

Learning Agreements & FEP

Exchange and Double Degree students

Verfasser*in: Pia Becker

Datum: 18/6/2021

Learning Agreements

1 & 2 Semester Exchange



- Please see: [Course Catalogue for Exchange Students](#)
- If you stay during **winter semester only**: You can choose any course from our Course Catalogue which we offer during winter semester (Fundamental and Elective courses)
- If you stay **1 year**: You can choose any course from our Course Catalogue which we offer during winter and summer semester (Fundamental and Elective courses)
- ECTS-Credits in accordance with your home institution
-> usually 30 ECTS-Credits each semester
- Specifications within Electives catalogue: We recommend choosing entire “Specialisation Areas” (10 ECTS; e.g. Marketing Management Decisions)
!For some “Specialisation Areas” it is **mandatory** to do them as a **package/bundle** (marked yellow)!



Learning Agreements

1 & 2 Semester Exchange – Electives Winter Semester

Term	Code No.	Electives within Specialisation Area*	Contact Hours	ECTS
WT		Accounting		
	921111	Bilanzierung II	3	5
	921112	International Accounting (IFRS)	3	5
WT		International and European Law		
	921121	International Law	3	5
	921122	European Law	3	5
WT		Finance		
	921131	Corporate Finance	3	5
	921132	Investment Management	3	5
WT		Marketing Management Decisions		
	921141	Global Marketing Management	3	5
	921142	Marketing Research for Management Decisions	3	5
WT		Supply Chain Management		
	921151	Global Sourcing / International Procurement	3	5
	921152	Global Integrated Logistics	3	5
WT		Competitive Analysis		
	921161	Industry Analysis and Business Analytics	3	5
	921162	Company Analysis and Business Analytics	3	5
WT		Value Based Management & Controlling		
	921171	Value Based Management	3	5
	921172	International Group Controlling	3	5
WT		Business Growth Strategy		
	921181	Internationalization Strategies	3	5
	921182	Innovation Strategies	3	5

Learning Agreements

1 & 2 Semester Exchange – Electives Summer Semester



Term	Code No.	Electives within Specialisation Area*	Contact Hours	ECTS
ST		Sustainability		
	921311	Sustainability Economics	3	5
	921312	Sustainability Management Applications	3	5
ST		Human Resource Management		
	921321	HRM - Core Concepts, Methods & Tools	3	5
	921322	Strategic International Labour Law	3	5
ST		Managing Risk		
	921331	Quantitative Methods in Financial Risk Management	3	5
	921332	Risk Management	3	5
ST		Organization		
	921341	Shaping Organizational Design	3	5
	921342	Project Management	3	5
ST		Marketing and Sales in B2B Markets		
	921351	Principles of Marketing and Sales in B2B Markets	3	5
	921352	Marketing and Sales Management Project	3	5
ST		Digital Business & Innovation		
	921361	Digital Business	3	5
	921362	Digital Innovation	3	5
ST		International Economics		
	921371	International Trade	3	5
	921372	International Money	3	5
ST		Entrepreneurial Management and Ecosystems		
	921381	Entrepreneurial Management and Business Game	3	5
	921382	Entrepreneurial Ecosystems and Business Game	3	5



Learning Agreements

Double Degree

- Please see: [Course Catalogue Double Degree students](#)
- You need to do **specific Fundamental courses** stated in our Study Plan
- You need to choose **2 Specialisation Areas for the winter semester** and **1 Specialisation Area for the summer semester**
- E.g. “Specialisation Area” **Finance** consists of Electives:
 - > Corporate Finance
 - > Investment Management

Learning Agreements

Double Degree – Study Plan

Code Number	Name of the Module	Contact hours	ECTS	WT		ST		WT	
				5		6		7	
				Contact hours	ECTS	Contact hours	ECTS	Contact hours	ECTS
	30 ECTS from the Electives within a specialisation area	18	30	12	20	6	10	Internship	
	German communication skills	7	9						
92251	German communication skills I			4	5				
92252	German communication skills II					3	4		
92261/2	Deutschlandstudien für Sprachbeginner	4	5	2	2,5	2	2,5		
	Intercultural Management	4	5						
92161	Intercultural Management					2	2,5		
921621	Intercultural Relations / Negotiations (Option 1: English)								
921622	Compétence Interculturelle (Option 2: French)					2	2,5		
921623	Competencia intercultural (Option 3: Spanish)								
92171	Corporate Responsibility	3	5			3	5		
92221	Managing Cross Border Projects	4	6			4	6		
		40	60	18	27,5	22	32,5		30

Example LA – Double Degree

Before the mobility

**Table A
Before the
mobility**

Study Programme at the Receiving Institution

Planned period of the mobility: from 01.09.2021 to 30.06.2022

Component ^{vi} code (if any)	Component title at the Receiving Institution (as indicated in the course catalogue ^{vii})	Semester	Number of ECTS credits (or equivalent) ^{viii} to be awarded by the Receiving Institution upon successful completion
92251/2	German communication skills I & II	Winter- und Sommersemester	9,00
92261	Deutschlandstudien für Sprachbeginner	Winter- und Sommersemester	5,00
92161	Intercultural Management	Sommersemester	2,50
921621	Intercultural Relations / Negotiations (Option 1 English)	Sommersemester	2,50
92171	Corporate Responsibility	Sommersemester	5,00
92221	Managing Cross Border Projects	Sommersemester	6,00
921151/2	SCM	Wintersemester	10,00
921381/2	Entrepreneurial Management and Ecosystems	Sommersemester	10,00
921181/2	Business Growth Strategy	Wintersemester	10,00
			Total: 60,00

Web link to the course catalogue at the Receiving Institution describing the learning outcomes:

Please state the
correct semester

1 Specialisation
Area summer
semester

2 Specialisation
Areas winter
semester

Faculty Exchange Point (FEP)



- The Faculty Exchange Point (FEP) is run by International Business students (Lea, Lara, Victor and Melanie) wanting to help you to make the most of your stay in Dortmund.
- They facilitate your arrival and stay in Dortmund, help to organize your enrolment, provide information on lectures, procedures and regulations (e.g. course and exam registration), etc.
- Approx. 2 month before your arrival, they'll send a Welcome-Mail with important information! Read it carefully!
- E-Mail: fep.business-studies@fh-dortmund.de

Study Course Management

(B.A. International Business/International Business Management)

we
focus
on
students



Pia Becker

- Assists in: questions regarding the program, signing of Learning Agreements, course registration
- Office hours: Mon. & Fri. 12:30 pm – 2:00 pm
- E-Mail: pia.becker@fh-dortmund.de

www.fh-dortmund.de



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