

**Examination Regulations of the University of Mannheim
for the Master's Program
“Mannheim Master in Business Research” (Master of Science)**

as at 4 May 2016

(Bulletin of the President's Office (Amtliche Bekanntmachungen des Rektorats) No. 14/2016 of
9 May 2016, pp. 16 et seqq.)

1st amendment as at 6 June 2016

(Bulletin of the President's Office (Amtliche Bekanntmachungen des Rektorats) No. 18/2016 of
22 June 2016, pp. 42 et seqq.)

On 9 March 2016, the Senate of the University of Mannheim passed the following Examination Regulations of the University of Mannheim for the Master’s Program “Mannheim Master in Business Research” (Master of Science) based on section 32 subsection 3(1) of the Act on Higher Education of the Land of Baden-Württemberg (LHG) as at 1 April 2014 (p. 99 of the first book), in accordance with section 19 subsection 1(2) No. 9 of the LHG. The President has approved these statutes on

In the German language version of these Examination Regulations, this section deals with the subject of gender-neutral language. For the English language version, this is not relevant and therefore omitted.

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I. General Provisions

Section 1 – Purpose of the Degree Course

¹The master's examination marks the proper completion of the master's program "Mannheim Master in Business Research" (Master of Science). ²The completion of the master's examination constitutes the second professional qualification (consecutive degree). ³The completed master's examination serves to prove that the student has gained profound knowledge in the field of business administration on the basis of a successfully completed program in Business Administration or a different bachelor's degree with similar contents. ⁴Furthermore, the student shall prove that he or she understands the context of the field, knows how to apply scientific methods and results and has gained extensive specific knowledge to succeed in professional life.

Section 2 – Graduation

¹Based on the completion of the master's examination, the Business School of the University of Mannheim awards the academic degree "Master of Science" (M.Sc.). ²In accordance with section 28, the academic degree shall only be used after having received the diploma.

Section 3 – Required Coursework, Structure, and Language of Instruction and Examination

(1) ¹The coursework and examinations within the master's program, including the completion of the master's thesis, total at least 120 ECTS credits in accordance with the respective regulations for the tracks and areas outlined below:

1. Accounting Track

- a. Methods (24 ECTS credits),
- b. Economics (18-24 ECTS credits),
- c. Accounting (at least 57 ECTS credits),
- d. Master's Thesis (15 ECTS credits).

2. Finance Track

- a. Methods (36 ECTS credits),
- b. Economics (18-28 ECTS credits),
- c. Finance (at least 41 ECTS credits),
- d. Master's Thesis (15 ECTS credits).

3. Information Systems Track

- a. Methods (24 ECTS credits),
- b. Information Systems (at least 72 ECTS credits),
- c. Master's Thesis (24 ECTS credits).

4. Management Track

- a. Methods (at least 20 ECTS credits),
- b. Economics (at least 18 ECTS credits),
- c. Management (at least 31 ECTS credits),
- d. Master's Thesis (24 ECTS credits).

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5. Marketing Track

- a. Methods (at least 32 ECTS credits),
- b. Economics (optional),
- c. Marketing (at least 25 ECTS credits),
- d. Master's Thesis (15 ECTS credits).

6. Operations Track

- a. Methods (at least 14 ECTS credits),
- b. Economics (at least 6 ECTS credits),
- c. Operations (at least 25 ECTS credits),
- d. Master's Thesis (24 ECTS credits).

7. Taxation Track

- a. Methods (at least 14 ECTS credits),
- b. Economics (at least 10 ECTS credits),
- c. Taxation (at least 21 ECTS credits),
- d. Master's Thesis (15 ECTS credits).

²The detailed rules and regulations on the required ECTS credits for each track are specified in attachment 1. ³One ECTS credit corresponds to a workload of 25 to 30 hours. ⁴The students choose the track during the application process.

(2)¹The degree course has a modular structure. ²A course usually includes technical, topical and coherent units of instruction (modules); the module Master's Thesis does not include a course. ³The individual modules are organized by superordinate units (areas). ⁴The composition of the areas and modules is specified in attachment 1 of these Examination Regulations; course contents are stated in the current version of the University of Mannheim's module catalog for the Master of Science in "Mannheim Master in Business Research" (M.Sc.). ⁵If attachment 1 or the module catalog refer to other examination regulations or module catalogs, the rules and regulations of said examination regulations and module catalogs apply in line with the rules and regulations of these Examination Regulations.

(3) All courses and modules as well as all examinations and coursework, including the master's thesis, shall be completed in English.

Section 4 – Standard Period of Study, Maximum Period of Study, Change of Tracks

(1) The period of study for the master's program, during which all coursework and examinations required to pass the master's examination are to be completed, is four semesters (standard period of study).

(2) ¹All coursework and examinations that must be completed as a part of the master's examination must be completed within a given time (maximum period of study). ²The maximum period of study ends three semesters after the standard period of study, at the end of the seventh semester, unless the student is not responsible for having exceeded this time. ³If the student has exceeded the period of study, an official notification is issued by the examination committee.

(3) ¹A written request may be submitted to the examination committee to change tracks. ²The request shall be submitted four weeks after the beginning of the lecture period of the semester in question at the latest. ³The request is to be granted if the examinations for the track in question are, under normal circumstances, likely to be completed within the standard period of study determined in section 2. Section 4 sentence 1 shall be taken into account in the decision making process.

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(4) If the request is granted in line with section 3, the examinations completed in modules of the former track, which coincide with the respective number in attachment 1 and the module catalog of the new track are transferred to the new track by virtue of office. Section 9 remains unaffected. This applies to

1. Exams which have already been passed (including a grade).
2. Exams, which have not been passed yet, but for which the student is registered (including all examination attempts).

²The examination processes of the exams within the meaning of sentence 1 number 2 shall be completed. ³The examination process of examinations in modules which do not coincide with the respective number in attachment 1 and the module catalog of the new track shall be terminated if the request in line with subsection 3 is granted. Modules which have already been passed, but do not coincide with the respective number in attachment 1 and the module catalog of the new track are transferred as additional modules.

(5) ¹The student is responsible for meeting the deadlines listed in these Examination Regulations. ²The recommended degree plan for each track is listed under the respective number in attachment 2. ³If a candidate does not pass the master's examination until the end of his or her sixth semester of the program, the candidate is recommended to seek academic advice.

II. Organization and Administration of Examinations, Recognition of Coursework and Examinations

Section 5 – Examination Committee

(1) ¹An examination committee is formed for the "Mannheim Master in Business Research" (M.Sc.) program of the University of Mannheim. ²It consists of three university teachers of the Business School who are eligible to vote. ³The members of the examination committee are appointed by the school council.

(2) ¹The committee members' term of office is three years. ²All members can be reappointed. ³The committee members' term of office starts at 1 August of each year. ⁴If a member of the examination committee retires from his or her position before the end of the term of office, a successor is appointed for the remaining term of office.

(3) ¹The examination committee appoints one of its members as chair and one as deputy chair for the term of office. ²The chair manages the examination committee.

(4) ¹The examination committee has a quorum if the chair or the deputy chair and at least another member are present. ²Decisions require a simple majority of votes of the present members. ³In the event of a tie, the vote of the chair shall decide the matter.

(5) ¹The members of the examination committee are obliged to exercise discretion. ²If they are not employed in the public service, they shall be obliged to exercise discretion by the chair of the examination committee in writing. ³This obligation applies to all examination-related facts and matters

1. that the members were informed about in a non-public meeting and/or that happened to be discussed,
2. that are to be kept secret by law,
3. that were ordered or decided to be kept secret for the public good or in order to protect the legitimate interests of an individual,
4. or that are to be kept secret by their nature.

⁴The obligation to exercise discretion continues after the term of office and includes discussion-related documents.

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Section 6 – Competences of the Examination Committee

(1) ¹The examination committee makes all decisions regarding these Examination Regulations if no other entity is responsible. ²The examination committee enforces the examination regulations. ³It regularly reports on the developments of the study and examination periods as well as on the development of the exam results. ⁴The report shall be published in an appropriate manner by the university. ⁵It may entrust the chair with certain tasks the committee is normally in charge of.

(2) In order to support the examination committee an office may be established whose staff is mainly in charge of proceedings on behalf of the chair or his or her deputy.

Section 7 – Examiners and Observers

(1) ¹Only university teachers, auxiliary professors (außerplanmäßige Professoren), honorary professors and senior academic staff members (Privatdozenten) as well as those academic members of staff who have been appointed by the President's Office in accordance with section 52 subsection 1(5, 6) LHG, are authorized to administer coursework and examinations. Section 15 subsection 2(1) remains unaffected. ²A person may only function as an observer if he or she has at least successfully completed a master's degree or an equivalent degree at a higher education institution or is state-certified in the field that the assessed examination relates to.

(2) ¹The examination committee appoints the examiners and observers. ²It may entrust its chair with the appointment.

(3) Observers have an advisory role in the examination processes.

(4) ¹For oral examinations, the examiner responsible shall bring in a person familiar with the field of study as secretary to take the minutes. ²The secretary may act as an observer at the same time.

(5) ¹Usually, the responsible teacher of each course is appointed as examiner. Section 15 subsection 2(2) remains unaffected. ²The examination committee shall decide on exceptions.

(6) Every examiner may make use of one or several assistants for the correction of examinations or coursework; he or she ensures competent evaluation.

(7) Examiners and observers are obliged to exercise discretion in accordance with section 5 subsection 5.

Section 8 – Competences of the Student Services

(1) The Student Services are in charge of the administration of the examinations.

(2) In particular, the Student Services

1. determine and announce registration deadlines, examination dates and rooms,
2. announce the names of the examiners and notify them about the examination,
3. receive applications for admission to examinations and registrations for examinations and re-sit examinations from students; section 15 subsection 3 remains unaffected,
4. maintain student examination records,
5. enforce the deadlines specified in these Examination Regulations,
6. are in charge of technical administration of all examinations and coordination of supervision for written examinations,
7. inform students about their examination results and
8. issue and hand out official documents, degree certificates and confirmations on coursework and examinations along with attachments.

Section 9 – Recognition of Coursework and Examinations

(1) Coursework and examinations as well as periods of study obtained in degree courses at official or officially recognized higher education institutions in Germany or abroad as well as at public universities of cooperative education ("Berufsakademien") of the Federal Republic of Germany are

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recognized, provided there is no significant difference between the competences obtained and the coursework or examinations.

(2) ¹For the recognition of coursework, examinations and semesters completed abroad, agreements between the Federal Republic of Germany and other countries need to be taken into account, such as agreements on equivalencies in higher education (equivalency agreements) and agreements within the framework of university partnerships and double degree programs (cooperation agreements). ²Furthermore, in cases of doubt regarding the equivalency of qualifications, the Central Office for Foreign Education (Zentralstelle für ausländisches Bildungswesen - ZAB) can be consulted.

(3) ¹Skills and qualifications obtained outside of the higher education sector shall be recognized if

1. the requirements for admission to a higher education institution are fulfilled at the time of recognition,
2. the skills and qualifications to be recognized are equivalent to the coursework and examinations to be substituted in terms of content and level, and
3. the criteria for recognition were examined as part of an accreditation.

²For recognition, the applicant has to prove that the competences he or she acquired outside of the higher education sector are comparable to the coursework and examinations to be substituted in terms of content and level. ³For the decision on the recognition, the form of instruction shall be considered as well. ⁴Skills and qualifications obtained outside of the higher education sector may substitute 50 percent of the master's program at most. ⁵The regulations for the recognition of coursework and examinations at public universities of cooperative education (Berufsakademien) in Germany remain unaffected.

(4) ¹The examination committee decides on the recognition upon written request. ²It is the student's responsibility to provide the examination committee with the necessary documents for the recognition of coursework and examinations.

(5) ¹If credits are recognized and the grading systems are similar, the grades shall be transferred according to these Examination Regulations and considered for calculation of the final grade. ²In order to guarantee a consistent procedure, the examination committee can pass general regulations for the conversion of grades obtained abroad within the limits of the legal provisions. ³If conversion is impossible because the grading systems differ or the coursework was not graded, the work is simply marked "passed" ("bestanden"). ⁴In this case, the coursework or examination will not be included in the final grade. ⁵The recognition is indicated in the degree certificate and in the Transcript of Records.

(6) In case the student takes part in an examination at the University of Mannheim even though he or she already obtained the respective qualification elsewhere, he or she automatically waives the right to have the previous qualification recognized.

III. Examination Process

Part 1: Coursework and Examinations

Section 10 – General Provisions, Coursework and Examinations

(1) ¹The examinations that are to be completed as part of the master's examination, excluding the master's thesis, are assigned to the individual courses within the modules. ²The type, form, scope and duration of the coursework or examinations are specified in attachment 1 and in the module catalog. ³If there are several types and styles of examinations available, the examiner responsible is to decide the type and form in which the examination in question is to take place in the respective semester. ⁴The decision according to sentences 3 is announced by the examiner using appropriate means in due time before the examination, usually at the beginning of the lecture period for the respective semester. The examiner is also to communicate this decision to Student Services.

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(2) ¹An examination as defined in these Examination Regulations usually involves completing one or several tasks; the details are determined in the attachment. ²As an exception from sentence 1, in modules with the number 910 examinations are substituted by coursework involving sufficient participation. This is defined as obligatory attendance of 80 percent.

(3) Examinations or pieces of coursework which have to be successfully completed as a requirement for admission to an examination (required preliminary coursework) can be defined in the module catalog.

(4) ¹Written examinations serve to prove the student's ability to solve a problem by independently applying the common methods of the field in a limited period of time and with a limited amount of authorized material. ²The examiner determines the authorized material and informs the students about it using appropriate means in due time before the examination.

Section 11 – Registration for and Admission to Examinations, Examination Dates

(1) ¹Registration is obligatory for all examinations. ²It is the student's responsibility to register for the regular examination date.

(2) ¹It is the student's responsibility to register for the regular examination date; it is to be done strictly within one of the registration periods set by Student Services before taking the examination. ²Extension of a registration period is possible through Student Services (late registration). ³After the registration period has closed, a registration for the respective examination attempt can only be withdrawn during the period determined by Student Services (withdrawal); section 15 subsection 3(3) remains unaffected. ⁴If an examination is comprised of several pieces of coursework or examinations, the registration cannot be withdrawn if the student has already completed part of the examination or did not attend part of the examination without a valid reason. ⁵Once the withdrawal period has closed, registration for an examination attempt is binding.

(3) ¹If an examination is comprised of several pieces of coursework or examinations and by way of derogation from subsection 2(1) it is not possible for students to register for it at the Student Services prior to completing the first part of the examination, it is considered registered as soon as the examiner has registered the student's wish to take the examination. ²Once students have registered, they may only withdraw the registration within a limited period of time set by the examiner. ³Once the deadline mentioned above has lapsed, the registration for the examination attempt is binding.

(4) A student is only admitted to an examination if he or she

1. is enrolled in the program "Mannheim Master in Business Research" and the examination forms part of his or her chosen track,
2. has not lost his or her eligibility to take examinations in this subject or in another Diplom, Magister, bachelor's or master's program in a similar field of study, and
3. meets the requirements for the examination in question, having successfully completed any preliminary coursework.

(5) ¹The regular examination dates for supervised examinations shall be at the start of the semester break. The alternate examination dates shall be before the following lecture period begins or at the latest during the first week. ²There shall be at least three weeks between announcing results from the examinations taken on the regular dates and the alternate examination dates. ³In accordance with sentence 1, the alternate examination dates count for the semester in which the regular dates occurred.

(6) If a student's de-registration or absence is approved or in case a student fails an examination attempt, he or she will be registered for the next possible examination date, provided that he is eligible. Section 15 subsection 3(1) and section 10 remain unaffected.

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Section 12 - Type and Form of Coursework and Examinations

(1) Examinations and coursework are:

1. Examinations as defined in these Examination Regulations are individual tasks that are graded by the examiner with a grade in line with section 16 subsection 2.
2. Coursework as defined in these Examination Regulations is an individual task that is graded by the examiner as either "passed" or "failed".

(2) ¹The types and forms of coursework and examinations are usually:

1. written tasks in the form of examinations, term papers, essays, master's thesis;
2. oral tasks in the form of presentations, discussions, participation and oral examinations;
3. practical tasks in the form of case studies, computer simulations or similar.

²Obligatory attendance and sufficient participation in courses and studies can also be defined as coursework.

Section 13 – Oral Examinations

(1) ¹Oral examinations are usually conducted by the examiners as an individual assessment; as a rule, oral examinations shall last at least 15 and no more than 90 minutes per candidate. ²In exceptional cases, oral examinations can be conducted as a group assessment; it shall be ensured that each candidate is assessed for at least 15 minutes and no more than 90 minutes.

(2) ¹If an oral examination is the last available attempt at an examination for a student, he or she can submit a written request asking for the presence of a competent observer in line with section 7 subsection 1(2). ²A request in accordance with sentence 1 shall be submitted to the examination committee in due time before the beginning of the examination in question.

(3) ¹Minutes from the examination (Ergebnisprotokoll) are to be taken during the main course of the oral examination. ²The result from this examination, which is to be communicated to the student shortly after its completion, is to be recorded in the minutes. ³The minutes are to be signed by the examiner, the secretary and, in accordance with subsection 2 by the observer, and to be put on file.

Section 14 – Written Examinations

(1) Written examinations shall last at least 45 and no more than 120 minutes.

(2) ¹As a rule, written examinations shall not be conducted in the form of multiple-choice examinations. ²In exceptional cases with valid reasons, written examinations may be conducted completely or in part as multiple-choice examinations. ³Should an examination be conducted as multiple-choice throughout, the tasks should allow for reliable examination results. ⁴When designing the examination, the examiner shall determine which answers are accepted as correct and how the scoring system works. ⁵If, during the assessment of the examination, it turns out that single exercises do not lead to reliable results, they shall not be considered for the calculation of the examination's result. ⁶The minimum passing score is to be adjusted accordingly; lowering the passing score shall not have negative implications for candidates. ⁷The examination is passed if a student achieves at least the minimum passing score determined before the exam. If a student does not achieve the minimum passing score, he or she might still pass the exam provided his or her performance was good enough to be among the set minimum rate of students that will pass the exam regardless of the results (pass rate; pass rate + failure rate = 100%). ⁸If the examination is only partly multiple-choice, the regulations of this section apply to that part respectively.

(3) Each written examination shall be recorded in the minutes by the examination supervisor. The minutes have to be signed and filed unless the type of examination is not suitable for minutes.

(4) ¹According to the rules of the Business School, the examination committee and examiners are allowed to use software recommended by the school to detect plagiarism in term papers and similar work. ²For the grading of their work, students shall submit a digital data file and a hard copy of their

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work to the examiners. ³In accordance with section 3 subsection 6 of the Data Protection Act of the Land of Baden-Württemberg, the work must be anonymized before using the plagiarism software. ⁴When submitting coursework as defined in sentence 1, the student shall submit the following signed declaration:

"⁵I hereby declare that the paper presented is my own work and that I have not called upon the help of a third party. ⁶In addition, I declare that neither I nor anybody else has submitted this paper or parts of it to obtain credits elsewhere before. ⁷I have clearly marked and acknowledged all quotations or references that have been taken from the works of others. ⁸All secondary literature and other sources are marked and listed in the bibliography. ⁹The same applies to all charts, diagrams and illustrations as well as to all Internet resources. ¹⁰Moreover, I consent to my paper being electronically stored and sent anonymously in order to be checked for plagiarism. ¹¹I am aware that if this declaration is not made, the paper may not be graded."

Section 15 – Master’s Thesis

(1) ¹In writing the master's thesis, the student shall prove that he or she has acquired the skills and proficiency to work independently on a problem of his or her field of study employing the scientific methods available within a limited period. ²Group work is not permitted.

(2) ¹Only university teachers can act as examiners for a master's thesis; honorary professors may also act as examiners for a master's thesis if this is required due to the personnel capacities and the technical focus of the master's thesis. ²The university teacher who assigned the topic of the master's thesis to the student shall be the examiner. ³The examiner may assign further persons as supervisors. ⁴Supervisors advise students on any questions to do with the production of the master's thesis; the individual performance and the students' self-reliance for the thesis shall be maintained.

(3) ¹It is the student's responsibility to register his or her master's thesis with the examiner each time he or she attempts to complete it. ²Once the topic has been issued, registration is binding and the student is admitted to write his or her thesis. ³Late registration or de-registration after being admitted to write the thesis is not possible. Section 6 remains unaffected.

(4) ¹The examiner determines and issues the topic; he or she chooses a topic for the master's thesis from area c. of the chosen track (in case of the Information Systems track from area b.) in line with section 3 subsection 1(1). ²The student shall be granted the chance to put forward suggestions for a topic. ³However, no legal right arises to be assigned the suggested topic. ⁴Upon written request to the examination committee by the student, the master's thesis can be completed in a different area provided that the student has passed examinations in this area, the topic relates to business administration and the technical requirements defined by the examiner are met. ⁵The topic for the master's thesis must be set in such a way that allows it to be completed within the preparation period.

(5) ¹As a rule, the time to complete the master’s thesis is eleven weeks. ²The preparation period begins once the topic of the master's thesis has been given to the student. ³In case of valid reasons and upon written request from a student, which is submitted in due time, the examination committee shall grant individual extensions based on case by case decisions. Extensions shall only be granted with the consent of the examiner. ⁴A request in accordance with sentence 3 shall be made to the examination committee immediately once the student is aware of the circumstances justifying an extension and is only possible within the preparation period. ⁵Should the request not be made in due time within the meaning of sentence 4, the circumstances justifying an extension are considered irrelevant for the examination attempt concerned. ⁶Sections 22 and 23 remain unaffected.

(6) ¹The topic of the master's thesis may be changed once and only during the first five weeks of the preparation period. ²In this case, the examination attempt does not count as having been taken.

(7) The student shall submit a declaration according to section 14 subsection 4 when submitting his or her master's thesis.

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(8) ¹The master's thesis shall be submitted in due time to the examiner in duplicate as a hard copy and as a digital data file. ²If the master's thesis is not submitted in due time, it will be graded "failed" ("nicht bestanden").

(9) ¹If the master's thesis is failed, it may be redone once. ²Under no circumstances may the master's thesis be redone twice. ³If the repeat attempt at the master's thesis is graded "failed" ("nicht ausreichend"), it shall be passed on to a second examiner, in accordance with subsection 2(1), for grading. ⁴If, in the case mentioned in sentence 3, the grades given by the two examiners differ, the grade awarded for the master's thesis shall be the grade as defined in section 16 subsection 2 which comes closest to the arithmetic average of both individual grades. If in doubt, the better of the two grades is to be awarded. ⁵If the calculated average in line with sentence 4 is 4.1 or worse, the master's thesis is graded "failed" ("nicht ausreichend").

(10) ¹If the student fails his or her first attempt at the thesis, he or she must begin writing the new thesis on a different topic within six months after the results from the first attempt were announced. ²It is the student's responsibility to register with the examiner in due time for the repeat attempt at the thesis. ³Sentences 1 and 2 shall apply if a request for de-registration is granted or the topic of the thesis is changed.

(11) The topic of the master's thesis, the date on which the student was issued a topic, the end of the preparation period and the date on which the thesis is to be submitted are to be put on record by Student Services.

(12) The master's thesis shall be graded within a period of two months time.

Section 16 - Grading of Examinations and Coursework, Calculation of Grades for Individual Examinations and Coursework and Module Grades

(1) ¹According to section 12 subsection 1, the grades for individual examinations and coursework are determined by the respective examiner; section 12 subsection 9(4) remains unaffected. ²Assessment is to be completed within four weeks; section 15 subsection 12 remains unaffected.

(2) ¹The following grades may be assigned:

- 1.0 = very good ("sehr gut") = an excellent performance;
- 2.0 = good ("gut") = a performance which substantially exceeds the average requirements;
- 3.0 = satisfactory ("befriedigend") = a performance corresponding to the average requirements;
- 4.0 = fair ("ausreichend") = a performance which, in spite of its flaws, suffices to meet the requirements;
- 5.0 = "failed" ("nicht ausreichend") = a performance which does not meet the requirements due to considerable flaws.

²Grades may be differentiated by adding or subtracting 0.3. ³The grades 0.7, 4.3, 4.7 and 5.3 shall not be assigned. ⁴The grading system of coursework and examinations from other schools may differ from this system.

(3) If an examination comprises only one component, the overall examination grade equals the grade of the component.

(4) ¹If an examination comprises several components, the overall examination grade equals the grade closest to the weighted average grade calculated using the grades of the components. ²The weighted average grade is calculated to one decimal place; all further decimal places are excluded without rounding. ³The examination grades according to their weighted average are:

from 1.0 to 1.1 = 1.0

from 1.1 up to and including 1.5 = 1.3

from 1.5 up to and including 1.8 = 1.7

from 1.8 up to and including 2.1 = 2.0

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from 2.1 up to and including 2.5 = 2.3
 from 2.5 up to and including 2.8 = 2.7
 from 2.8 up to and including 3.1 = 3.0
 from 3.1 up to and including 3.5 = 3.3
 from 3.5 up to and including 3.8 = 3.7
 from 3.8 up to and including 4.0 = 4.0

⁴If the grade calculated in accordance with sentences 1 and 2 equals 4.1 or worse, the grade 5.0, “failed”, is awarded. ⁵The weighting of individual examination and coursework components for the calculation of the respective grade are determined in the module catalog.

(5) The module grade equals the examination grade.

Section 17 – Passing Examinations and Modules, Obtaining ECTS Credits

(1) An examination comprising only one component is passed where the grade 4.0, “fair”, or better is awarded.

(2) An examination comprising several components is passed if the examination grade calculated in line with section 16 subsection 4 equals 4.0, “fair”, or better.

(3) A module is passed if the respective module examination is passed.

(4) The module examination must be passed for ECTS credits to be awarded.

Section 18 – Failing and Redoing Coursework or Retaking Examinations (including Examinations and Preliminary Coursework), Failing the Final Examination Attempt

(1) Failed pieces of coursework or examinations are those which have been graded “5.0” “failed” (“nicht bestanden”, “nicht ausreichend”) or which are considered to be graded “5.0” “failed” (“nicht bestanden”, “nicht ausreichend”).

(2) ¹If an examination consists of one piece of coursework or one examination, it is considered “failed” (“nicht bestanden”, “nicht ausreichend”) if said piece of coursework or examination has been failed. ²If an examination consists of several pieces of coursework or examinations, it is considered “failed” (“nicht bestanden”, “nicht ausreichend”) if the assigned grade calculated in line with section 16 subsection 4 is “5.0” “failed” (“nicht bestanden”, “nicht ausreichend”).

(3) ¹Coursework or examinations which were done as a requirement for an examination and subsequently failed may be repeated. ²Failing a related examination in the same semester usually means that the preliminary coursework must be redone and passed. ³The examiner of the retake examination decides on exceptions upon request of a student. ⁴In accordance with sentence 3, the request is to be submitted in due time and before the examination concerned takes place, otherwise the preliminary coursework is to be redone.

(4) ¹Failed examinations may generally be retaken once. ²If the second examination attempt is not successful (re-sit examination), the student can take a second re-sit examination on two occasions at the most during his or her master's program (extra chance). This also applies if a request for a change of tracks has been granted. ³The master's thesis is excluded from the regulation stated in sentence 2.

(5) When retaking an examination consisting of several components, all examination components are to be retaken.

(6) The failure of an examination is final if the last available attempt at the examination was not passed. In this case, an official notification shall be issued by the examination committee.

(7) It is not possible to retake an examination that has already been passed.

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Section 19 – Breaches of Procedure

(1) ¹The examination committee may remedy disturbances of the examination procedure or other breaches of procedure by virtue of office or upon request from a student by deciding on appropriate measures or orders. ²In particular, the examination committee may order that coursework or examinations shall be retaken by all or by individual students or, in case the principle of equal opportunities was violated, grant an extension or impose another appropriate measure of compensation.

(2) ¹Any disturbances are to be reported immediately by the affected student during a written or oral examination:

1. in case of a written examination to the supervisor,
2. in case of an oral examination to the examiner and
3. in case of any other type of examination to the responsible examiner.

²Any other kinds of breaches of procedure are to be reported by the affected student in due time as soon as the student takes note of the particular breach of procedure. ³The reports according to sentences 1 and 2 shall be entered into the examination minutes. ⁴If the disturbances of the examination procedure or any other kind of breaches of procedure relevant to the evaluation of the respective examination are not reported in due time, they are deemed insignificant.

(3) ¹If the examination committee did not take measures of compensation in accordance with subsection 3 for a disturbance that occurred during an examination and was reported without delay or for other breaches of procedure, or those measures were inadequate, the student shall address his or her request for the necessary measures of compensation to the examination committee in writing immediately after the examination. If the examination consisted of several parts, the request shall be made immediately after the relevant part of the examination. ²The request shall not contain any conditions. ³If the disturbances of the examination procedure or any other kind of breaches of procedure relevant to the evaluation of the respective examination are not reported in due time, they are deemed insignificant.

Section 20 – Access to Examination Records

(1) Provided that the examination papers have not been returned to the respective student, he or she shall be granted access to his or her written examinations upon written request submitted within an appropriate period of time. This includes the master's thesis, the respective evaluation(s) of the examiner(s) and the minutes of each examination.

(2) ¹The request has to be submitted to the chair or the Student Services within one year after having received the result of the respective examination. ²They decide on the time and place for accessing the examination records.

Part 2: Disadvantage Compensation

Section 21 – Extension of Examination Deadlines

(1) The examination deadlines as well as the deadlines to take examinations and complete coursework in order to complete the program shall be extended by the examination committee upon written request from a student, which is submitted in due time, if the respective student is in need of an extension due to special conditions he or she is not responsible for. The examination committee shall grant individual extensions based on case by case decisions.

(2) ¹In particular, this applies to students

1. with children, or
2. with a relative in need of care within the meaning of section 7 subsection 3 of the Caregiver Leave Act (PflegeZG),

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3. with a disability, or
4. with a chronic illness

if the situation resulting from the aforementioned special conditions requires an extension of the examination deadlines. ²The same applies to students who are eligible for periods of protection in accordance with the respective section 3 subsection 1, section 6 subsection 1 of the Maternity Protection Act (MuSchG).

(3) ¹A request in accordance with subsection 1 shall be promptly submitted as soon as the student is aware of the circumstances demanding an extension of examination deadlines. ²If the request is not made in due time in accordance with sentence 1, the extension shall only be granted if additional requirements according to section 32 of the Administrative Procedure Act of Baden-Württemberg (LVwVfG) are met.

(4) ¹The student requesting the extension is responsible for producing adequate proof. ²If there are significant changes to the personal situation of the student, particularly any changes that would result in a lapse of entitlement to the extension, the student is obliged to inform the examination committee without delay.

(5) ¹The extension of deadlines to take examinations, re-sit examinations or complete coursework shall not exceed a total of two semesters in any case. ²The extension of the deadline to complete the program shall not exceed the standard period of study provided there are no legal regulations indicating otherwise.

(6) ¹The extension of examination deadlines, the preparation period and submission deadlines for coursework, particularly a term paper or master's thesis, are not covered by the subsections listed above. ²The option of requesting disadvantage compensation in accordance with section 22 remains unaffected.

(7) When calculating the examination deadlines, section 32 subsection 6 of the Act on Higher Education of the Land of Baden-Württemberg (LHG) shall be taken into consideration.

Section 22 – Disadvantage Compensation

(1) ¹If students, as a result of a special condition or situation within the meaning of section 21 subsection 2, cannot take the respective examination or complete a piece of coursework, in particular due to the form of examination, they can request disadvantage compensation. Students are obliged to submit the request for disadvantage compensation in due time and in writing. In coordination with the respective examiners, the examination committee grants the appropriate disadvantage compensation in order to adhere to the principle of equal opportunities. ²Handicapped students or students with a chronic illness shall submit their request for disadvantage compensation to the Commissioner and Counselor for disabled students and students with chronic illnesses. The examination committee is obliged to take the recommendation of the Commissioner and Counselor for disabled students and students with chronic illnesses into account in their decision making process.

(2) ¹A request as outlined in subsection 1 is to be made in due time before the coursework or examination concerned is started. Where it is the responsibility of the student to register for coursework or an examination, the request is to be submitted by the end of the registration period at the latest. ²If the request is not made in due time in accordance with sentence 1, the extension shall only be granted if additional requirements according to section 32 of the Administrative Procedure Act of Baden-Württemberg (LVwVfG) are met. ³If students fail to submit the request for disadvantage compensation in due time, in accordance with sentences 1 or 2, the special circumstances will not be considered for the evaluation of the respective coursework or examination. ⁴The possibility to withdraw or de-register from an examination or piece of coursework with a valid reason remains in effect.

(3) ¹It is the student's responsibility to provide sufficient proof of his or her special circumstances upon filing the request for disadvantage compensation. ²If there are significant changes to the special

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circumstances of the student before or during the claim for disadvantage compensation, particularly any changes that would result in a lapse of entitlement, the student is obliged to inform the examination committee without delay and in writing.

Section 23 – De-registration and Absence

(1) ¹An examination for which a student is registered is not passed or graded "failed" (5.0) ("nicht bestanden"), respectively, if the student de-registers from the examination without a valid reason (de-registration) or if he or she does not attend (absence). ²The same applies to written pieces of coursework or examinations that are not completed within the given period of time.

(2) ¹The relevant reasons for de-registration or absence, and the relevant proof, must be submitted in writing to the Student Services immediately; the examination committee is responsible for taking decisions. ²If de-registration is approved, the examination shall be deemed not taken and it will be mandatory for student to register for the next possible examination date. ³If an examination comprises several components, a request as outlined in sentence 1 can only be submitted for the examination.

(3) ¹In case of illness of the student, of a child the student has custody of or of a relative in need of care, a medical certificate shall be submitted. ²If the student de-registers or is absent due to an illness, the medical certificate shall include the required medical results confirming that the student is not able to take the examination.

(4) ¹It shall not be possible to assert a valid reason if the student took an examination whilst being aware of an illness or on the basis of negligent lack of knowledge of an illness. ²In particular, the criteria for negligent lack of knowledge are met if symptoms of health problems were not taken care of as soon as possible.

(5) Should the student not be able to take a compulsory examination for which he or she is registered due to a period of study at a university abroad, this, in particular, will be recognized as a valid reason.

(6) De-registration is ruled out if the examination result has been published, unless valid proof could not be provided earlier by the student due to reasons beyond his or her control.

(7) ¹The student may de-register from so-called required preliminary coursework, which is coursework that needs to be completed for admission to an examination, without providing proof of a valid reason. ²In such cases, admission to the examination shall be ruled out for the semester in question, unless, upon request from the student, the examiner responsible allows the completion of different preliminary coursework as an alternative. ³The request is to be granted if, upon consideration, the significance of preliminary coursework is relative to the reasonable interests of the student. ⁴Section 22 remains unaffected.

Part 3: Master's Examination Subject Area Grade and Final Grade

Section 24 – Master's Examination (Mandatory Modules and Elective Modules)

(1) The master's examination is passed if all of the required examinations for the modules in accordance with the chosen track have been passed.

(2) The detailed rules and regulations on the modules of the chosen track required to pass the master's examination are specified in attachment 1 and the module catalog, particularly the mandatory and elective modules of the chosen track including the respective type of examination.

(3) ¹If students can choose from several elective modules, they select the respective elective module by registering for the first examination attempt for the module. ²If an elective module listed in attachment 1 is assigned to a specific module, sentence 1 remains effective.

(4) ¹Students can change an elective module in accordance with subsection 3(1) only twice and upon request if their withdrawal or absence was approved or in case they failed an examination attempt. ²The request must be submitted to the examination committee in due time and it must also be linked with a request to deduct the number of examination attempts made to date for the new module. ³The request in

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accordance with sentence 2 has to be made no later than by the time of registration for the first examination in the module to which the student would like to change. ⁴The request can only be granted if the number of ECTS credits for the respective examination in the newly chosen module does not differ substantially from the number of ECTS credits for the respective examination in the former module. ⁵If the request is granted and was submitted before the registration period for the examination in the module in question, it is mandatory for the student to register for the examination attempt in accordance with section 11 subsection 6.

Section 25 – Calculation of the Subject Area Grade, Grading of the Master’s Examination (Final Grade)

(1) The subject area grade is calculated from all module grades weighted in ECTS credits. If an area consists of only one module the module grade is the subject area grade.

(2) ¹The overall grade of the master's examination is calculated from the average of the subject area grades of the completed track weighted in ECTS credits. ²If a student changes his or her track in accordance with section 4 subsection 3, the completed additional modules are not considered for the calculation of the final grade.

(3) ¹For the subject area grades in line with subsection 1(1) and the final grade only the first decimal place shall be of importance; all other decimal places shall be eliminated without rounding up or down. ²In line with sentence 1, the grades are as follows:

in case of an average grade of 1.5 or better = "very good" ("sehr gut");
 in case of an average grade from 1.6 to 2.5 = "good" ("gut");
 in case of an average grade from 2.6 to 3.5 = "satisfactory" ("befriedigend");
 in case of an average grade from 3.6 to 4.0 = "fair" ("ausreichend").

(4) In case the final grade is 1.2 or better, the student graduates "with honors" ("mit Auszeichnung bestanden").

(5) ¹In addition to the overall grade, a relative grade according to the following system may be given in the Diploma Supplement:

A	for the best 10%
B	for the next 25%
C	for the next 30%
D	for the next 25%
E	for the next 10 %

²The calculation of the relative grade is based on the previous three classes that have graduated. ³The chair of the examination committee decides for each class whether or not a relative grade is given. ⁴He or she may decide to take further classes into account for the calculation. ⁵The number of classes taken into consideration for the calculation of the relative grade is indicated.

(6) ¹Students may request a Transcript of Records with a provisional average grade to be drawn up prior to receiving their final grade as soon as they have completed 30 ECTS credits. ²The provisional average grade derives from the average of all completed and graded modules weighted according to the ECTS credits at the time of the request. Subsection 3 applies respectively.

Section 26 – Failure of the Master’s Examination, Confirmation

(1) The master's examination is failed with no option to re-sit, if

1. a final attempt at an examination or piece of coursework, which these Examination Regulations and the respective attachment have highlighted as being required, has been failed, or

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2. an examination deadline has been exceeded unless the student is not responsible for having exceeded this time limit.

(2) In case of failure of the master's examination and upon request by the student, the Student Services issue a confirmation listing all completed modules and the respective grades as well as all modules which have not been completed. The confirmation clearly states that the failure of the degree is final.

Section 27 – Master's Degree Certificate

(1) ¹After successful completion of the master's examination, the student is issued a degree certificate. ²This comprises

1. the areas of the chosen track in line with section 3 subsection 1; they shall be listed with their ECTS credits and the grade according to section 25 subsection 1 (in words and figures);
2. the topic of the master's thesis and the name of the examiner;
3. the final grade (in words and figures);
4. if applicable, the honors ("mit Auszeichnung bestanden") according to section 25 subsection 4.

³The certificate dates back to the day of completion of the last examination. ⁴If it is not possible to determine this date, the last day of classes of the respective semester shall serve as the date of completion. ⁵The certificate shall be signed by the chair or deputy chair of the examination committee.

(2) ¹An English Diploma Supplement in accordance with the European Diploma Supplement model shall be attached to each certificate. ²A Transcript of Records forms part of the Diploma Supplement comprising all completed modules and the respective examinations including the issued ECTS credits and grades. All completed additional modules and the respective examinations including the grades are listed as well.

Section 28 – Diploma

¹Along with the master's degree certificate, the student receives a diploma certifying the conferment of the academic degree and comprising the final grade of the degree and/or the honors ("mit Auszeichnung bestanden") according to section 25 subsection 4. ²The diploma bears the date of the master's degree certificate. ³The diploma is signed by the dean of the school or his or her deputy and bears the seal of the university.

Part 4: Violation of the Examination Regulations

Section 29 – Cheating and other Misconduct

(1) ¹If the student manipulates or tries to manipulate his or her examination by cheating or using unauthorized resources or by influencing the examiner or supervisor in favor of himself or herself or a third person, the respective examination or further examinations may be graded "failed" or the student may be excluded from the examination depending on the severity of violation. ²In especially severe cases, the student shall be excluded without the option to retake the examination. ³It is also considered cheating according to sentence 1 if coursework or examinations contain quotations or references from the works of others which have not been indicated as such by the student.

(2) ¹If a student tries to have coursework and/or examinations completed abroad recognized on the basis of false information, the coursework or examinations they are to substitute are graded "failed". ²In case of mandatory courses, the coursework or examinations to be substituted shall be submitted or taken on the next possible date at the University of Mannheim.

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(3) ¹A student who violates the examination regulations severely, in particular, if he or she disturbs the proper course of an examination, may be excluded from the examination by the examiner or the supervisor. ²In such cases, the relevant coursework or examination is graded "failed". ³In severe cases, the examination committee may exclude the student from taking any further examinations.

Section 30 – Voidness of the Master's Examination

(1) ¹In case the student has manipulated an examination by cheating and this fact is revealed after the student has received his or her master's degree certificate, the examination committee may revise the result or the respective grade retroactively and declare the examination as failed completely or partially. ²If the completion of the master's examination is affected by this, the examination committee may revoke the respective ECTS credits and, if necessary, declare the master's examination as failed.

(2) ¹If the requirements to be admitted to an examination were not met without the student's intent to disguise this fact and if this fact is revealed after the candidate has received his or her master's degree certificate, this defect is remedied by having passed the examination. ²If the student attained his or her admission illegitimately on purpose, the examination and consequently the degree completion may be considered "failed" ("nicht bestanden").

(3) The student shall be granted the chance to comment on the issue prior to a decision.

(4) ¹Inaccurate master's degree certificates shall be recalled. ²Where applicable, new master's degree certificates shall be issued. ³Along with the inaccurate master's degree certificates, the respective diploma shall be recalled if changes to the final grade have to be made or failure of degree completion was declared. ⁴After a period of time of five years starting from the issuance date of the original master's degree certificate, a decision in accordance with subsection 1 or subsection 2 (2) is no longer possible.

(5) The revocation of the degree complies with the legal rules and regulations.

IV. Final Provisions

Section 31– Commencement, Scope, Transitional Provisions

(1) These Examination Regulations become effective on 1 August 2016.

(2) ¹By way of derogation from section 5 subsection 2(3), the term of office for the first members of the examination committee, who shall be appointed once these Examination Regulations have become effective, starts on the day of their appointment; their term of office ends on 31 July 2019. ²The examination committee for the program "Mannheim Master in Management" in accordance with its examination regulations as at 5 February 2009 in the respective valid version conducts the affairs of the examination committee for this program temporarily until members are appointed according to section 5 subsection 2(3) of these Examination Regulations.

Article 2 of the 1st amendment as at 6 June 2016:

The regulations in article 1 apply to all students of the "Mannheim Master in Business Research" master's program at the University of Mannheim, who are studying in the "Mannheim Master Business Research" master's program at the University of Mannheim according to the regulations in the current version of the University of Mannheim Examination Regulations for the "Mannheim Master in Business Research" master's program of 4 May 2016.

This amendment becomes effective the day after its announcement in the Bulletin of the President's Office ("Bekanntmachungen des Rektorats") of the University of Mannheim.

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Appendix

List of Abbreviations

ACC:	Accounting
BE:	Business Economics
E:	Economics
ECO:	Economics
FIN:	Finance
GESS:	Graduate School of Economic and Social Sciences
IS:	Information Systems
M:	Methods
MAN:	Management
MKT:	Marketing
P:	Mandatory Module
OPM:	Operations
TAX:	Taxation
Thes:	Master's Thesis
W:	Elective Module
5XX:	students can select one module out of all modules starting with a 5 (e.g. FIN 5XX out of all modules starting with a 5 and the abbreviation FIN)
6XX:	students can select one module out of all modules starting with a 6 (e.g. FIN 6XX out of all modules starting with a 6 and the abbreviation FIN)
8XX:	students can select one module out of all modules starting with an 8 (e.g. FIN 8XX out of all modules starting with an 8 and the abbreviation FIN)
9XX:	students can select one module out of all modules starting with a 9 (e.g. FIN 9XX out of all modules starting with a 9 and the abbreviation FIN)
5XX/6XX:	students can select one module out of all modules starting with a 5 or a 6 (e.g. FIN 5XX/6XX)
XXX:	module abbreviation is not available

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Appendix 1: Area Components

1. Accounting Track

1.1. General Information

Students in the Accounting track must complete mandatory modules corresponding to 108 ECTS credits and elective modules corresponding to at least 12 ECTS credits.

Students may complete the elective module BE 511 Business Economics II in the area Economics. The available elective modules for the Area Accounting are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination, the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area in which they are listed. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

1.2 Area Overview

a. Methods (24 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS
M	P	E 603	Advanced Econometrics	10
M	P	E 700	Mathematics for Economists	6
M	P	E 703	Advanced Econometrics I	8

* The type of coursework required for module E 603 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework required for module E 700 and 703 is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

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b. Economics (18-24 ECTS credits)

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
ECO	P	E 601	Advanced Microeconomics	*	10
ECO	P	E 701	Advanced Microeconomics I	*	8
ECO	W	BE 511	Business Economics II	One piece of coursework (written): exam (90 min.)	6

* The type of coursework required for module E 601 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework required for module E 701 is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

c. Accounting (at least 57 ECTS credits)

If students do not select the elective module in the area Economics, the corresponding number of ECTS credits is added to the required ECTS credits in the Accounting Area.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
ACC	P	ACC 515	IFRS Reporting and Capital Markets	Two pieces of coursework (one practical, one written): case study and exam (60 min.)	6
ACC	P	ACC 532	Security Valuation & Financial Statement Analysis	One piece of coursework (written): exam (90 min.)	6
ACC	P	ACC 623	Accounting Theory	Two pieces of coursework (one practical, one written): case study and exam (60 min.)	6
ACC	P	ACC 675	Modeling in Accounting Research	One piece of coursework (written): exam (60 min.)	6
ACC	P	ACC 802	Analytical Research in Accounting	Two pieces of coursework (one oral, one written): presentation and exam (90 min.)	6
ACC	P	ACC 902	Normative Accounting Research	Two pieces of coursework (one oral, one written): presentation and essay	8
ACC	P	ACC 903	Empirical Accounting Research I (Research Methods)	Two pieces of coursework (one oral, one written): presentation and exam (90 min.)	6
ACC	P	ACC 904	Empirical Accounting Research II (Causal Inference)	Two pieces of coursework (one oral, one written): presentation and exam (90 min.)	6

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ACC	P	ACC 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
ACC	W	FIN 5XX/ 6XX	Master course Finance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	4-12
ACC	W	ACC/FIN /TAX 5XX/ 6XX	Master course Accounting/Finance/Taxation	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	4-12
ACC	W	ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12

d. Master's Thesis (15 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS
Thes	P	Master's thesis	One piece of coursework (written): master's thesis	15

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2. Finance Track

2.1. General Information

Students in the Finance track must complete mandatory modules corresponding to 108 ECTS credits and elective modules corresponding to at least 12 ECTS credits.

In the area Economics students may complete the elective module E 602 Macroeconomics. The available elective modules for the area Finance are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination and the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area in which they are listed. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

2.2 Area Overview

a. Methods (36 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
M	P	E 603	Advanced Econometrics	*	10
M	P	E 700	Mathematics for Economists	*	6
M	P	E 703	Advanced Econometrics I	*	8
M	P	FIN 603	Empirical Finance	Three pieces of coursework (one written, one practical, one oral): exam (60 min.), case studies and participation	6
M	P	FIN 804	Econometrics of Financial Markets	Two pieces of coursework (one written, one oral): exam (90 min.) and participation	6

* The type of coursework required for module E 603 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework required for module E 700 and 703 is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

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b. Economics (18-28 ECTS credits)

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
ECO	P	E 601	Advanced Microeconomics	*	10
ECO	P	E 701	Advanced Microeconomics I	*	8
ECO	W	E 602	Macroeconomics	*	10

* The type of coursework required for modules E 601 and E 602 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework required for module E 701 is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

c. Finance (at least 41 ECTS credits)

If students do not select the elective module in the area Economics, the corresponding number of ECTS credits is added to the required ECTS credits in the area Finance. The same applies if a student is registered for the elective module in the area Economics and has not passed the module yet, but has completed an elective module in the area Finance and in doing so met or exceeded the required coursework of 120 ECTS credits.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
FIN	P	FIN 500	Investments	One piece of coursework (written): exam (60 min.)	6
FIN	P	FIN 542	Corporate Finance Research	One piece of coursework (written): exam (90 min.)	6
FIN	P	FIN 801	Discrete Time Finance	Two pieces of coursework (one written, one oral): exam (90 min.) and participation	8
FIN	P	FIN 803	Corporate Finance	One piece of coursework (written): essay	6
FIN	P	FIN 901	Behavioral Finance	Two pieces of coursework (one oral, one written): presentation and exam (60 min.)	6
FIN	P	FIN 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
FIN	W	FIN 5XX/FIN 6XX	Master course Finance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	4-12

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FIN	W	ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX/ 8XX/9XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Ph.D. course Business Administration	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12
FIN	W	ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX 8XX/9XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Ph.D. course Business Administration	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12
FIN	W	ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX 8XX/9XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Ph.D. course Business Administration	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12

d. Master's Thesis (15 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS
Thes	P	Master's thesis	One piece of coursework (written): master's thesis	15

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3. Information Systems Track

3.1. General Information

In the Information Systems track students must complete mandatory modules corresponding to 101 ECTS credits and elective modules corresponding to at least 19 ECTS credits.

The available elective modules, the type of coursework and the required number of ECTS credits for the area Information Systems are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination and the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area Information Systems. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

3.2 Area Overview

a. Methods (24 ECTS credits)

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
M	P	CC 501	Decision Analysis	Two pieces of coursework (one practical, one written): case study and exam (90 min.)	6
M	P	CC 502	Applied Econometrics	One piece of coursework (written): exam (90 min.)	6
M	P	CC 503	Empirical Methods	One piece of coursework (written): exam (90 min.)	6
M	P	IS 904	Qualitative Research Methods	Three pieces of coursework (one written, two oral): term paper, presentation and discussion	6

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b. Information Systems (at least 72 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
IS	P	IS 541	Theories and Methods in IS Research	Three pieces of coursework (one written, two oral): term paper, presentation and discussion	6
IS	P	IS 554	Computational Thinking	Two pieces of coursework (written): term paper and exam (90 min.)	8
IS	P	IS 801	Design Science Research	Three pieces of coursework (one written, two oral): term paper, presentation and discussion	8
IS	P	IS 806	Experimental Design and Experiments in the Social Sciences	Three pieces of coursework (one written, two oral): term paper, presentation and discussion	8
IS	P	IS 901	Epistemological Foundations	Three pieces of coursework (one written, two oral): term paper, presentation and discussion	8
		IS 903	IS Theories	Three pieces of coursework (one written, two oral): term paper, presentation and discussion	8
IS	P	IS 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
IS	P	IS 911	Context-Aware Computing	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6
IS	P	IS 915	Academic Seminar	Two pieces of coursework (one written, one practical): Term paper and simulation	6
IS	W	IS 5XX/IS 6XX	Master course Information Systems	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	4-8
IS	W	IS 5XX/IS 6XX	Master course Information Systems	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	4-8
IS	W	ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12

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c. Master's Thesis (24 ECTS credits)

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
Thes	P	IS 807	Projektkurs	Two pieces of coursework (oral): presentation and discussion	9
Thes	P		Master's thesis	One piece of coursework (written): master's thesis	15

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4. Management Track

4.1. General Information

In the Management track students must complete mandatory modules corresponding to 92 ECTS credits and elective modules corresponding to at least 28 ECTS credits.

The available elective modules for the area Management are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination and the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area in which they are listed. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

4.2 Area Overview

a. Methods (at least 20 ECTS credits)

If students do not select any or too few elective modules in the area Management in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Methods. The same applies if a student is registered for the elective module in the area Management and has not passed the module yet, but has completed an elective module in the area Methods and in doing so met or exceeded the required coursework of 120 ECTS credits.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
M	P	CC 501	Decision Analysis	Two pieces of coursework (one practical, one written): case study and exam (90 min.)	6
M	P	CC 503	Empirical Methods	One piece of coursework (written): exam (90 min.)	6
M	P		Crafting Social Sciences Research	*	6
M	P		Compact course in Mathematics for Social Scientists	*	2

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M	W	E 700/ 701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	3-14
M	W	E 700/ 701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	3-14
M	W	E 700/ 701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	3-14
M	W	E 700/	Mathematics for Economists / Advanced	One piece of coursework (either written, practical or oral):	3-14

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		701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	
M	W	E 700/ 701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	3-14

* The type of coursework required for the module is stipulated in the current version of the Regulations and Procedures Governing the Doctoral Dissertation to Earn a Doctoral Degree in Social Sciences of the University of Mannheim.

** The type of coursework required for modules E 700/701/703/829/863/871/880/882 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework required for modules MKT 903 and TAX 916 is stipulated in the module catalog; the type of coursework required for the modules without an abbreviation is stipulated in the current version of the joint Examination Regulations for the degree courses M.A. Political Science and M.A. Sociology of the School of Social Sciences of the University of Mannheim or the joint Examination Regulations for the degree course M.Sc. Psychology of the School of Social Sciences of the University of Mannheim.

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b. Economics (18 ECTS credits)

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
ECO	P	CC 502	Applied Econometrics	One piece of coursework (written): exam (90 min.)	6
ECO	P	BE 510	Business Economics I	One piece of coursework (written): exam (90 min.)	6
ECO	P	BE 511	Business Economics II	One piece of coursework (written): exam (90 min.)	6

c. Management (at least 31 ECTS credits)

If students do not select any or too few elective modules in the area Methods in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Management. The same applies if a student is registered for the elective module in the area Methods and has not passed the module yet, but has completed an elective module in the area Management and in doing so met or exceeded the required coursework of 120 ECTS credits.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
MAN	P	MAN 801	Advances in Entrepreneurship and Management Research	Two pieces of coursework (one oral, one written): presentation and essay	6
MAN	P	MAN 802	Fundamentals of Non-Profit Management Science	Three pieces of coursework (oral): presentation, discussion and participation	6
MAN	P	MAN 804	Advances in Strategic Management	Two pieces of coursework (one oral, one written): presentation and essay	6
MAN	P	MAN 805	Applied Methods in Management Research	Two pieces of coursework (oral): presentation and oral exam (20 min.)	6
MAN	P	MAN 806	Advances in Organization and Innovation Research	Two pieces of coursework (oral): presentation and discussion	6
MAN	P	MAN 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
MAN	W	MAN 613/630/	New Public Management / Introduction to Entrepreneurship / Leadership and Motivation /	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case	6

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		645/ 646	HR Analytics	study, simulation	
MAN	W	MAN 613/630/ 645/ 646	New Public Management / Introduction to Entrepreneurship / Leadership and Motivation / HR Analytics	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6
MAN	W	MAN 625/632/ 647/648/ 654/ 655 / CC 504	Organizational Structures Within an Between Firms / Advanced Entrepreneurship / Strategic and International Human Resource Management / Incentives and Performance / Corporate Restructuring / Corporate Strategy: Managing Business Groups / Corporate Social Responsibility	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	4-6

d. Master's Thesis (24 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
Thes	P	MAN 950	Proposal Development	One piece of coursework (written): essay	9
Thes	P		Master's thesis	One piece of coursework (written): master's thesis	15

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5. Marketing Track

5.1. General Information

In the Marketing Track students must complete mandatory modules corresponding to 72 ECTS credits and elective modules corresponding to at least 48 ECTS credits.

The available modules for the areas Methods, Economics and Marketing are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination and the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area in which they are listed. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

5.2 Area Overview

a. Methods (at least 32 ECTS credits)

If students do not select any or too few elective modules in the areas Economics and Marketing in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Methods.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
M	P	CC 502	Applied Econometrics	One piece of coursework (written): exam (60 min.)	6
M	P	CC 503	Empirische Methoden	One piece of coursework (written): exam (90 min.)	6
M	P	MKT 520	Market Research	One piece of coursework (written): exam (60 min.)	6
M	P	MKT 903	Advanced Business Econometrics	Two pieces of coursework (written): term paper and exam (60 min.)	6
M	P	E 703	Advances Econometrics I	**	8

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M	W	E 508/ 521/551/ 564	Multiple Time Series Analysis / Methods in Empirical Industrial Organization / Experimental Methods in Economics / Impact Evaluation, Treatment Effects, Causal Analysis	*	6-9
M	W	E 508/ 521/551/ 564	Multiple Time Series Analysis / Methods in Empirical Industrial Organization / Experimental Methods in Economics / Impact Evaluation, Treatment Effects, Causal Analysis	*	6-9
M	W	E 508/ 521/551/ 564	Multiple Time Series Analysis / Methods in Empirical Industrial Organization / Experimental Methods in Economics / Impact Evaluation, Treatment Effects, Causal Analysis	*	6-9
M	W	E 876	Econometrics of Panel Data and Social Interactions	**	5
M	W	E 885	Incentives and Experimentation	**	5

* The type of coursework required for the module is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim.

** The type of coursework required for the module is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

b. Economics (optional)

If students do not select any or too few elective modules in the areas Methods and Marketing in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Economics.

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
ECO	W	E 505	Industrial Organization: Markets and Strategies	*	14
ECO	W	E 574	Internet Economics	*	6
ECO	W	E 596	Psychology and Economics	*	6
ECO	W	E 601	Advanced Microeconometrics	*	10
ECO	W	E 855	Empirical Industrial Organization (Static Models)	**	7
ECO	W	E 878	Advanced PhD Seminar in Experimental Economics	**	5

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** The type of coursework required for the module is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

c. Marketing (at least 25 ECTS credits)

If students do not select any or too few elective modules in the Methods and area Economics in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Marketing.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
MKT	P	MKT 545	Customers, Markets and Firm Strategy	One piece of coursework (written): exam (60 min.)	4
MKT	P	MKT 661	Consumer Behavior	One piece of coursework (written): exam (60 min.)	2
MKT	P	MKT 801	Fundamentals of Marketing Research	Two pieces of coursework (one written, one oral): essay and presentation	6
MKT	P	MKT 802	Marketing Theories	Two pieces of coursework (one written, one oral): essay and presentation	6
MKT	P	MKT 901	Designing Marketing Research Projects	Two pieces of coursework (one written, one oral): essay and presentation	6
MKT	P	MKT 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
MKT	W	MKT 510/540/560	Price and Product Management / Marketing Strategy / Services	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation*	4-8
MKT	W	MKT 510/540/560	Price and Product Management / Marketing Strategy / Services Marketing	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation*	4-8
MKT	W	MKT 510/540/560	Price and Product Management / Marketing Strategy / Services Marketing	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation*	4-8
MKT	W	MKT 531/614/621/662/663 / MAN 648	Marketing Theory / Communication Management / Global Marketing / Interactive Marketing / Branding and Brand Management / Incentives and Performances	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation*	4-6
MKT	W	MKT 531/614/621/	Marketing Theory / Communication Management / Global Marketing / Interactive Marketing /	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case	4-6

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		662/663 / MAN 648	Branding and Brand Management / Incentives and Performances	study, simulation*	
MKT	W	MKT 531/ 614/621/ 662/663 / MAN 648	Marketing Theory / Communication Management / Global Marketing / Interactive Marketing / Branding and Brand Management / Incentives and Performances	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation*	4-6
MKT	W	XXX	Statistics in R and beyond / Experimental Design, Analysis of Variance, and Linear Modeling / Multivariate Analysis / Cross-sectional Analysis / Advanced Social and Economic Cognition / Game Theory / Advanced Quantitative Methods / Bayesian Statistics	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	2-6
MKT	W	XXX	Statistics in R and beyond / Experimental Design, Analysis of Variance, and Linear Modeling / Multivariate Analysis / Cross-sectional Analysis / Advanced Social and Economic Cognition / Game Theory / Advanced Quantitative Methods / Bayesian Statistics	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	2-6
MKT	W	XXX	Statistics in R and beyond / Experimental Design, Analysis of Variance, and Linear Modeling / Multivariate Analysis / Cross-sectional Analysis / Advanced Social and Economic Cognition / Game Theory / Advanced Quantitative Methods / Bayesian Statistics	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	2-6
MKT	W	MKT 902 / XXX	Advances in Marketing Research / Research in Social Cognition / Research in Cognitive Psychology	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation**	3-6

* The type of coursework for module MKT and MAN is stipulated in the module catalog.

** The type of coursework required for the modules without an abbreviation is stipulated in the current version of the joint Examination Regulations for the degree courses M.A. Political Science and M.A. Sociology of the School of Social Sciences of the University of Mannheim or joint Examination Regulations for the degree course M.Sc. Psychology of the School of Social Sciences of the University of Mannheim.

d. Master's Thesis (15 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS
Thes	P		Master's thesis	15

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6. Operations track

6.1. General Information

In the Operations Track students must complete mandatory modules corresponding to 69 ECTS credits and elective modules corresponding to at least 51 ECTS credits.

The available modules for the areas Methods, Economics and Operations are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination and the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area in which they are listed. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

a. Methods (at least 14 ECTS credits)

If students do not select any or too few elective modules in the Economics and Operations Area in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Methods.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
M	P	CC 501	Decision Analysis	Two pieces of coursework (one practical, one written): case study and exam (90 min.)	6
M	P	OPM 805	Research Seminar Business Analytics	Two pieces of coursework (one oral, one written): presentation and essay	8
M	W	CC 502	Applied Econometrics	One piece of coursework (written): exam (90 min.)	6
M	W	CC 503	Empirische Methoden	One piece of coursework (written): exam (90 min.)	6
M	W	E 703 / OPM 801/803	Advanced Econometrics I / Optimizations and Heuristics / Selected Topics in Nonlinear Optimization	*	8

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M	W	E 703 / OPM 801/803	Advanced Econometrics I / Optimizations and Heuristics / Selected Topics in Nonlinear Optimization	*	8
M	W	OPM 802/806	Dynamic and Stochastic Models in Supply Chain Research / Empirical Research in Operations Management	*	8

* The type of coursework required for module E 703 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework for modules OPM 801/802/803/806 is stipulated in the module catalog.

b. Economics (at least 6 ECTS credits)

If students do not select any or too few elective modules in the areas Methods and Operations in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Economics.

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
ECO	P	E 700	Mathematics for Economists	*	6
ECO	W	BE 510	Business Economics I	One piece of coursework (written): exam (90 min.)	6
ECO	W	E 701	Advanced Microeconomics I	*	8

* The type of coursework required for the module is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

c. Operations (at least 25 ECTS credits)

If students do not select any or too few elective modules in the areas Methods and Economics in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Operations.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
OPM	P	OPM 502	Inventory Management	One piece of coursework (written): exam (90 min.)	6

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OPM	P	OPM 561	Lean Production Management	Two pieces of coursework (written): exam paper and exam (60 min.)	6
OPM	P	OPM 581	Service Operations Managements	One piece of coursework (written): exam (90 min.)	6
OPM	P	OPM 591	Strategic Procurement	One piece of coursework (written): exam (90 min.)	6
OPM	P	OPM 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
OPM	W	OPM 501/582/ 662/691 / MKT 612/ MAN 657	Logistics Management / Case Studies in Service Operations Management / Modeling and Optimization of Operations Scheduling / Supply Risk Management / Business-to-Business- Marketing / Global Strategic Management	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-8
OPM	W	OPM 501/582/ 662/691 / MKT 612/ MAN 657	Logistics Management / Case Studies in Service Operations Management / Modeling and Optimization of Operations Scheduling / Supply Risk Management / Business-to-Business- Marketing / Global Strategic Management	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-8
OPM	W	OPM 601/661/ 682/692 / MAN 625/648	Supply Chain Management / Robust Planning in Stochastic Manufacturing Systems / Revenue Management / Advanced Procurement / Organizational Structures Within and Between Firms / Incentives and Performance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6
OPM	W	OPM 601/661/ 682/692 / MAN 625/648	Supply Chain Management / Robust Planning in Stochastic Manufacturing Systems / Revenue Management / Advanced Procurement / Organizational Structures Within and Between Firms / Incentives and Performance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6
OPM	W	OPM 601/661/ 682/692 / MAN 625/648	Supply Chain Management / Robust Planning in Stochastic Manufacturing Systems / Revenue Management / Advanced Procurement / Organizational Structures Within and Between Firms / Incentives and Performance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6
OPM	W	MKT 802 / MAN 803	Marketing Theories / Applied Econometrics in Management and Entrepreneurship Research	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	8

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d. Master's Thesis (24 ECTS credits)

Area	P / W	Module Name		Coursework (Composition and Type)	ECTS
Thes	P	OPM 999	Project Study Operations	Two pieces of coursework (one oral, one written): presentation and essay	9
Thes	P		Master's thesis	One piece of coursework (written): master's thesis	15

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7. Taxation Track

7.1. General Information

In the Taxation track students must complete mandatory modules corresponding to 60 ECTS credits and elective modules corresponding to at least 60 ECTS credits.

The available modules for the areas Methods, Economics and Taxation are listed in the area overview and the module catalog.

If, by completing an elective module, a student meets or exceeds the required coursework of 120 ECTS credits, the remaining completed elective modules are not taken into account for the successful completion of the master's examination and the calculation of the area grades and the final grade. The elective module that the student took first chronologically is considered in the completion of the master's examination and the calculation of the area grades and the final grade.

The elective modules, which are to be taken into account in accordance with sentence 1, shall be included in the calculation of the area grade for the area in which they are listed. The elective modules which are not to be taken into account shall be listed in the Transcript of Records as additional modules including the respective module grade.

7.2 Area Overview

a. Methods (at least 14 ECTS credits)

If students do not select any or too few elective modules in the areas Economics and Taxation in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Methods.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
M	P	E 700	Mathematics for Economists	*	6
M	P	E 703	Advanced Econometrics I	*	8
M	W	CC 502	Applied Econometrics	One piece of coursework (written): exam (90 min.)	6
M	W	E 603	Advanced Econometrics	*	10
M	W	TAX 916	Applied Econometrics I	*	8

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* The type of coursework required for module E 603 is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim; the type of coursework required for module E 700 and 703 is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim; the type of coursework for module TAX 916 is stipulated in the module catalog.

b. Economics (at least 10 ECTS credits)

If students do not select any or too few elective modules in the areas Methods and Taxation in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Economics.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS
ECO	P	E 601	Advanced Microeconomics	10
ECO	W	E 557	Public Economics	7
ECO	W	E 701	Advanced Microeconomics I	8
ECO	W		Finanzwissenschaft	8

* The type of coursework required for the module is stipulated in the current version of the Examination Regulations for the Master's Program in Economics at the University of Mannheim.

** The type of coursework required for the module is stipulated in the current version of the Study Regulations for the Doctoral Program in Economics at the Center for Doctoral Studies in Economics (CDSE) at the University of Mannheim.

*** The type of coursework required for the module is stipulated in the current version of the Examination Regulations for the Bachelor's Program in Economics at the University of Mannheim.

c. Taxation (at least 21 ECTS credits)

If students do not select any or too few elective modules in the areas Methods and Economics in order to meet the required coursework of 120 ECTS credits, the remaining number of ECTS credits shall be completed in the area Taxation.

The modules serving as elective modules, the type of coursework and the required number of ECTS credits are listed in the module catalog.

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS
TAX	P	TAX 530	Taxation of Businesses and Individuals	6
TAX	P	TAX 630	International Business Taxation	6
TAX	P	TAX 801	Business Taxation	8

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				presentation and participation	
TAX	P	TAX 910	Area Seminar	One piece of coursework (oral): adequate attendance	1
TAX	W	TAX 670/ ACC 515/ ACC 623/ ACC 902/ FIN 500/ FIN 801	International Tax Planning / IFRS Reporting and Capital Markets / European Tax Law / Accounting Theory / Investments / Discrete Time Finance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6-8
TAX	W	TAX 670/ ACC 515/ ACC 623/ ACC 902/ FIN 500/ FIN 801	International Tax Planning / IFRS Reporting and Capital Markets / European Tax Law / Accounting Theory / Investments / Discrete Time Finance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6-8
TAX	W	TAX 730/ TAX 911/ TAX 913/ TAX 919/ ACC 802/ ACC 903/ ACC 904/ FIN 803/ FIN 804/ FIN 901/ ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance / Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12
TAX	W	TAX 730/ TAX 911/ TAX 913/ TAX 919/ ACC 802/ ACC 903/ ACC 904/	Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12

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		FIN 803/ FIN 804/ FIN 901/ ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Markets / Behavioral Finance / Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation		
TAX	W	TAX 730/ TAX 911/ TAX 913/ TAX 919/ ACC 802/ ACC 903/ ACC 904/ FIN 803/ FIN 804/ FIN 901/ ACC/FIN/ IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance / Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	2-12
TAX	W	TAX 670/ XXX / ACC 515/ ACC 623/ ACC 902/ FIN 500/ FIN 801	International Tax Planning / European Tax Law / IFRS Reporting and Capital Markets / European Tax Law / Accounting Theory / Investments / Discrete Time Finance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6-8
TAX	W	TAX 670/ XXX / ACC 515/ ACC 623/ ACC 902/	International Tax Planning / European Tax Law / IFRS Reporting and Capital Markets / European Tax Law / Accounting Theory / Investments / Discrete Time Finance	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6-8

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		FIN 500/ FIN 801			
TAX	W	TAX 730/ TAX 911/ TAX 913/ TAX 918/ ACC 802/ ACC 903/ ACC 904/ FIN 803/ FIN 804/ FIN 901/ ACC 532/ ACC 675/ FIN 603/ FIN 542	Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance / Security Valuation & Financial Statement Analysis / Modeling in Accounting Research / Empirical Finance / Corporate Finance Research	One piece of coursework (either written, practical or oral): exam, term paper, essay, presentation, discussion, participation, oral exam, case study, simulation	6-8

d. Master's Thesis (15 ECTS credits)

Area	P / W	Module Name	Coursework (Composition and Type)	ECTS	
Thes	P		Master's thesis	One piece of coursework (written): master's thesis	15

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Appendix 2: Degree Plans

1. Track Accounting

Semester 1 (Fall Semester)

Area	P / W	Module Name		ECTS
M	P	E 603	Advanced Econometrics	10
ECO	P	E 601	Advanced Microeconomics	10
ACC	P	ACC 515	IFRS Reporting and Capital Markets	6
ACC	P	ACC 623	Accounting Theory	6
				32

Semester 2 (Spring Semester)

Area	P / W	Module Name		ECTS
ACC	P	ACC 532	Security Valuation & Financial Statement Analysis	6
ACC	P	ACC 675	Modeling in Accounting Research	6
ACC	W	FIN 5XX/ 6XX	Master course Finance	4-12
ACC	W	ACC 5XX/ 6XX / FIN 5XX / 6XX / TAX 5XX / 6XX	Master course Accounting / Finance / Taxation	4-12
ACC / ECO	W	ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX / BE 511	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Business Economics II	2-12
				29 ¹

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Semester 3 (Fall Semester)

Area	P / W	Module Name		ECTS
M	P	E 700	Mathematics for Economists	6
M	P	E 703	Advanced Econometrics I	8
ECO	P	E 701	Advanced Microeconomics	8
ACC	P	ACC 902	Normative Accounting Research	8
ACC	P	ACC 910	Area Semina	1
				31

Semester 4 (Spring Semester)

Area	P / W	Module Name		ECTS
ACC	P	ACC 802	Analytical Research in Accounting	6
ACC	P	ACC 903	Empirical Accounting Research I (Research Methods)	6
ACC	P	ACC 904	Empirical Accounting Research II (Causal Inference)	6
ACC	P	ACC 910	Area Seminar	1
Thes	P		Master's thesis	15
				33

Total ECTS credits

125 ¹

¹ The total of ECTS credits depends on the selected elective modules.

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2. Track Finance

Semester 1 (Fall Semester)

Area	P / W	Module Name		ECTS
ECO	P	E 601	Advanced Microeconomics	10
M	P	E 603	Advanced Econometrics	10
FIN	P	FIN 500	Investments	6
FIN	P	FIN 910	Area Seminar	1
FIN / ECO	W	FIN 5XX/ FIN 6XX/ E 602	Master course Finance/ Macroeconomics	4-12
				32 ¹

Semester 2 (Spring Semester)

Area	P / W	Module Name		ECTS
M	P	FIN 603	Empirical Finance	6
FIN	P	FIN 542	Corporate Finance Research	6
FIN	P	FIN 910	Area Seminar	1
FIN	W	ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX/ 8XX/ 9XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Ph.D. course Business Administration	2-12
FIN	W	ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX/ 8XX/ 9XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Ph.D. course Business Administration	2-12
FIN	W	ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX/ 8XX/ 9XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation / Ph.D. course Business Administration	2-12
				29 ¹

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Semester 3 (Fall Semester)

Area	P / W	Module Name		ECTS
ECO	P	E 701	Advanced Microeconomics I	8
M	P	E 700	Mathematics for Economists	6
M	P	E 703	Advanced Econometrics I	8
FIN	P	FIN 801	Discrete Time Finance	8
FIN	P	FIN 910	Area Seminar	1
				31

Semester 4 (Spring Semester)

Area	P / W	Module Name		ECTS
M	P	FIN 804	Econometrics of Financial Markets	6
FIN	P	FIN 803	Corporate Finance	6
FIN	P	FIN 901	Behavioral Finance	6
FIN	P	FIN 910	Area Seminar	1
Thes	P		Master's thesis	15
				33

Total ECTS credits 125¹

¹ The total of ECTS credits depends on the selected elective modules.

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3. Track Information Systems

Semester 1 (Fall Semester)

Area	P / W	Module Name		ECTS
M	P	CC 501	Decision Analysis	6
M	P	CC 502	Applied Econometrics	6
IS	P	IS 554	Computational Thinking	8
IS	W	IS 5XX/IS 6XX	Master course Information Systems	4-8
IS	W	IS 5XX/IS 6XX	Master course Information Systems	4-8
				30

Semester 2 (Spring Semester)

Area	P / W	Module Name		ECTS
M	P	CC 503	Empirical Methods	6
M	P	IS 904	Qualitative Research Methods	6
IS	P	IS 541	Theories and Methods in IS Research	6
IS	P	IS 911	Context-Aware Computing	6
IS	W	ACC/ FIN/IS/ MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	2-12
				30

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Semester 3 (Fall Semester)

Area	P / W	Module Name		ECTS
IS	P	IS 801	Design Science Research	8
IS	P	IS 901	Epistemological Foundations	8
IS	P	IS 806	Experimental Design and Experiments in the Social Sciences	8
IS	P	IS 910	Area Seminar	1
IS	P	IS 915	Academic Seminar	6
				31

Semester 4 (Spring Semester)

Area	P / W	Module Name		ECTS
IS	P	IS 910	Area Seminar	1
IS	P	IS 903	IS Theories	8
Thes	P	IS 807	Projektkurs	9
Thes	P		Master's thesis	15
				32

Total ECTS credits

123 ¹

¹ The total of ECTS credits depends on the selected elective modules.

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4. Track Management

Semester 1 (Fall Semester)

Area	P / W	Module Name	ECTS	
M	P	CC 501	Decision Analysis	6
ECO	P	CC 502	Applied Econometrics	6
ECO	P	BE 510	Business Economics I	6
MAN / M	W	MAN 613/630/645/646 / XXX	New Public Management / Organization for Innovation / Introduction to Entrepreneurship / Leadership and Motivation / HR Analytics / Method course GESS	3-14
MAN / M	W	MAN 613/630/645/646 / E 700/701/703/829/863/871/880/882 / MKT 903/ TAX 916 / XXX	New Public Management / Organization for Innovation / Introduction to Entrepreneurship / Leadership and Motivation / HR Analytics / Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	3-14
				30

Semester 2 (Spring Semester)

Area	P / W	Module Name	ECTS	
M	P	CC 503	Empirical Methods	6
ECO	P	BE 511	Business Economics II	6
MAN	P	MAN 801	Advances in Entrepreneurship and Management Research	6
MAN	P	MAN 804	Advances in strategic Management	6
MAN / M	W	MAN 625/632/647/648/654/655 / CC 504 / E 700/701/703/829/863/871/880/882 / MKT 903/ TAX 916 / XXX	Organizational Structures Within an Between Firms / Advanced Entrepreneurship / Strategic and International Human Resource Management / Incentives and Performance / Corporate Restructuring / Corporate Strategy: Managing Business Groups / Corporate Social Responsibility / Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	3-14
				30

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Semester 3 (Fall Semester)

Area	P / W	Module Name	ECTS	
M	P		Crafting Social Sciences Research	6
M	P		Compact course in Mathematics for Social Scientists	2
MAN	P	MAN 802	Fundamentals of Non-Profit Management Science	6
MAN	P	MAN 805	Applied Methods in Management Research	6
MAN	P	MAN 806	Advances in Organization and Innovation Research	6
MAN	P	MAN 910	Area Seminar	1
M	W	E 700/ 701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	3-14
				32

Semester 4 (Spring Semester)

Area	P / W	Module Name	ECTS	
MAN	P	MAN 910	Area Seminar	1
Thes	P	MAN 950	Proposal Development	9
Thes	P		Master's thesis	15
M	W	E 700/ 701/703/ 829/863/ 871/880/ 882 / MKT 903/ TAX 916 / XXX	Mathematics for Economists / Advanced Microeconomics / Advanced Econometrics I / Empirical Industrial Organization / Discrete Choice and Duration Models / Nonparametric Curve Estimation / Graduate Public Economics: Empirical and Quantitative Methods / Stochastic Networks / Advanced Business Econometrics / Applied Econometrics / Cross-sectional Analysis / Multivariate Analysis / Game Theory / Advanced Quantitative Methods / Longitudinal Data Analysis / Multilevel Modeling / Modeling Social Processes / SOEP-Workshop / Bayesian Statistics / Introduction into R / Meta-Analysis	3-14
				31

Total ECTS credits

123 ¹

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5. Track Marketing

Semester 1 (Fall Semester)

Area	P / W	Module Name	ECTS	
M	P	CC 502	Applied Econometrics	6
M	P	CC 503	Empirische Methoden	6
MKT / ECO	W	MKT 510/540/560/E 601	Price and Product Management / Marketing Strategy / Services Marketing / Advanced Microeconomics	4-8
MKT / ECO	W	MKT 510/540/560/E 601	Price and Product Management / Marketing Strategy / Services Marketing / Advanced Microeconomics	4-8
MKT / ECO	W	MKT 510/540/560/E 601	Price and Product Management / Marketing Strategy / Services Marketing / Advanced Microeconomics / Sozialpsychologie / Markt- und Werbepsychologie / Vertiefung Konsumentenpsychologie und Ökonomische Psychologie	4-8
			30 ¹	

Semester 2 (Spring Semester)

Area	P / W	Module Name	ECTS	
M	P	MKT 520	Market Research	6
MKT	P	MKT 545	Customers, Markets and Firm Strategy	4
MKT	P	MKT 661	Consumer Behavior	2
MKT / M / ECO	W	MKT 531/614/621/662/663 / MAN 648 / E 505/508/521/551/564/574/596	Marketing Theory / Communication Management / Global Marketing / Interactive Marketing / Branding and Brand Management / Incentives and Performances / Industrial Organization: Markets and Strategies / Multiple Time Series Analysis / Methods in Empirical Industrial Organization / Experimental Methods in Economics / Impact Evaluation, Treatment Effects, Causal Analysis / Internet Economics / Psychology and Economics	4-14
MKT / M / ECO	W	MKT 531/614/621/662/663 / MAN 648 / E 505/508/521/551/564/574/596	Marketing Theory / Communication Management / Global Marketing / Interactive Marketing / Branding and Brand Management / Incentives and Performances / Industrial Organization: Markets and Strategies / Multiple Time Series Analysis / Methods in Empirical Industrial Organization / Experimental Methods in Economics / Impact Evaluation, Treatment Effects, Causal Analysis / Internet Economics / Psychology and Economics	4-14
MKT / M / ECO	W	MKT 531/614/621/662/663 / MAN 648 / E 505/508/521/551/564/574/596	Marketing Theory / Communication Management / Global Marketing / Interactive Marketing / Branding and Brand Management / Incentives and Performances / Industrial Organization: Markets and Strategies / Multiple Time Series Analysis / Methods in Empirical Industrial Organization / Experimental Methods in Economics / Impact Evaluation, Treatment Effects, Causal Analysis / Internet Economics / Psychology and Economics	4-14
			30 ¹	

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Semester 3 (Fall Semester)

Area	P / W	Module Name	ECTS	
M	P	MKT 903	Advanced Business Econometrics	6
M	P	E 703	Advanced Econometrics	8
MKT	P	MKT 801	Fundamentals of Marketing Research	6
MKT	P	MKT 910	Area Seminar	1
MKT / M / ECO	W	E 601/ 855/ 876/885 / XXX	Advanced Microeconomics / Empirical Industrial Organization (Static Models) / Econometrics of Panel Data and Social Interactions / Incentives and Experimentation / Statistics in R and beyond / Experimental Design, Analysis of Variance, and Linear Modeling / Multivariate Analysis / Cross-sectional Analysis / Advanced Social and Economic Cognition / Game Theory / Advanced Quantitative Methods / Bayesian Statistics	2-10
MKT / M / ECO	W	E 601/ 855/ 876/885 / XXX	Advanced Microeconomics / Empirical Industrial Organization (Static Models) / Econometrics of Panel Data and Social Interactions / Incentives and Experimentation / Statistics in R and beyond / Experimental Design, Analysis of Variance, and Linear Modeling / Multivariate Analysis / Cross-sectional Analysis / Advanced Social and Economic Cognition / Game Theory / Advanced Quantitative Methods / Bayesian Statistics	2-10
				31 ¹

Semester 4 (Spring Semester)

Area	P / W	Module Name	ECTS	
MKT	P	MKT 802	Marketing Theories	6
MKT	P	MKT 901	Designing Marketing Research Projects	6
MKT	P	MKT 910	Area-Seminar	1
Thes	P		Master's Thesis	15
MKT	P	MKT 902 / E 878 / XXX	Advances in Marketing Research / Advanced PhD Seminar in Experimental Economics / Research in Social Cognition / Research in Cognitive Psychology	3-6
				31

Total ECTS credits

122 ¹

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6. Track Operations

Semester 1 (Fall Semester)

Area	P / W	Module Name	ECTS	
OPM	P	OPM 502	Inventory Management	6
OPM	P	OPM 561	Lean Production Management	6
OPM	P	OPM 591	Strategic Procurement	6
ECO / OPM / M	W	BE 510 / CC 502 / OPM 501/582/ 662/691 / MKT 612/ MAN 657	Business Economics I / Applied Econometrics / Logistics Management / Case Studies in Service Operations Management / Modeling and Optimization of Operations Scheduling / Supply Risk Management / Business-to-Business-Marketing / Global Strategic Management	2-8
ECO / OPM / M	W	BE 510 / CC 502 / OPM 501/582/ 662/691 / MKT 612/ MAN 657	Business Economics I / Applied Econometrics // Logistics Management / Case Studies in Service Operations Management / Modeling and Optimization of Operations Scheduling / Supply Risk Management / Business-to-Business-Marketing / Global Strategic Management	2-8
				30 ¹

Semester 2 (Spring Semester)

Area	P / W	Module Name	ECTS	
M	P	CC 501	Decision Analysis	6
OPM	P	OPM 581	Service Operations Managements	6
ECO / M / OPM	W	CC 503 / OPM 601/661/ 682/692 / MAN 625/648	Empirical Methods / Applied Econometrics / Supply Chain Management / Robust Planning in Stochastic Manufacturing Systems / Revenue Management / Advanced Procurement / Organizational Structures Within and Between Firms / Incentives and Performance	6
ECO / M / OPM	W	CC 503 / OPM 601/661/ 682/692 / MAN 625/648	Empirical Methods / Applied Econometrics / Supply Chain Management / Robust Planning in Stochastic Manufacturing Systems / Revenue Management / Advanced Procurement / Organizational Structures Within and Between Firms / Incentives and Performance	6
ECO / M / OPM	W	CC 503 / OPM 601/661/ 682/692 / MAN 625/648	Empirical Methods / Applied Econometrics / Supply Chain Management / Robust Planning in Stochastic Manufacturing Systems / Revenue Management / Advanced Procurement / Organizational Structures Within and Between Firms / Incentives and Performance	6
				30 ¹

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Semester 3 (Fall Semester)

Area	P / W	Module Name	ECTS	
M	P	OPM 805	Research Seminar Business Analytics	8
ECO	P	E 700	Mathematics for Economists	6
OPM	P	OPM 910	Area Seminar	1
ECO / M	W	E 701/703 / OPM 801/803	Advanced Microeconomics I / Advanced Econometrics I / Optimizations and Heuristics / Selected Topics in Nonlinear Optimization	8
ECO / M	W	E 701/703 / OPM 801/803	Advanced Microeconomics I / Advanced Econometrics I / Optimizations and Heuristics / Selected Topics in Nonlinear Optimization	8
			31 ¹	

Semester 4 (Spring Semester)

Area	P / W	Module Name	ECTS	
OPM	P	OPM 910	Area Seminar	1
Thes	P	OPM 999	Project Study Operations	9
Thes	P		Master's thesis	15
M/ OPM	W	OPM 802/806 / MKT 802 / MAN 803	Dynamic and Stochastic Models in Supply Chain Research / Empirical Research in Operations Management / Marketing Theories / Applied Econometrics in Management and Entrepreneurship Research	6-8
			32 ¹	
Total ECTS credits			123 ¹	

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7. Track Taxation

Semester 1 (Fall Semester)

Area	P / W	Module Name	ECTS	
ECO	P	E 601	Advanced Microeconomics	10
TAX	P	TAX 530	Taxation of Businesses and Individuals	6
TAX	P	TAX 910	Area Seminar	1
M / TAX	W	E 603 / CC 502 / TAX 670 / E 701 / TAX 916 / XXX / ACC 515 / ACC 623 / ACC 902 / FIN 500 / FIN 801	Advanced Econometrics / Applied Econometrics / International Tax Planning / Advanced Microeconomics I / Applied Econometrics I / European Tax Law / IFRS Reporting and Capital Markets / Accounting Theory / Normative Accounting Research / Investments / Discrete Time Finance	6-10
M / TAX	W	E 603 / CC 502 / TAX 670 / E 701 / TAX 916 / XXX / ACC 515 / ACC 623 / ACC 902 / FIN 500 / FIN 801	Advanced Econometrics / Applied Econometrics / International Tax Planning / Advanced Microeconomics I / Applied Econometrics I / European Tax Law / IFRS Reporting and Capital Markets / Accounting Theory / Normative Accounting Research / Investments / Discrete Time Finance	6-10
			32 ¹	

Semester 2 (Spring Semester)

Area	P / W	Module Name	ECTS	
TAX	P	TAX 630	International Business Taxation	6
TAX	P	TAX 910	Area Seminar	1
ECO / TAX	W	E 557 / TAX 730/ TAX 911/ TAX 913/ TAX 919/ XXX / ACC 802/ ACC 903/ ACC 904/ FIN 803/ FIN 804/ FIN 901/	Public Economics / Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Finanzwissenschaft / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance / Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	2-12

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		ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX		
ECO / TAX	W	E 557 / TAX 730/ TAX 911/ TAX 913/ TAX 919/ XXX / ACC 802/ ACC 903/ ACC 904/ FIN 803/ FIN 804/ FIN 901/ ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Public Economics / Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Finanzwissenschaft / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance / Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	2-12
ECO / TAX	W	E 557 / TAX 730/ TAX 911/ TAX 913/ TAX 919/ XXX / ACC 802/ ACC 903/ ACC 904/ FIN 803/ FIN 804/ FIN 901/ ACC/FIN /IS/MAN/ MKT/ OPM/ TAX 5XX/ 6XX	Public Economics / Seminar in Business Taxation / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Finanzwissenschaft / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance / Master course Accounting/Finance/Information Systems/Management/Marketing/Operations/Taxation	2-12
				31 ¹

Semester 3 (Fall Semester)

Area	P / W	Module Name	ECTS
M	P	E 700 Mathematics for Economists	6
M	P	E 703 Advanced Econometrics I	8

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TAX	P	TAX 910	Area Seminar	1
M / ECO / TAX	W	E 701 / TAX 916/ XXX / FIN 801	Advanced Microeconomics I / Applied Econometrics I / European Tax Law / Normative Accounting Research / Discrete Time Finance	8
M / ECO / TAX	W	E 701 / TAX 916/ XXX / FIN 801	Advanced Microeconomics I / Applied Econometrics I / European Tax Law / Normative Accounting Research / Discrete Time Finance	8
				30 ¹

Semester 4 (Spring Semester)

Area	P / W	Module Name		ECTS
TAX	P	TAX 801	Business Taxation	8
TAX	P	TAX 910	Area Seminar	1
Thes	P		Master's thesis	15
ECO / TAX	W	E 557 / TAX 911 / TAX 913 / TAX 919 / ACC 802 / ACC 903 / ACC 904 / FIN 803 / FIN 804 / FIN 901 /	Public Economics / Measurement of Effective Tax Burdens / Empirical Taxation Research / International Tax Law / Analytical Research in Accounting / Empirical Accounting Research I (Research Methods) / Empirical Accounting Research II (Causal Inference) / Corporate Finance / Econometrics of Financial Markets / Behavioral Finance /	6-10
				31 ¹

Total ECTS credits 124¹

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