

These degree programme and examination regulations have been worded carefully to be up to date; however, errors cannot be completely excluded. The official text available at the Examinations Office is the version that is legally binding.

Note: For students who started their studies before the latest amendment came into effect: please also note the previous amendments with their transitory provisions.

**Degree programme and examination regulations
for the Master's degree International Business Studies
at the Faculty of Business, Economics, and Law
of the University of Erlangen-Nürnberg**

- FPOIBS -

Dated 24 July 2009

amended by statutes of
23 February 2010
08 March 2011
05 August 2011
01 August 2012

Based on Section 13 (1)(2), Section 43 (5)(2), Section 61 (2)(1) of the Bavarian Higher Education Act (Bayerisches Hochschulgesetz, BayHSchG), the University of Erlangen-Nürnberg enacts the following examination regulations:

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Section 1 Scope

The degree programme regulations for the research-oriented consecutive Master's degree programme 'International Business Studies' with the degree 'Master of Science' complement the general examination regulations for the Master's degree programmes at the Faculty of Business, Economics, and Law of Friedrich-Alexander-Universität Erlangen-Nürnberg (FAU) — MPOWIWI

Section 2 Qualification for a Master's degree, certificates and admission requirements

(1) Subject-specific degrees within the meaning of Section 26 (1)(1) MPOWIWI are Bachelor's degrees in economic or sociological degree programmes in particular.

(2) The following documents within the meaning of Appendix No. 2.3.3 MPOWIWI must be submitted:

1. Proof of English-language proficiency at the level TOEFL iBT 100+ (approximately Level C1 CEF) or equivalent proof;
2. Proof of vocational training, professional experience, placements and stays abroad if applicable;
3. Proof of German-language proficiency if applicable;

4. Proof of proficiency in other languages if applicable;

(3) In the first stage of the qualification assessment process, the documents to be submitted according to Appendix No. 2.3 MPOWIWI and Paragraph 2 are assessed according to the following criteria with the maximum number of available points given in parentheses according to Section 5.1 MPOWIWI:

1. Quality of the previous degree or previous achievements as well as the diploma qualifying the candidate for university admission (maximum of 60 points)
2. Skills relevant to the pursued degree in Economics and Statistics, breadth of international experience, quality of language skills (maximum 30 points)
3. Other qualifications such as professional experience pertinent to the degree, especially placements, vocational training (maximum of 10 points)

(4) ¹In the second stage of the qualification assessment process, applicants with a score of 50–69 points must write an essay on a certain topic related to a question from the field of International Business Studies within a defined period (deadline), as set forth in the Appendix No. 5.2.1 MPOWIWI. ²Based on a critical assessment of this essay by at least two members of the Admissions Commission, the applicant's qualification for a Master's degree programme in International Business Studies is evaluated. ³The essay shall be written in English, cover two pages and be completed within one week. The essay shall be submitted electronically to the Admissions Commission. ⁴The assessment extends to the essay based on the qualification criteria listed in Paragraph 3 (2). ⁵Each of the members awards a maximum of 20 points for the result of the qualification assessment process. ⁶The final point score of the qualification assessment process is the arithmetic average of the individual ratings according to Sentence 3, with positions after the decimal point resulting from the calculation being rounded up.

Section 3 Scope and structure of the Master's degree programme, examinations

(1) ¹The Core Courses include in-depth study of the fundamentals of International Business Studies from the following seven compulsory areas; students must choose a total of 60 ECTS points from these modules.

1. Environment of International Business
2. Foundations of International Management
3. International Strategic Management
4. International Functional Management
5. International Information Management
6. Soft Skills
7. International Finance and Corporate Governance.

²For the Elective Courses, students must choose one of the following Area Studies modules to a total of 30 ECTS points.

1. English-Speaking Countries
2. Romance Countries
3. Asia
4. Europe

³The final Master's thesis for International Business Studies comprises both Master thesis examination achievements (30 ECTS points) and the International Business Studies Master's seminar. ⁴Nature and scope of the examinations are governed by Sections 10 and 16–18 MPOWIWI.

(2) These courses/lectures are usually held in English.

Section 4 Legal validity, transitory provisions

¹These degree programme regulations come into effect on the day after their publication.

²They shall apply to all students who enter the International Business Studies degree programme in the winter semester 2009/2010 or later.

Enclosure: Degree programme structure

Master's degree in International Business Studies					
		1	2	3	4
	ECTS	ECTS	ECTS	ECTS	ECTS
Core Courses (Kernbereich) (60 out of 70 ECTS)	60	20	20	20	
Module area: Environment of International Business	10				
Issues in International Political Economy	5				
International and European Trade Law	5				
Module area: Foundations of International Management	10				
Foundations of International Management I	5				
Foundations of International Management II	5				
Module area: International Strategic Management	10				
Business Strategy—Concepts and Cases	5				
Advanced Methods of Management Research IV	5				
Module area: International Functional Management	10				
International Marketing	5				
Global Operations Strategy	5				
Module area: International Information Management	10				
E-Business Projects and Innovation	5				
E-Business Strategy and Networking	5				
Module area: Soft Skills	10				
Managing Intercultural Relations	5				
Advanced Intercultural Communication and Negotiation Skills	5				
Module area: International Finance and Corporate Governance	10				
International Finance	5				
International Corporate Governance	5				
Elective Courses (Wahlbereich)					
Module area: Area Studies (1 Area out of 4) *	30	10	10	10	
Module area: English-Speaking Countries (English)**	30				
Area specific language courses – English Speaking Countries*	10				
Advanced Industrial Countries and Emerging Market Economies	5				
The Domestic Basis of the Globalization Process	5				
Issues in International Trade	5				
Issues in Area Studies	5				
Writing in English: How to write advanced scholarly papers and theses in English for non-English speakers	5				
Free specialisation module (Area Studies English Speaking Countries)***	5				
Courses exchange semester (Area Studies: English Speaking Countries)****	5				
Module area: Romance Countries (Spanish, French)**	30				
Area specific language courses – Romance Countries*	10				
Economía, sociedad y política en el mundo iberoamericano	5				
Economie, société et politique en France	5				
Romance Countries I	5				
Romance Countries II	5				
Romance Countries III	5				
Romance Countries IV	5				
Free specialisation module (Area Studies: Romance Countries)***	5				
Courses exchange semester (Area Studies: Romance Countries)****	5				
Module area: Asia (English)**	30				
Area specific language courses – Asia*	10				
Perspectives on Management in Asia	5				
Research Projects in International Management I	5				
Research Projects in International Management II	5				
Free specialisation module (Area Studies: Asia)***	5				
Courses exchange semester (Area Studies: Asia)****	5				
Module area: Europe (German)**	30				
Area specific language courses - Europe*	10				
Die europäische Integration nach dem Zweiten Weltkrieg	5				
Europäische Mediensysteme und Öffentlichkeit I	5				
Europäische Mediensysteme und Öffentlichkeit II	5				
Europäisches Verfassungsrecht	5				
Europäisches Wirtschaftsrecht	5				
Internationalisation of Medium-Sized Enterprises I	5				
Internationalisierung mittelständischer Unternehmen II	5				
Free specialisation module (Area Studies: Europe)***	5				
Courses exchange semester (Area Studies: Europe)****	5				
Master's thesis	30				30
Master's thesis	30				
Seminar	0				
	SWS (semester hours per week)				
	ECTS	120	30	30	30

*) Admission requirements: Language proficiency in the respective language of the chosen area according to the European Framework of Reference. Language courses worth 10 ECTS points in the language(s) of the chosen area are compulsory (proficiency levels: English: at least C1; Japanese/Chinese: A1; all other languages: at least B2). The 10 ECTS credits may be split among a maximum of two different languages of the area (5 ECTS credits each).

**) Choice of modules worth 30 ECTS credits, 10 of which must be achieved in language courses.

***) Further modules from the School of Business and Economics and other faculties or schools that are related to the content of the module area and are worth a maximum of 20 ECTS credits may be chosen after consultation with the degree programme coordinator.

****) Further courses/lectures at universities abroad that are related to the content of the module area and are worth a maximum of 30 ECTS credits (10 of which must be achieved in language courses) may be chosen after consultation with the degree programme coordinator (Learning Agreement).