Module code:
MIM 101

Module name:
International Management I

Contact hours:
4 lecture hours per week

Credits:
5 CP

Weighting:
5 CP / 120CP

Module coordinator:
Prof. Dr. Winnewisser

Course of study:
MIM; MBM; IMM

Intended semester:
1 semester

Semester frequency:
Each Semester

Duration:
1 Semester

Type of Module:
Optional compulsory subject

Examination:
Written examination

Prerequisites:
Basic knowledge of business studies, economics, law, languages, international business

Applicability of this module to other study programmes:
The module is also suitable for students of Engineering and Business studies.

Objectives; competencies to be gained
Students will acquire skills to work independently and to assume responsibility in multinational corporations. Students will learn to assess the opportunities and risks of international transactions (Export-Import).

Module content:
“Managing in an international environment”

Total workload:
Lectures: 60 hours / Pre lecture 30 hours, Post lecture 60 hours
Module Part I:
Global Business Environment

Lecturer:
Prof. Dr. Winnewisser

Teaching method:
Seminar

Language of instruction:
English

Module content:
- Essentials of foreign trade
- Relevance and concept of internationalization
- Understanding international economic developments and their impact on the enterprise
- Global organization
- Culture 2.0: The fine print of doing business abroad
- Short- and long term financing in international trade

Teaching/ Reading material:
Compulsory:
Comprehensive lecture notes (On Englisch)

Additional material/ recomended reading:

Misc:
Discussions on current articles relating to the topic

Module Part II:
Strategic International Sourcing

Lecturer:
Prof. Dr. Koch

Teaching method:
Seminar

Language of instruction:
English / German

Module content:
Relevance of and reasons for Global Sourcing, International Procurement Strategies, International Supplier Management, Strategic Project Management for introducing Global Sourcing
Course Specification

Date: 07.12.2017

Teaching/Reading material:
Compulsory:
Arnolds, H./ Heege, F./Röh, C./Tussing, W., Materialwirtschaft und Einkauf – Grundlagen, Spezialthemen, Übungen, Wiesbaden 2010

Additional material/ Recommended reading
BME (Hrsg.), Best Practice in Einkauf und Logistik, Wiesbaden 2008
Kerkhoff, Gerd, Zukunftschance Global Sourcing: China, Indien, Osteuropa, Weinheim 2005
Buck, Nina Alexandra, Die Global Sourcing Strategie: Nutzen und Organisation des globalen Einkaufs, Saarbrücken 2007
Gruschwitz, A. Global Sourcing
Hallen, L., International Industrial Purchasing
Kaufmann, L., Internationales Beschaffungsmanagement

Misc.:
Guest lecture by IHK (Chamber of Commerce) relating to customs topics, visit to customs office.