cooperation in the teams at any time. Therefor a later start is not possible and missing more than two sessions will result in failing the course.

Course: **000-25068 Sustainable Global Value Chains (Option)**

Hours per week: 4

ECTS credits: **5**

Learning Outcomes:

Upon successful completion of the module, participants will be able to:

- Explain the importance and provide examples for the role of sustainability in global value and supply chains.
- Summarize key governance mechanisms in global value chains.
- Illustrate different supply chain designs geared toward creating shared value.
- Characterize certain key capabilities for creating shared value.
- Discuss differences and similarities between the global value chain and global supply chain literature.
- Make decisions in teams.
- Analyze, justify and present their decisions in case study discussions.

Contents:

- Sustainability and resilience in a global economy in light of supply disruptions (e.g. COVID-19) and changing legal & reporting requirements (e.g. German Supply Chain Due Diligence Act; Global Reporting Initiative)
- Global value chains (in the field of international business) versus global supply chains (in the field of supply chain management)
- Global value chain configuration and governance (for economic, social and environmental upgrading)
    - Sustainable Supply Chain Design (SSCD) and related capabilities for creating shared value
    - The role of (social) intermediaries for creating shared value
    - Moving toward a circular economy: From chains to systems
    - Circular Supply Chain Design (CSCD) and related capabilities

Assessment: Group case presentation (40%); group case written report (40%); individual summary of learnings/reflections (20%)

Teaching forms: Lecture, work on and discussion of case studies, presentations, exercises

Rules of Attendance: Students are supposed to attend group presentations.

Course: **000-13047 Ethical Hacking (Option)**

Hours per week: 4

ECTS credits: **5**

Learning Outcomes:

- Describe the threat landscape of hacking and the risk/impact for business
- Understand the ethical and legal implications of hacking (both white hat and black hat)
- Perform formal penetration testing procedures including planning, implementation, and reporting
- Demonstrate technical proficiency with regard to port scanning, enumeration, vulnerability assessment, and automation through scripting
- Analyze vulnerabilities and exploits for the following areas of information technology: servers (file, web, data-base, and application), operating systems, network appliances (routers, firewalls, wireless access points, and intrusion protection systems), and the Internet of Things (IOT)
- Understand popular encryption standards and cryptographic attacks in use today
- Critically discuss the strategies and operations of red team (offense) vs. blue team (defense) activities
- Explain risk mitigation strategies for business based on industry best practices and security frameworks

Contents:

This course will provide students with an overview of ethical hacking and penetration testing as it applies to today's complex business environment. The student will learn hacking concepts, terminology, and skills as well as how to apply these in real-world business scenarios. The course uses a combination of lecture and skill-building sessions.

Assessment: Portfolio assessment

Teaching forms: Seminar Style

Further information

We will be using Metasploitable and Kali Linux virtual images to emulate the various scenarios discussed in class.
We will also incorporate challenges taken from HackTheBox and HackerOne, among others.

Course: **D01/D08-2454 Business Process Management**

Hours per week: 4

ECTS credits: 5

Learning Objectives

The students are familiar with the basic concepts of Business Process Management. They can apply actual methods for identification, design, documentation and monitoring of business processes and they are able to design and orchestrate processes with modern specification languages and tools. Students learn how process mining enables the understanding, diagnosis and improvement of processes in reality. They understand the role of IT in Business Process Management and are capable of using actual software tools for modelling, designing, implementing, monitoring and mining of business processes to solve practical examples and cases**.**

The students acquire comprehensive skills in a strategic business area. They are able to analyse business processes with sophisticated models. By working in groups on case studies, they learn to solve complex tasks in coordinating small groups and presenting the deliverables. Through reflection and autonomous complementation of the lectures the students learn to develop their skills and knowledge self-contained**.**

Content

Introduction in Business Process Management
• Identification, design and documentation of business processes
• Strategic and operative planning of processes
• Monitoring and controlling of processes
• Modelling of processes with EPCs and BPMN
• Applying of Workflow Management- and BPM-Systems
• Process discovery, conformance checking and enhancement using event data
• Applying of process mining tools
• Practical Cases and Tutorials

Type of Study

Combination of lecture and practical training with cases; Practical Cases and Tutorials cover 40 to 50%

Assessment:

Written examination in the form of an exam (70%) and assignment (incl. a written paper and a presentation; 30%)

Recommended Previous Knowledge

Basics of Business Informatics and Software development

German Language and Culture / Deutsche Sprache und Kultur

Kurs/Code:	**Deutsche Sprache und Kultur (German Language and Culture)**
Std./Woche:	4
ECTS credits:	**5**

Did you know?
German is one of an official language of six European countries (Germany, Austria, Switzerland and Liechtenstein, as well as small parts of Belgium and Italy).

German is the second-most used language on the internet, ranking ahead of French, Japanese and Spanish. There are numerous reasons why German was, is and will be worth learning, especially for Business students:

- Germany plays a significant role in world-wide trade relations
- Germany has a historical influence on and importance in European Union and world politics
- German is a primary language used in science
- German is the original language of many masterpieces in world literature and philosophy, for example by authors such as Goethe, Marx, Freud or Einstein.

Here at Hochschule Mainz, we aim at giving students the opportunity of improving their language skills on all levels. To find the best course for you, you will be asked to take a written online test before being invited to a short interview, so that the right course can be found for you. The courses are divided up according to the Common European Framework (Gemeinsamer Europäischer Referenzrahmen) from level A1 to C1

A1: The user can communicate in basic German with help from the listener
A2: The user can communicate in German within a limited range of contexts
B1: The user can communicate essential points and ideas in familiar contexts
B2: The user can use German effectively, with some fluency, in a range of contexts
C1: The user is able to use German fluently and flexibly in a wide range of contexts

The courses take place once a week for four lecture hours. You are invited to join!
For questions and further information, please contact Tilman Kromer tilman.kromer@hs-mainz.de or see our homepage under https://www.hs-mainz.de/studium/services/fachbereichsuebergreifend/sprachenzentrum/kursangebot/daf/

Wir freuen uns auf Euch!

Deutsch (Beginner A1.1)	001-907015
Deutsch (Beginner A1.2)	001-907025
Deutsch (Intermediate A2.1)	001-907115
Deutsch (Intermediate A2.2)	001-907125
Deutsch (Intermediate B1.1)	001-907215
Deutsch (Intermediate B1.2)	001-907225
Deutsch (Advanced B2.2)	001-907325
Deutsch (Academic German C1.2)	001-907425

Before registering for the German classes, you need to take an *online assessment test* to find the right course level. Those who have no prior knowledge of German so far can directly register for the A1.1 course without an assessment. All others should do the following online tests depending on their learning experience so far.

for Level A1 to B1: https://www.hueber.de/momente/einstufungstest

for Level B2 to C1: https://www.hueber.de/vielfalt/einstufungstest

At the end of the test you will receive a result with the percentage of the exercises you filled out correctly and a recommendation for the course level you should continue with. Please send an e-mail with your name and your home university and the result to tilman.kromer@hs-mainz.de before your start at the Hochschule.

Wir freuen uns auf euch!!

Additional Languages on request

Other language courses (French, Spanish, Italian, Polish, Chinese etc,) possible, details can be given at the beginning of the semester. Please consider that you will have an approach in German language (especially in the beginner courses).

https://www.hs-mainz.de/en/academics/services/interdisciplinary/language-center/overview/

Course choice and Learning Agreement

Your individual study program is recorded in the **Learning Agreement** and must be signed by you, your home university and Mainz University of Applied Sciences.
The ECTS (**E**uropean **C**redit **T**ransfer **S**ystem) is the foundation for your program and workload.

30 ECTS credits (ecp) is the regular workload and 32 -35 ecp the maximum you can opt in for. In general, your course choice is binding. We will always try to place you in your desired courses, however, due to possible late failures (the lecturer is ill...), time table overlaps, the course is overbooked or whatever reason we may think of, we cannot guarantee that every course will be feasible during your stay. If this is the case it will be a matter of exceptional changes **after** arrival.

Each Learning Agreement has a header with the general information about the exchange and a table A in which courses at the host university are entered, as well as a table B in which it is specified how the courses from table A will be recognized on return. It is only valid, when signed by all parties, you, the home- and host university.

In general, there are two different ways to handle the learning agreement:
* Digital Learning Agreement (only available for students from EU/Erasmus countries)
* Paper-based / PDF learning agreements (to be used by Non-EU students or if your Erasmus home university has not yet implemented a digital workflow)

Learning Agreement EU students:

If you are an Erasmus+ student, you are **obliged** to use a **digital learning agreement**. Please contact the coordinator of your home university and ask her or him, how to proceed. Within the scope of EWP (Erasmus Without Paper), the digital Learning Agreement is implemented in the workflow your home university uses.

A paper-based/PDF will only be accepted, if your home university is not yet connected to the EWP network. (if this is the case, please proceed as described below)

Learning Agreement non-EU and non-EWP students:

If you are from a non-European university or your European home university is not yet connected to the EWP network, please download the form (LA_non_EU/non EWP).

* Fill in the header

* Fill in table A with the courses you want to take at Hochschule Mainz (max 30 ecp)

* and fill table B, with the courses you want to have recognized after return.

* Sign it

* Have it signed by your coordinator and upload it to Mobility Online

Your individual timetable will be discussed with you after your arrival during the introduction week.

Bachelor Kursangebot in
deutscher Sprache
Academic Year 2024/25

WIRTSCHAFT
HOCHSCHULE MAINZ
UNIVERSITY OF
APPLIED SCIENCES

Bachelor Kursangebot in deutscher Sprache

Kurs	Code	SWS h/w	ECTS credits	Seite
Pflichtfächer siehe Modulhandbuch https://www.hs-mainz.de/fileadmin/Wirtschaft/Studiengaenge/BA_BWL_VZ/pdf/modulhandbuch/Modulhandbuch_BWL_BSc_BWL_OED_dual.pdf				
Introduction to Business	tba	4	5	
Grundzüge des Rechnungswesens	tba	4	5	
Grundlagen des Vertragsrechts		4	5	
Mathematik		4	5	
Wahlpflichtfach Studium Integrale und Sprachen, z.B. Soziale Kompetenz, Data Literacy, Gesellschaftliche, ethische und kulturelle Themen in Unternehmen		4	5	
Methodik/Systematik/Präsentation		4	5	
Kosten und Leistungsrechnung		4	5	
Recht II		4	5	
Statistik		4	5	
Personalmanagement und Organisation		4	5	
Investition und Finanzierung		4	5	
Materialwirtschaft/ Logistik /Produktion		4	5	
Mikroökonomie		4	5	
Unternehmen und IT		4	5	
Jahresabschluss		4	5	
Makroökonomie		4	5	
Steuern		4	5	
Digitale Wirtschaft		4	5	
Business Planning		3	5	
Wahlpflichtfächer siehe Modulhandbuch				
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