



# Course Descriptions Winter Term 20/21



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Faculty of Economics  
and Management

# List of Courses

## at Bachelor's Level

Lecture	Field of Studies	ECTS	Type of Class	Name
<a href="#">Anglo-American Law</a>	Business Studies	3	Lecture	Christian Ludwig Geminn Martina Deckert
<a href="#">Corporate Finance</a>	Business Studies	6	Lecture	Boris Lehnert Christian Klein
<a href="#">Empirical research projects with Big Data</a>	Business Studies	6	Seminar	Vahidin Jeleskovic
<a href="#">European Economics</a>	Economics	6	Lecture	Ivo Bischoff
<a href="#">European Law (Europarecht/ Internationale Aspekte des Rechts)</a>	Business Studies	3	Lecture	Gerrit Hornung Martina Deckert
<a href="#">Inequality, Poverty, and Public Policy</a>	Economics	6	Lecture / Exercise	Christian Toft
<a href="#">Introduction into Applied Research Methods in Environmental Economics</a>	Economics	6	Seminar	Martin Kesternich
<a href="#">Introduction to Behavioral Economics</a>	Economics	6	Lecture	Astrid Dannenberg
<a href="#">Introduction to Business Research and Academic Writing</a>	Business Studies	3	Seminar	Wolfgang Bichler- Riedl Stefan Gold
<a href="#">Introduction to Econometrics</a>	Economics	6	Lecture / Exercise	Alexander Günther Reinholf Kosfeld
<a href="#">Introduction to Environmental Economics</a>	Economics	6	Lecture	Sonja Zitzelsberger
<a href="#">Legal and Business English</a>	Business Studies / Law	3	Seminar	Alison Franklin
<a href="#">Microeconomics Using Calculus</a>	Economics	6	Lecture / Exercise	Ivo Bischoff
<a href="#">Supply Management</a>	Business Studies	6	Lecture / Seminar	Erik Siems
<a href="#">Technology Management</a>	Business Studies	6	Lecture	Sabrina Schneider
<a href="#">The Economics of Charitable Giving</a>	Economics	3	Lecture	Carlo Gallier

# List of Courses

## at Master's Level

Lecture	Field of Studies	ECTS	Type of Class	Name
<a href="#">Advanced Economics of the Environment</a>	Economics	6	Lecture	Astrid Dannenberg
<a href="#">Advanced Supply Chain Management</a>	Business Studies	6	Lecture / Seminar	Stefan Seuring-Stella
<a href="#">Buildings for future?!</a>	Business Studies / Law	3	Seminar	Leo Reutter Georg von Wangenheim
<a href="#">Business Model Innovation</a>	Business Studies	6	Lecture	Sabrina Schneider
<a href="#">Business Theory and Sustainability</a>	Business Studies	6	Seminar	Stefan Gold
<a href="#">Cases of Digital Transformation</a>	Business Studies	6	Block seminar	Andre Hanelt Marius Biedebach
<a href="#">Contemporary Issues in Behavioral Economics</a>	Economics	6	Seminar	Nataliya Kusa Ivo Bischoff
<a href="#">Econometrics</a>	Economics	6	Lecture	Igor Asanov
<a href="#">Economic and Monetary Union (EMU)</a>	Economics	6	Seminar	Philipp Kirchner Jan Hattenbach Jochen Michaelis
<a href="#">Empirical methods to study environmental problems and policies in developing countries</a>	Business Studies	6	Seminar	Sven Christens
<a href="#">Energy Economics</a>	Economics	6	Lecture / Seminar	Heike Wetzel Jonas Bender Victor von Loessl
<a href="#">Forecasting methods for Big Data in Health Analysis and Medicine</a>	Business Studies	6	Seminar	Vahidin Jeleskovic
<a href="#">Foundations of Experimental Economics</a>	Economics	6	Lecture	Björn Frank Christoph Büren
<a href="#">Industrial Dynamics</a>	Economics	6	Seminar	Guido Bünstorf
<a href="#">Introduction to applications in Python for economists</a>	Economics	6	Lecture	Minh Nhat Luong Björn Frank
<a href="#">Labor Economics</a>	Economics	6	Lecture / Seminar	Holger Bonin
<a href="#">Microeconometrics</a>	Methods	6	Lecture / Exercise	Andreas Ziegler
<a href="#">Organizational Resilience – How organizations master uncertainty and crises</a>	Business Studies	6	Seminar	Kijan Vakilzadeh

<a href="#">Research in Applied Psychology</a>	Economics	3	Seminar	Marc-André Reinhard
<a href="#">Risk Management</a>	Business Studies	6	Lecture	Boris Lehnert Christian Klein
<a href="#">Spatial Econometrics</a>	Economics	6	Block seminar	Reinhold Kosfeld Andreas Gohs
<a href="#">Strategies and Practices in International Direct Marketing</a>	Business Studies	6	Seminar	Ralf Wagner Dominik Brockhaus
<a href="#">Stress at Work</a>	Economics	6	Block seminar	Kathrin Reinke Sandra Ohly
<a href="#">Supply Chain Management</a>	Business Studies	6	Lecture / Seminar	Stefan Seuring-Stella
<a href="#">Urban Economics</a>	Economics	6	Seminar	Guido Bünstorf

**Course descriptions**  
at Bachelor's Level

<b>Anglo-American Law</b>				
Lecture	Business Studies	3 ECTS	Type of Examination: Exam	Christian Ludwig Geminn Martina Deckert
Thu 14:00 – 16:00 h, weekly 05.11. – 11.02.21				
<p><u>Content:</u></p> <p>Introduction to the main features, the structure and the practice of the Anglo-American legal systems; history and methodology of common law and case law; differences between Anglo-American and continental legal systems.</p>				

## Corporate Finance

Lecture	Business Studies	6 ECTS	Type of examination: Exam	Boris Lehnert Christian Klein
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Mon 16:00 – 20:00 h, weekly 02.11.20 – 08.02.21

### Content:

This module is an introduction to the principles of corporate finance. The aim of the module is to provide the students with knowledge regarding the main sources of corporate financing, give them the ability to apply key techniques for evaluating corporate investment decisions and facilitate an understanding for corporate dividend policy.

- I. The Corporation
- II. Introduction to Financial Reporting
- III. Financial Decision Making
- IV. Corporate Capital Structure
- V. Debt Financing
- VI. Equity Financing
- VII. Estimating the Cost of Capital
- VIII. Leasing
- IX. Working Capital Management

## Empirical research projects with Big Data

Seminar	Business Studies	6 ECTS	Type of Examination: Presentation and term paper	Vahidin Jeleskovic
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Thu 10:00 – 14:00 h, weekly 22.10.20 – 18.02.21

### Content:

Students conduct their own empirical studies, present their results and write a seminar paper to successfully complete this project seminar. For these purposes, students have to work with empirical data and to use a statistical software. A component of the seminar is also to hold two presentations, namely at the beginning and at the end of semester.

## European Economics

Lecture	Economics	6 ECTS	Type of examination: Exam	Ivo Bischoff
Mon 14:00 – 18:00 h, weekly 02.11.20 – 08.02.21				
<p><u>Content:</u></p> <p>This course provides an introduction to economic and political integration in the European Union. The course agenda covers a wide range of topics including the evolution of the EU; its main institutions (e.g. European Parliament and European Central Bank), market, monetary and policy integration as well as the perspectives of the EU. Some sessions will be held by guest speakers. To acquire credits, a) students have to fulfill a small requirement, usually a fact sheet and a small presentation; b) students have to pass a final exam.</p>				



**European Law**  
**(Internationale Aspekte des Rechts/ Europarecht)**

Lecture	Business Studies	3 ECTS	Type of examination: Exam	Gerrit Hornung Martina Deckert
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Tue 12:00 – 14:00 h, weekly 03.11.20 – 16.02.21

**Content:**

Introduction to EU law and European integration; main features of EU law, in particular fundamental freedoms and fundamental rights; main features of harmonisation or approximation of laws, in particular in EU private and economic law.

## Inequality, Poverty, and Public Policy

Lecture  
/  
Exercise

Economics

6 ECTS

Type of  
examination:  
Exam

Christian Toft

Wed, 12:00 – 16:00 h, weekly 11.11.20 – 10.02.21

### Content:

This course provides an introduction to the empirical analysis of income distribution with particular emphasis on the practical application of theoretical and statistical concepts and on the principles of data analysis. The advantages and disadvantages of different empirical methods, the properties of different inequality and poverty measures, and the basis and significance of different international and German data sets are treated. The role of different income sources, including market income and wealth, and the redistributive effects of government taxes and transfers will be treated in some detail as will recent international trends in the development of inequality and poverty. In the second part of the course we go into detail with some of the latest empirical studies on the topic published by amongst others the Organisation for Economic Cooperation and Development (OECD) and the World Bank.

## Introduction into Applied Research Methods in Environmental Economics

Seminar	Economics	6 ECTS	Type of Examination: Term paper	Martin Kesternich
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Wed 10:00 – 12:00 h, 14.10. & 21.10.20  
08:00 – 18:00 h, 14. – 15.12.20 (Block course)

### Content:

The course provides an introduction into applied empirical research methods in environmental economics. In the first part of the course, students will acquire a fundamental knowledge of key concepts in applied research methods. They will learn i.e. how to process scientific literature, how to summarize existing knowledge in a structured literature review and how to critically evaluate various types of research designs. In addition, students will gain a solid understanding of the fundamentals of impact evaluation methods. In the second part of the course, students will apply these skills to present and discuss selected scientific topics in environmental economics and embed their work in the scientific discourse.

## Introduction to Behavioral Economics

Lecture	Economics	6 ECTS	Type of examination: Exam	Astrid Dannenberg
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Tue 08:00 – 12:00 h, weekly 10.11.20 – 16.02.21

### Content:

Behavioral economics integrates insights from psychology into economics. Going beyond the bounds of rationality and self-interest of economic agents, behavioral economics is concerned with the effects of psychological, social, and cognitive factors on the decisions of individuals and groups as well as their consequences for social welfare and the distribution of resources. In the first part of the course, we look at the most important cognitive biases as well as their causes and consequences. Students learn, for instance, how people behave under uncertainty, make predictions for the future, remember and evaluate the past, and what makes them happy. The second part of the course is on strategic decision making. Here the question is how people behave when their decisions not only affect their own welfare but also other people's welfare. Students learn when people are generous, when they are trustful and trustworthy, when they cooperate for the sake of the group even if this is costly. We will play games in the classroom and compare the results with the results of lab experiments conducted with real money. We look at many real world examples like international climate change negotiations. The aim of the course is to give an overview of the most important findings in behavioral economics .

## Introduction to Business Research and Academic writing

Seminar	Business Studies	3 ECTS	Type of examination: Presentation, Seminar paper, Participation	Wolfgang Bichler- Riedl Stefan Gold
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Thu 14:00 – 16:00 h, weekly 05.11.20 – 11.02.21

### Content:

Exploring, discussing and learning about scientific fundamentals concerning academic writing. Students are provided the basics for writing academic manuscripts such as their Bachelor thesis.

Design of the seminar: The seminar is structured in three main areas:

- Input provided by the lecturer, e.g. structure of academic writing; courses of action that determine 'good' or 'bad' manuscripts; citation; etc.
- Discussions and homework, i.e. most students tend to learn the most when completing tasks concerning what we have learned. There will thus be homework that is discussed in class; all major issues will be discussed and illustrated; etc.
- One major project: All students are required to (hypothetically) design a research project, write an exposé about it, and present it to the class. This project is supposed to be a viable project for a Bachelor thesis to enable students to assess the work and the steps one has to take for a successful thesis.

The goal of the seminar is,

- To understand what academic writing is, how to achieve a well-crafted thesis, and what courses of action determine the outcome

- To illustrate to students what they have to do during their thesis leaving them capable of writing and designing their thesis with less help than currently.

*Grading:*

- Presentation (40%)
- Seminar paper (40%)
- Participation (20%)

The presentation and the seminar paper, depending on the number of participants, will either be individual- or group-work.

The focus of the seminar emphasizes students' participation. The learning outcome and content thus heavily depend on students' participation and willingness to tackle such issues!

*Prerequisites:*

Whenever Bachelor students apply for writing their Bachelor thesis, one of the first explanations is "but I have never really written anything like that, and I don't know what to do!". Hence, this seminar is aiming to provide an introduction into academic writing for business administration students and similar Bachelor programs. There are thus no requirements other than studying something revolving around business administration.

## Introduction to Econometrics

Lecture / Exercise	Economics	6 ECTS	Type of examination: Exam	Alexander Günther Reinhold Kosfeld
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Mon 10:00 – 14:00 h, weekly 02.11.20 – 08.02.21

### Content:

Econometrics helps to estimate the relationships between economic events. We will discuss which methods we can use to estimate these relationships and what are the underlying assumptions of these methods. The aim of this course is to introduce students to empirical methods in economics. The goal of this course is to explain (1) which methods one can use to estimate the relationship between economic events, (2) assumptions of these methods, and (3) how to use these methods with R.

1) Econometrics and Empirical Economic Research

2) The multiple regression model

- Specification of the model
- Method of Least Squares (OLS method)
- Estimation properties of OLS method
- Coefficient of determination and multiple correlation coefficient

3) Significance testing and confidence interval

- Significance testing of the beta coefficient
- Confidence intervals of the beta coefficient
- Variance analysis

4) Multicollinearity

- Definition of multicollinearity

- Effects of multicollinearity
- Exposure of multicollinearity
- Overcoming of multicollinearity

#### 5) Heteroscedasticity

- Definition and effects of Heteroscedasticity
- Tests of Heteroscedasticity
- Method of Generalized Least Squares (GLS) and heteroscedasticity

#### 6) Autocorrelation

- Definition and effects of autocorrelation
- Tests of autocorrelation
- Autocorrelation coefficient
- Method of Generalized Least Squares (GLS) and autocorrelation

#### 7) Models with qualitative variables



## Introduction to Environmental Economics

Lecture	Economics	6 ECTS	Type of examination: Exam	Sonja Zitzelsberger
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Thu 14:00 – 18:00 h, weekly 05.11.20 – 04.02.21

### Content:

This course teaches the basics of environmental and resource economics. It replaces the previously offered course "Ökonomik der Umwelt".

## Legal and Business English für Wirtschaftsrechtler

Seminar	Business Studies/ Law	3 ECTS	Type of examination: t.b.a.	Alison Franklin
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Mon 12:00 - 16:00 h, biweekly 02.11.2020 - 01.02.2021

Fri 08:30 - 12:00 h, biweekly 06.11.2020 - 05.02.2021

Mon 12:00 - 16:00 h, biweekly 09.11.2020 - 08.02.2021

Fri 08:30 - 12:00 h, biweekly 13.11.2020 - 12.02.2021

### Content:

The aim of this course is to prepare students for academic study in business law in the English language. We focus on the language skills a student of business law needs. The subject should enable students to understand the relationship between language and law and how they work together in professional settings.

### Prerequisites:

English Level B2

## Microeconomics Using Calculus

Lecture/Exercise	Economics	6 ECTS	Type of Examination: Exam	Ivo Bischoff
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Fri 08:00 – 12:00 h, weekly 13.11.20 – 26.02.21

### Content:

The course aims at deepening the skills in microeconomics and calculus.

The course works through a wide range of topics in microeconomics including public goods, game theory, contract theory, general equilibrium, taxation.

Participants are expected to participate actively in the class, do assignment and discuss their solutions in the exercise sessions.

The assignments and the slides for the course are provided via Moodle. The Moodle platform is also used to communicate all news concerning this course.

To receive 6 credits, you need to pass the final exam.

## Supply Management

Lecture  
/  
Seminar

Business  
Studies

6 ECTS

Type of  
Examination:  
Presentation  
and term  
paper

Erik Siems

Thu 08:00 – 12:00 h, weekly 05.11.20 – 25.02.21

### Content:

#### **Intended learning outcome**

In this course, we would like to provide knowledge on the following core fields in the context of current issues:

- Purchasing operations and Supply Chain Management
- Core Concepts
- Strategic Sourcing (Process)

#### **Intended expertise outcome**

- Definition and communication of strategic aims / objectives
- Analysis and elaboration of challenges in purchasing operations
- Development, consideration, and evaluation of appropriate alternatives

#### **Structure and methods of the course**

The core characteristic is a close interaction among students of different nationalities, e.g. represented by ERASMUS- and other international students. The lectures will be based on current research publication on purchasing and supply chain management. So, readings will be part of the course.

## Technology Management

Lecture	Business Studies	6 ECTS	Type of examination: Exam	Sabrina Schneider
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Wed 12:00 – 16:00 h, weekly 04.11.20 – 10.02.21

### Content:

"You do not have to look far to find evidence that technology plays a growing role in our lives" (Colbert, Yee, & George, 2016, p. 731)

There is certainly a great deal of noise about digital technologies, their transformative, and their potentially disruptive impact on business and society. In this course, you will learn the basics of technology management - from early technology discovery to technology strategy, technology planning & development, technology assessment and technology exploitation to technology protection.

## The Economics of Charitable Giving

Lecture	Economics	3 ECTS	Type of examination: Exam	Carlo Gallier
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Thu, 10:00 – 12:00 h, weekly 05.11.20 – 18.02.21

### Content:

The market for charitable giving is expanding. Economists have devoted significant effort to understand what drives charitable giving, including the institutional drivers, the social drivers and internal motivations. Beside the individual view, economists provide knowledge on the charitable sector as a market where fundraisers compete with different campaigns for donors. In addition, the government is also part of the charitable giving market by tax subsidies and the decision which public goods are provided publicly or left for charitable actions. This course provides an introduction to the economics of charitable giving by analysing key questions in charitable giving using different approaches, both theoretically and empirically. In particular, the three main players – donors, charities, and the government – and their interaction are at the focus.

# Course descriptions

## at Master's Level

### Advanced Economics of the Environment

Lecture	Economics	6 ECTS	Type of examination: Presentation and Exam	Astrid Dannenberg
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Tue 14:00 – 18:00 h, weekly 03.11.20 – 09.02.21

#### Content:

- Analysis of the environmentally relevant economic actors
- Uncertainty as characteristic action for actors
- Innovations and Routines as environmentally relevant behavior
- Dynamic of exploration and substitution at depletable resources
- Economic competition and ecological usage
- social learning processes in economic-ecological systems

## Advanced Supply Chain Management

Lecture / Seminar	Business Studies	6 ECTS	Type of examination: Term Paper	Stefan Seuring- Stella
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Wed 08:00 – 12:00 h, weekly 11.11.20 – 24.02.21

### Content:

The seminar requires a profound understanding in Supply Chain Management, so it is required that you completed the master class in Supply Chain Management already.

The course covers the topics of supply chain management in base-of-the-pyramid markets, supply chain management of minerals, measuring performance in (sustainable) supply chains, and accounting and accountability in supply chains.



## Buildings for future?!

Seminar	Business Studies / Law	3 ECTS	Type of examination: Term paper and presentation	Leo Reutter George von Wangenheim
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Thu 10:00 – 12:00 h, weekly 05.11.20 – 11.02.21

### Content:

Each week we will look at the topic “decarbonizing residential heating” from a different perspective of economics and discuss the respective literature.

- Overview of potentials, costs, challenges regarding the decarbonization of residential heating.
- Overview of institutional barriers that hinder the decarbonization of residential heating.
- Overview of policies to overcome the barriers.
- Insight into research design and methodology of different economic subdisciplines.

## Business Model Innovation

Lecture	Business Studies	6 ECTS	Type of Examination: Exam	Sabrina Schneider
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Wed 16:00 – 18:00 h, weekly 04.11.20 – 10.02.21

### Content:

Learn more about the business model concept and its innovation opportunities. The interactive lecture will focus on the current state of scientific literature as well as how business practice deals with the topic. Among other aspects, we deal with sustainable or social business models, dealing with multiple business models in a company, strategic entrepreneurship, cognition and creativity, open business models or the business models of the sharing economy.

## Business Theory and Sustainability

Seminar

Business  
Studies

6 ECTS

Type of  
Examination:  
Exam

Stefan Gold

Tue 10:00 – 14:00 h, weekly 03.11.20 – 09.02.21

### Content:

This course explores the relevance of theory for business research, and in particular for sustainability management research. The students get to know selected theories from social sciences and other disciplines, and reflect on their use and usefulness for business research in general, and more specifically research on business sustainability and corporate social responsibility. Thereby, attention is also given to the pre-assumptions and limits of single theoretical lenses and the opportunities and pitfalls of merging theoretical perspectives for gaining powerful tailored instruments for answering specific research questions in the realm of sustainability management.

## Cases of Digital Transformation

Block seminar	Business Studies	6 ECTS	Type of Examination: Presentation and term paper	Andre Hanelt Marius Biedebach
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Fri, 14:00 – 20:00 h (06.11.20) +

03.-04.02.21, 10:00 – 18:00 h

### Content:

During the seminar, you will first of all gain a deeper insight into the specifics of the topic of digital transformation from a practical and theoretical point of view. Technological changes will be considered as well as changing customer requirements and corporate relationships. Against this background, relevant theoretical questions will be explained and methodical knowledge in the area of case study processing will be imparted. You will then work in groups to independently conduct case studies on digital transformation in a specific company context, collecting, analyzing and interpreting data (within-case analysis). In the block event, the results of the individual groups will be presented and their contents will be compared in detail (cross-case analysis) and related to relevant theoretical questions.

## Contemporary Issues in Behavioural Economics

Seminar	Economics	6 ECTS	Type of Examination: Presentation and term paper	Ivo Bischoff
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Tue 08:00 – 10:00 h, weekly 03.11.20 – 16.02.21

### Content:

The seminar "Contemporary Issues in Behavioural Economics" introduces students to the scientific literature in selected fields of Behavioural Economics. We will read some of the key contributions to these fields. These include experimental studies, theoretical contributions and empirical studies based. You are expected to work through these contributions (the main readings) and – whenever necessary – consult background literature.

The course will be reading-intensive! Written assignments are kept to a minimum to keep the workload manageable.

## Econometrics

Lecture

Economics

6 ECTS

Exam

Igor Asanov

Thu 14:00 – 18:00 h, weekly 05.11.20 – 25.02.21

### Content:

Econometrics helps to estimate the relationships between economic events. We will discuss which methods we can use to estimate these relationships and what are the underlying assumptions of these methods.

### Course Structure:

- 1) Review of Probability and Statistics
- 2) Review of Maximum likelihood and Method of Moments
- 3) Review of Linear Regression
- 4) Review of Models with Multiple Regressors
- 5) Bootstrap
- 6) Machine Learning
- 7) Bayesian methods

During the lectures you will learn:

- What are the key concepts in probability and statistics?
- Why and when to use maximum likelihood methods?
- What are the assumptions of the linear regression?
- How to provide hypothesis testing?
- When to use the non-linear regressions?
- What are the assumptions of multiple regressions model?
- How to provide joint-hypothesis testing?
- Why and when to use Bootstrapping?
- Why and when to use Machine Learning?
- Why and when to use Bayesian methods?

During the seminars you will learn:

- How to use statistical package R
- How to work with data sets
- How to provide a statistical analysis
- How to interpret and present your results

Prerequisites:

Probability Theory

Preferred previous courses: Statistics, Econometrics, Programming in R

## Economic and Monetary Union (EMU)

Seminar	Economics	6 ECTS	Type of Examination: Exam, Presentation and term paper	Philipp Kirchner Jan Hattenbach Jochen Michaelis
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Thu 08:00 – 12:00 h, weekly 05.11.20 – 11.02.21

### Content:

This class is supposed to deal with important features and configurations of Economic and Monetary Unions (EMU). Interested students will gain insight into the economic concepts laying at the heart of optimal currency areas, their costs and benefits, and the corresponding implications for monetary and fiscal policy. Besides the theoretical foundations, the course will look at the implications of BREXIT for the both the UK and the EU as well as the economic implications of migration.

### Course Structure:

The course will be divided into two parts - a lecture part and a seminar part. There will be a kickoff-meeting at (date to be announced), where all organizational issues are clarified. The lecture part starts at (date to be announced) and is held by Jan Hattenbach and Philipp Kirchner. This part ends with a midterm exam (date to be announced). The seminar part starts one week after the midterm exam. Each participant is required to give a presentation about a previously chosen topic. In addition, participants must write and hand in a supplementary seminar paper. At the kickoff-meeting we will describe each topic and inform about the allocation procedure.

### Course Requirements:

Graded: Presentation and seminar paper

- Ungraded but compulsory to pass to join the seminar: Midterm exam
- It is required to pass all parts of the course to earn a final grade
- Regular attendance is necessary. Active oral participation will be appreciated.

### Prerequisites:

Knowledge of VWL I + II + III (Micro-and Macroeconomics)



## Empirical methods to study environmental problems and policies in developing countries

Seminar	Business Studies	6 ECTS	Type of Examination: Exam	Sven Christens
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Thu 14:00 – 18:00 h, weekly 05.11.20 – 11.02.21

### Content:

This reading course focuses on environmental challenges and environmental policies in developing countries. We will focus on articles using empirical methods. The course covers topics like the role of economic growth on the environment, the effect of climate change on agricultural productivity, climate migration, the effectiveness of environmental policies in developing countries, and climate equity.

Participants will be asked to prepare one or two research articles each week. Most of these articles use empirical methods. Part of this course consists of teaching the methods used in these studies.

### Requirements:

Knowledge in statistical or econometrical methods at Bachelor level.

## Energy Economics

Lecture / Seminar	Economics	6 ECTS	Type of examination: Presentation and term paper	Heike Wetzel Victor von Loessl Jonas Bender
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Tue 10:00 – 14:00 h, weekly 03.11.20 – 09.02.21

### Content:

The course gives an overview on current challenges inside Energy Economics. It introduces into the field's basic concepts and theories and presents methods to analyse demand and supply markets of various energy carriers in the short- and long-run. The course aims to link theory to current developments and challenges of local and global energy policies, focussing among others on electricity markets, regulation and environmental theories. (Lecture-seminar combination)

### Prerequisites:

- Intermediate microeconomics
- Intermediate economic policy
- Basic econometrics

### Registration:

The maximum number of participants is 30. Binding registration by t.b.a. by email (heike.wetzel@uni-kassel.de) **and** via HIS-POS

First come first serve – once registered, a cancellation is not possible!

## Forecasting methods for Big Data in Health Analysis and Medicine

Seminar	Business Studies	6 ECTS	Type of Examination: Presentation, term paper and exam	Vahidin Jeleskovic
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Tue 16:00 – 20:00 h, weekly 03.11.20 – 16.02.21

### Content:

In this seminar, we put focus on the recent developments in forecasting methods regarding Big Data Analyses.

It has been shown that a better forecast can be achieved rather through the combination of different models than by the use of one individual model. Many theoretical and empirical studies have indeed demonstrated that certain application of different combinations, so-called “model-averaging”, of individual models can dominate individual forecasts in many different areas of economics and finance. In one such model-averaging, each individual forecasting model is represented in the final forecast combination with certain weight which has to be estimated. Consequently, numerous methods have been proposed for the estimation of optimal weights in model-averaging that can be constant or varying with time. Moreover, methods from machine learning will be considered as well.

Students have to choose a topic for the application of model-averaging for Big Data and, most at the end of the first part of the course present their research topic. In the first presentation, students need to explain which is the variable of interest as well as the methods for the optimal forecast combination for this variable. Moreover, it should be clearly presented and shown how this survey would be conducted and how to apply a certain software for these purposes. Last, students shell share their thoughts with others in a sense what may show concrete benefits for theoretical or empirical research to be expected from their empirical project. The end of the semester is then followed by the

second part of the course with the second presentation in which finale results and outlook will be presented. Until the end of the semester, the final seminar work should be finished and submitted.

## Foundations of Experimental Economics

Lecture

Economics

6 ECTS

Type of  
Examination:  
Exam

Björn Frank  
Christoph Bühren

Fri 10:00 – 14:00 h, weekly 06.11.20 – 12.02.21

### Content:

While in summer term we offer specialized experimental economics seminars, in winter term this course in lecture format is intended to prepare for the seminars; it is highly recommended for anyone interested in one of the (experimental economics) seminars. Students who have taken on part on a regular basis and passed the exam are given priority when seminar places are allocated.

Without having taken part on a regular basis, one can still take part in the exam, this would be sufficient for obtaining credits, but not for being given priority.

Students who have neither taken part in the course nor taken part in the exam can also apply for seminar places in summer term as far as they are available.

Topics in this course, which in this semester will be taught by Dr. Christoph Bühren, Prof. Björn Frank and Dr. Elina Khachatryan, will include: Game Theory for Experimental Economics; History of Experimental Economics, Dos and Don'ts and Tools of Experimental Economics, Software, Non-Lab-Experiments, Data Analysis, Mathematical Models of Economic Behavior, Global Problems and Experimental Economics and Paper Writing.

## Industrial Dynamics

Seminar

Economics

6 ECTS

Type of  
examination:  
Presentation  
and term  
paper

Guido Bünstorf

Mon 14:00 – 18:00 h, weekly 09.11.20 – 08.02.21

### Content:

In recent years, the development of markets and industries has attracted substantial scholarly attention. A rich theoretical and empirical literature on industrial dynamics has been developed to complement the game-theoretic approach to industrial organization. This literature, which is closely related to current work in entrepreneurship and strategic management, has yielded important new insights into the conditions and dynamics of entry, exit, market structure and innovation activities in competitive industries. It has also highlighted the relevance of firm heterogeneity for firm performance and regional agglomeration.

Some of the key issues and findings of the literature on industrial dynamics are summarized and illustrated in the recent book *Experimental Capitalism* (Klepper, 2016). This book will be the background reading of our course. We will also focus on the role of economic policy in shaping industrial dynamics, which is the subject of an ongoing scholarly debate.

This course has a seminar format. Based on students' independent reading and classroom presentations, we will discuss the key theoretical and empirical contributions to the literature on industry evolution. To be successful, this requires that all participants prepare the mandatory readings ahead of class. Participation in the classroom discussion will be part of the final grade.

Requirements (6 ECTS Credits): • Seminar paper (about 15 pages) plus oral presentation (about 15 minutes) • Completion of mandatory reading assignments before the respective seminar session • Attendance throughout the course and active participation in the seminar discussion

All individual requirements have to be fulfilled to pass the course.

## Introduction to applications in Python for economists

Lecture	Economics	6 ECTS	Type of examination: Exam	Minh Nhat Luong Björn Frank
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Fri 14:00 – 18:00 h, weekly 06.11.20 – 12.02.21

### Content:

Python is an incredibly popular language and has a large community. It has many uses from web developing to making video games, as well as scientific analysis such as machine learning. This course's goals are to (i) providing you basic programming skills using Python. This will then serve as the concrete foundation for further applications such as: (ii) Perform data analysis and data visualization using Python. (iii) create online experiments with Otree.

Prerequisite: This course is suitable for complete beginners without prior knowledge in programming. There is no requirement for mathematical skills, however, good basic calculus and algebra skills will surely help. Additionally, each student should bring their own laptop (preferably with Python already installed.) to every lecture.

### Part 1: Python basics --- 40% course length

This part will focus on basic knowledge of Python and programming in general. Including data types, lists, dictionaries, functions, if- while loops, and classes etc. These concepts are the same in almost any other programming languages.

### Part 2: Python applications

This part will focus on the applications of python on data analysis and visualization. We will take a look at some of the most widely use libraries in Python for this purpose such as matplotlib, NumPy, and Pygal.

This final part will provide you basic concepts of Django (a framework that helps you create interactive websites) in order to use

Otree effectively. Otree is an online open-source experimental tool that experimental economists could use to conduct in the lab, as well as online experiments. At the end of this course, you should be able to (at least) create some of the classic experimental games (public good games, dictator games, prisoner dilemma) and push them online.

This course is highly recommended for students interested in experimental economics and intended to take "Foundations of Experimental Economics", as well as the summer seminar in experimental economics "Quantitative Methods of Experimental Economics".



## Labor Economics

Lecture/ Seminar	Economics	6 ECTS	Type of examination: Presentation, Term paper	Holger Bonin
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Wed, 12:00 – 16:00 h, weekly, 04.11.20 – 24.02.21

### Content:

Understanding the role of labor market institutions is a difficult but key task. Good institutions can alleviate the adverse effects of the many imperfections that characterize labor markets. But, unfortunately, bad institutions can, and often do, make things worse. The course will examine a range of institutions that affect the behavior of workers and employers in imperfect labor markets, and thus touch upon a number of important issues in labor economics: minimum wages, employment protection legislation, unemployment benefits, active labor market policies, collective bargaining, early retirement programs, education and migration policies, payroll taxes, and employment-conditional incentives. In order to characterize the effects of these institutions, the course relies on simple yet state-of-the-art theory and reviews corresponding evidence.

While the course is self-contained, a good understanding of micro economics will be taken for granted. In the seminar part, the course will focus empirical studies. Therefore, a basic understanding of econometrics will be useful, although it is not a necessary condition for successful completion of the course.

The course consists of two elements: a sequence of lectures and a seminar which will take place close to the end of the winter term.

Each participant is required to give a seminar presentation and prepare an individual term paper of 12 pages in the maximum. In order to successfully pass the course, you will need to obtain a mark of 4.0 or better for the presentation and the term paper. The mark for the

presentation enters into the final grade with a weight of one third, that of the term paper with a weight of two thirds.

All information and material related to the course will be available via moodle. The moodle page of the course will be open from mid of October. You are asked to register as course participant on moodle. Any communication related to the course will take via moodle.

## Microeconometrics

Lecture/ Exercise	Methods	6 ECTS	Type of examination: Exam	Andreas Ziegler
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Lecture: Mon 14:00 - 18:00 h, weekly 02.11.20 – 08.02.21  
Tutorial: Mon 14:00 - 18:00 h, weekly 02.11.20 – 08.02.21

### Content:

This direction of econometrics examines cross-sectional micro data, i.e. data from persons, households, firms, but also from regions, countries, or even supermarket-scanner data. Empirical analyses with microdata and thus microeconometrics are often not based on quantitative continuous dependent variables with an unrestricted range, but on other types of dependent variables, i.e. qualitative (categorical) variables as well as quantitative variables which are not continuous or with a restricted range. This course provides an overview of the most important estimation methods and test procedures in selected microeconomic models. The focus will be on the practical application of the main concepts by analyzing real datasets using the statistical software Stata. Thus, the course consists of two parts, i.e. a lecture part and an integrated computer course.

### Prerequisites:

For this course we expect a good knowledge in common regression analysis, i.e. estimation methods and tests in linear regressions models.

## Organizational Resilience – How organizations master uncertainty and crises

Seminar	Business Studies	6 ECTS	Type of examination: presentation and term paper	Kijan Vakilzadeh
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Sat 10:00 – 12:00 h, 31.10.20 (once)  
Thu & Fri, 09:00 – 18:00 h, block course 18.02.21 and 19.02.21

### Content:

Why do some firms fail, while others grow in face of a crisis? This question can be analyzed through the lens of organizational resilience. The roots of resilience are in the clinical psychology, where scholars examined in how far individuals are able to cope with adversity during childhood. Recently the resilience concept has been adopted to the organizational context.

In this seminar we will focus on resilience in small and entrepreneurial firms. For instance, it can be asked in how far does the founder's resilience influence the organization's capability to cope with crises and adverse events? Does the process of resilience building differ between small/entrepreneurial firms compared to large corporations?

- Individual resilience and how organizations can benefit from it
- The resilient entrepreneur
- Organizational resilience – A construct with diverse understandings?
- The characteristics and indicators of resilient organizations
- Organizational resilience and high reliability organizations – different capabilities for different circumstances?
- How is organizational resilience related to adaptive capacity?
- Does resilience building in start-ups (alternative SMEs) differ from resilience building in large corporations?

## Research in Applied Psychology

Seminar

Economics

6 ECTS

Type of  
examination:  
t.b.a.

Marc-André Reinhard

Wed, 16:00 – 18:00 h, weekly 04.11.20 – 17.02.21

### Content:

In this seminar we will discuss recent research in applied psychology, especially in organizational psychology (personnel recruitment and selection). Moreover, students will have the chance to plan, conduct, analyze, and publish their own new research ideas.

## Risk Management

Lecture

Business  
Studies

6 ECTS

Type of  
examination:  
Exam

Boris Lehnert  
Christian Klein

Mon 10:00 – 14:00 h, weekly 02.11.20 – 08.02.21

### Content:

The purpose of this course is to acquaint the participants with different dimensions of risk. Moreover, participants will also learn how to assess and minimize the risk in financial institutions using the different tools and rules.

Following is the list of course contents:

- 1) Introduction of risk and risk management
- 2) Risk Management processes
- 3) Structure and classification of risks
- 4) Quantitative risk measurement
- 5) Risk Management and Hedging
- 6) Default risk

## Spatial Econometrics

Lecture/ Exercise	Economics	6 ECTS	Type of examination: Exam	Reinhold Kosfeld Andreas Gohs
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10:00 – 16:00 h, 01.10. – 02.10.20 (block)  
10:00-16:00 h, 05.10. – 07.10.20 (block) and  
10:00-16:00 h, 12.10. -16.10.20 (block)  
Mon 10:00 – 12:00 h, 02.11.20 (final meeting)

### Content:

- Connectivity in space
- Spatial autocorrelation
- Standard regression model
- Tests on spatial error dependence
- Spatial regression models
- Spatial heterogeneity

In the course exercises are conducted with the program R. Please bring your laptop with you!

### Prerequisites:

- Descriptive Statistics
- Probability Calculus and Inductive Statistics
- Regression analysis (based on knowledge of Statistics I or Basic Econometrics)

## Strategies and Practices in International Direct Marketing

Seminar	Business Studies	6 ECTS	Type of examination: Term paper, presentation, exam	Ralf Wagner Dominik Brockhaus
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Tue 08:00 – 12:00 h, weekly 03.11.20 – 09.02.21

### Content:

Introduction. Formalities, Assignment "Promotion Campaign", Case "Nike" & definitions.

International Framing. Trade blocks, key figures, entropy for assessing the degree of internationalization, contemporary marketing practices (CMP project).

Globalization and Emotions. Case study "Happy Birthday Globalization", convergence theory of Levitt, international experience curve, emotions in international marketing & assessment of emotions by means of picture scales → if possible I will start the discussion of cultural references in this block already (including the case of analysing Mercedes promotion ads with an eye tracker: Caucasians versus Asians)

International marketing processes. International communication, standardisation of prices & communication including the cases of the promotion campaign for the EMBS; country of origin effect

Targeting of and relating to foreign customers. Market segmentation, market entry modi, strategic alliances and their stability conditions (external based of Coase theorem, "market for lemons" and transaction costs, internal structured by means of the repeated prisoners dilemma), marketing at the base of the pyramid & subsistence market places.



## Stress at Work

Seminar

Economics

6 ECTS

Type of  
examination:  
Exam

Kathrin Reinke  
Sandra Ohly

10:00 – 18:00 h, 22.01. – 24.01.21 (block) + Sat Sun

### Content:

- Stressors & Stress Reactions
- Stress Theories
- Coping Strategies & Resources
- Stress Management Interventions & Corporate Health Management
- Recovery & Recovery Training
- Positive Psychology
- New Challenges for Stress Management in Today's Working World

## Supply Chain Management

Lecture  
/  
Seminar

Business  
Studies

6 ECTS

Type of  
Examination:  
t.b.a.

Stefan Seuring-Stella

Mon 08:00 – 12:00 h, weekly 09.11.20 – 26.02.21

### Content:

The unit consists of lectures covering the following topics:

- Introduction to terminology
- Supply chain and operations strategy
- Theoretical foundations of supply chain management
- Supply chain processes
- Supplier selection and evaluation
- Logistics and distribution management
- Supply chain performance and management control
- Supply chain risk management
- Sustainable supply chain management

Thereby, the lectures extend knowledge on purchasing, operations and logistics management.

The lectures will be based on current research publication on supply chain management. So readings will be assigned each week.

As a further mode of student involvement, each student will have to present at least one paper summary in class.

## Urban Economics

Seminar	Economics	6 ECTS	Type of examination: t.b.a.	Guido Bünstorf
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Tue 08:00-12:00 h, weekly 10.11.20 – 09.02.21  
Mon 10:00 – 12:00 h, 03.11.20 (Kick-off)

### Content:

Urban economics uses concepts and tools from economics to study the structure and evolution of cities. Around the world, economic activity is concentrated in cities, and urbanization is a pervasive feature of economic development. In this seminar, we will discuss selected theories and empirical findings from urban economics. Topics include the distribution of city sizes, models of urban structure and housing markets, location choices of households and firms, findings on city growth, resilience and decline, as well as the links between urbanization, innovation and economic development.

The course has seminar format, which requires active participation of all enrolled students. In addition to a presentation on one of the seminar topics, participants are expected to contribute to the classroom discussion throughout the course. There will be required readings for some of the sessions, and participation in the discussion will be graded.

At this time, it is expected that the course will be taught online. However, this may change during the teaching term.

*First session on November 03, 2020; tentative subsequent schedule: Dec 01, Dec 15, Jan 12, Jan 26, Feb 09, Feb 16.*

*We will start online via Zoom; a Moodle course with more information will be available in time.*

