

International Business and Trade 2					
Identification number	Workload	Credits	Semester	When	Duration
4011	160 h	6	8 th semester	Once a year	1 semester
1	Lectures Foreign Trade 2	Class contact time 4 contact hrs / 60 h	Self-study 100 h	Planned group size 20 students	
2	Learning Outcomes / Skills Building on the lecture "Foreign Trade 1", students should be enabled during this seminar to view investment, procurement and sales decisions in an international context. They should be prepared <ul style="list-style-type: none"> • To work with customers and suppliers abroad • To work in international companies • To work abroad • To deal with chances and risks in international business. 				
3	Contents The following focuses will be dealt with: <ul style="list-style-type: none"> • International Buying Motives • International Purchase Agreements • International Delivery Conditions • International Payment Conditions • Commercial, Industrial and Financial Countertrade • The Financing of Foreign Trade • International HR Policy • Liability in International Management • Risks in International Management and Dealing with Risks • Intercultural Safeguarding of the International Market Entry 				
4	Course type Seminar courses with case studies and project work				
5	Participation requirements none				
6	Examination form Paper/presentation with an oral examination (20 min.) and/or written exam (120 min.)				
7	Requirements for the Awarding of Credits Minimum grade of „sufficient“ in the examination				
8	Application of the Module (in other programmes of study) BA-Wirtschaftswissenschaften BA-International Business and Management BA-Wirtschaftsingenieurwesen				
9	Module supervisor and full-time lecturer Prof. Dr. Austermann; Prof. Dr. Meyer-Schwickerath; Dr. Mario Lucas				
10	Other 1) Work documents and special Reading list announced at the beginning of the semester 2) General Literature: <ul style="list-style-type: none"> • Dülfer, Eberhard et al.: International Management in Different Cultural Areas, Munich 2008 • Hollensen, Svend: Essentials of Global Marketing, Prentice Hall 2010 • Kutschker, Michael, Schmid, Stefan: International Management, Munich/Vienna 2008 • Meckl, Reinhard, International Management, Munich 2010 • Welge, Martin, et al.: International Management: Theories, Functions, Case Studies, Stuttgart 2010 • Zentes J., Swoboda B.: Case Studies on International Management, Wiesbaden 2009 				