Study Course Regulation
for the International Business Master’s Degree
at University of Applied Sciences Landshut
of 25. Nov. 2019

On the basis of art. 13 para. 1 clause 2, art. 43 para. 5, art. 58 para. 1 clause 1, art. 61 para. 2 clause 1, para. 8 clause 2 and art. 66 para. 1 clause 3 of the Bavarian Higher Education Act (BayHSchG) of 23 May 2006 (GVBl p. 245, BayRS 2210-1-1-K), last amended by art. 4 of the Act of 10 July 2018 (GVBl S.533), Landshut University of Applied Sciences adopts the following rules:

§ 1 Purpose of the Study and Examination Regulations
§ 2 Study objective
§ 3 Admission requirements
§ 4 Course structure, standard study period
§ 5 Modularisation
§ 6 Course and Examination Schedule with Module Handbook
§ 7 Course Advisor
§ 8 Examination Board
§ 9 Assessment of examinations and calculation of the overall examination result
§ 10 Thesis
§ 11 Certificate and academic degree
§ 12 Entry into force, transitional provisions
§ 1
Purpose of the Study and Examination Regulations
The purpose of these study and examination regulations is to complete and supplement the Framework Examination Regulations for Universities of Applied Sciences in Bavaria (Rahmenprüfungsordnung für die Fachhochschulen in Bayern, RaPO) of 17 October 2001 (GVBl p. 686) and the General Examination Regulations of Landshut University of Applied Sciences (Allgemeine Prüfungsordnung der Hochschule für angewandte Wissenschaften Landshut, APO) of 20 June 2017 as amended.

§ 2
Study objective
(1) ¹The objective of the International Business Master's Degree is to expand on the knowledge acquired in a first business degree using an interdisciplinary approach. ²The course should enable the students to take on commercial and project management positions at middle and senior management level in international companies in Germany and abroad. ³The students should also acquire the knowledge and skills to study successfully for a PhD, whatever the admission requirements.

(2) ¹The comprehensive and balanced teaching of the advanced subject matter will allow students to understand issues and problems, to expand on these independently and find a purposeful solution. ²The generalistic course provides entrepreneurial knowledge and skills which will allow students to take on management positions in international companies in a globalised environment. ³Students will also acquire project management skills, methodological skills and the ability to apply sophisticated scientific business methods.

(3) Upon successful completion of the course, students will be able to
- critically present scientific findings,
- think and act in a responsible and interdisciplinary manner,
- develop entrepreneurial skills,
- identify global trends and assess their relevance for companies,
- develop and implement corporate strategies for international markets,
- recognise the international economic influences on companies and use these for the benefit of the companies,
- accept global responsibility and act in a sustainable manner,
- present and assess intercultural aspects in the international business environment,
- analyse complex issues, interpret results, find solutions, evaluate concepts and compare these.
§ 3

Admission requirements

(1) ¹The admission requirements for the course are a business degree from a German university with
as a rule 210 ECTS points and the overall grade of “Good” or better or a comparable qualification
from Germany or abroad. ²The grades of foreign degrees will be converted based on the modified
Bavarian formula. ³This is dealt with in more detail by the rules for admission, matriculation, renewal
of matriculation, suspension and expulsion at Landshut University of Applied Sciences of 19 July
2016 as amended.

(2) ¹Graduates of a degree which is not a pure business degree but is business-related can be admitted
by applying to the Examination Board. ²The admission requirements are the successful completion
of business modules worth at least 45 ECTS points.

(3) ¹If the applicant can provide proof of a completed university business degree for which less than
210 ECTS points (but at least 180 ECTS points) are awarded, the requirement for admission will
include, in addition to the first degree, proof of relevant professional experience with a business
background with a minimum of altogether 900 hours, which is equivalent to the requirements for
the practical semester in the Business Administration Bachelor’s Degree at Landshut University of
Applied Sciences. ²Proof will be provided by presentation of a qualified reference before admission
to the course. ³The Examination Board will decide whether the admission requirements have been
met.

(4) ¹In addition, applicants for the course have to provide proof that they possess English language
skills equivalent to C1 of the Common European Framework of Reference for Languages
established by the Council of Europe, or alternatively at least

- an IELTS score of 6.5,
- a TOEFL score of 90 (with not lower than 20 in each category) or
- a TOEIC score of 465 for listening comprehension and 430 for reading.

²The Examination Board will decide on the equivalence and grading of a qualification and the
recognition of the required language level in accordance with the statutory requirements.

(5) ¹Upon application to the Examination Board, students still studying for a first degree can be
admitted provisionally before they meet the admission requirements of para. 1 if they

- have passed all of the modules in their first degree and are just waiting for their dissertation to
  be graded.
- the average grade for the modules completed is “Good” or better.

²They will be finally admitted when they have provided proof that they meet the admission
requirements, at the latest by the start of the lecture period of the semester in which the degree
commences.

(6) ¹All applicants who have not obtained their qualification from a German-speaking educational
institution have to provide proof that they possess adequate German-language skills. ²Proof will be
provided by the presentation of a certificate or a comparable confirmation which shows the
language level A2 (or higher) of the Common European Framework of Reference for Languages
established by the Council of Europe. The Examination Board will decide on the equivalence and grading of a qualification or the language level in accordance with the statutory requirements. The proof has to be provided by the end of the second semester; if the proof is not provided by this deadline, the matriculation will be terminated at the end of the second semester.

(7) The master's degree course may be cancelled if there is an insufficient number of participants.

§ 4
Course structure, standard study period

(1) The course is offered as a full-time degree with a standard study period of three semesters. For the course to be successfully completed, a total of 90 ECTS points needs to have been awarded, i.e. credit points awarded based on the European Credit Transfer and Accumulation System (ECTS points). As a rule, the course commences in a summer semester.

(2) The first semester is to be completed at Landshut University of Applied Sciences. It is recommended that the second semester is completed at a university abroad, but it can also be studied alternatively at Landshut University of Applied Sciences. The third semester can be completed at either Landshut University of Applied Sciences or abroad. Admission to the course at the foreign university will be based on the foreign university's regulations.

(3) The competences to be acquired at the university or abroad are to be approved in advance by the Examination Board in the Learning Agreement.

(4) The student will have to write a Master's thesis as part of the course and attend a Master's colloquium. This is dealt with in more detail in § 10.

§ 5
Modularisation

(1) The course has a modular structure. A module is a combination of self-contained course units which cover a topic over a period of time and for which ECTS points are awarded. A module can consist of sub-modules.

(2) All modules are either mandatory, mandatory electives or elective modules:
   1. Mandatory modules are the modules of a course which all students have to study.
   2. Mandatory elective modules are modules which are offered alternatively, either individually or in groups. Every student has to choose from them in accordance with these Study and Examination Regulations. The modules chosen will be treated as mandatory modules.
   3. Elective modules are modules which are not required in order to achieve the study objective. They can be chosen by students from the entire range of courses offered by the university, are not essential for the degree and do not count towards the final grade.

(3) The mandatory and mandatory elective modules, their semester periods per week and ECTS points, the nature of the courses, the examinations, the admission requirements for the examinations and the course assessments are laid down in the Appendix to these Study and Examination Regulations. Further mandatory elective modules in addition to those listed in the Appendix can be offered. This is dealt with in more detail in the Course and Examination Schedule with Module Handbook.
§ 6

Course and Examination Schedule with Module Handbook

(1) ¹The Faculty of Business Administration produces a Course and Examination Schedule with Module Handbook which details the courses on offer and provides students with information. It explains in detail all that needs to be known about the mandatory and mandatory elective modules as well as the course programme, insofar as this has not already been covered conclusively by these Study and Examination Regulations. ²The Course and Examination Schedule with Module Handbook is not part of these Study and Examination Regulations. ³It is passed by the faculty council of the Faculty of Business Administration and published within the university. ⁴Changes have to be made known at the latest by the start of the lecture period of the semester in which they first apply.

(2) The Course and Examination Schedule with Module Handbook should contain in particular rules and information about:

1. the breakdown of the semester periods per week, of the ECTS points per module/sub-module and semester and of the module coordinators;
2. the catalogue of subject-related mandatory modules, subject-related mandatory elective modules with their semester periods per week and the ECTS points to be earned;
3. the course content and qualification objectives of the modules/sub-modules;
4. the usability of the modules/sub-modules in conjunction with other modules/sub-modules of the course or in other courses;
5. the nature of the course, the forms of teaching and learning in the individual modules/sub-modules, unless this has been covered conclusively in the Appendix;
6. the language of instruction and examination, if this is not German or has not been finalised in the Appendix;
7. more details about the requirements for the modules/sub-modules and the requirements for the awarding of ECTS points (in particular type, scope and length of examination, insofar as this has not been covered conclusively in the Appendix) and the weighting of the modules/sub-modules in the final grades of the modules and overall examination result;
8. the frequency with which modules/sub-modules are offered;
9. the amount of work involved in and time taken to complete the modules/sub-modules;

(3) ¹It is not guaranteed that all of the optional mandatory modules and elective modules offered will actually take place. ²Likewise, the courses offered may be cancelled if there is an insufficient number of participants. ³Participation is also not guaranteed if the maximum number of participants for a course is exceeded; if necessary participation will be decided by a draw. ⁴Finally, there is no guarantee that the times of the elective modules do not overlap.
§ 7
Course Advisor

1. The Course Advisor is appointed by the faculty council. 2. The primary task is to provide students with support and information concerning all matters relating to the planning of the course and organisation of studies. 3. The academic advisory service should be used by students in particular at the start of the course, if they fail examinations, are planning a semester abroad or change their degree programme.

§ 8
Examination Board

(1) 1. An Examination Board will be formed with a chairman and two further members, who will be appointed by the faculty council of the Faculty of Business Administration. 2. The Examination Board may be responsible for other courses of the faculty.

(2) Upon request, the Examination Board will decide on the recognition of credits.

§ 9
Assessment of examinations and calculation of the overall examination result

(1) 1. An examination can be a written examination (lasting between 60 and 90 minutes), an oral examination (lasting between 15 and 60 minutes), an electronic examination (lasting between 60 and 120 minutes), a course assessment which does not count towards the final grade or a course assessment which does count towards the final grade.

(2) 1. Course assessments may be written assessments (tests), oral assessments (e.g. colloquia, interviews, presentations, demonstration lessons), practical assessments (e.g. conducting of experiments), research papers, business games, case studies and project work, or a combination of these. 2. Mandatory modules are dealt with in more detail in the Appendix to the Study and Examination Regulations. 3. If the type of assessment for a module or sub-module is not clearly stated in the Appendix to the Study and Examination Regulations, this is to be specified by the faculty council in the Course and Examination Schedule. 4. The examination is to be taken in the language in which the module is offered.

(3) 1. For the assessment of examinations upon which final grades are based, the grades 1.0; 1.3; 1.7; 2.0; 2.3; 2.7; 3.0; 3.3; 3.7; 4.0; and 5.0 are to be used. 2. If several examinations are to be combined to produce a final grade, the grade will be the arithmetic mean of the weighted grades rounded to one decimal place in accordance with the Appendix to the Study and Examination Regulations.

(4) Examinations which do not count towards the final grade are marked as Pass (mit Erfolg) or Fail (ohne Erfolg).

(5) The overall examination result will be the weighted arithmetic mean of the examinations which count towards the final grade rounded to one decimal place in accordance with the Appendix to the Study and Examination Regulations.

(6) Based on the overall examination result, an overall grade will be awarded in accordance with the provisions of the Framework Examination Regulations (Rahmenprüfungsordnung).
§ 10
Thesis

(1) ¹With the thesis, the students should demonstrate their ability within a defined period of time, using the knowledge acquired in the course, to work independently applying scientific principles on problems in their subject area with a focus on international business and develop practice-oriented solution strategies. ²The thesis is to be written in English.

(2) ¹The topic of the thesis can be assigned in the 2nd semester of the course, provided the student has earned at least 30 ECTS points. ²The thesis has to be submitted no later than six months after assignment of the topic. ³The deadlines can be extended by a reasonable period of time on a case-by-case basis upon request to the Examination Board, if they cannot be met for reasons for which the students are not responsible.

(3) ¹The Master's colloquium will be heard by the first examiner and a further full-time professor or a research assistant of the Faculty of Business Administration. ²In a lecture and following discussion, the student should be able to expand on interdisciplinary and problem-related issues independently and on a scientific basis and present these within the overall field of international business.

§ 11
Certificate and academic degree

(1) ¹A certificate will be issued when the Master's examination has been passed. ²This will show the ratings and final grades for all modules which count towards the degree. ³As an addendum to the certificate, a Diploma Supplement will be issued in English which will provide an explanation of the studies completed.

(2) ¹After successfully completing the Master's examination, the academic degree of

“Master of Arts”, short form: “M.A.”

will be awarded. ²A certificate will be issued confirming the award of the academic degree.

§ 12
Entry into force, transitional provisions

(1) These rules enter into force on dd mm 2019.

(2) They apply to students who commence their studies in the summer semester of 2020 or later.
Appendix:

1. First theoretical semester (at Landshut University of Applied Sciences)

<table>
<thead>
<tr>
<th>Modul</th>
<th>Module name</th>
<th>Typ of module</th>
<th>Type of instruction</th>
<th>SWS</th>
<th>ECTS</th>
<th>Examination</th>
<th>Language of instruction and examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>IM 100</td>
<td>International Business Environment and Strategy</td>
<td>PFM</td>
<td>SU</td>
<td>4</td>
<td>5</td>
<td>ELN [Prä 15-30min (20%) + StA 10-20 pages (80%)]</td>
<td>English</td>
</tr>
<tr>
<td>IM 110</td>
<td>Business Ethics &amp; CSR in Digital Business</td>
<td>PFM</td>
<td>SU</td>
<td>4</td>
<td>5</td>
<td>ELN [Prä 15-30min (20%) + StA 10-20 pages (80%)]</td>
<td>English</td>
</tr>
<tr>
<td>IM 120</td>
<td>Global Operations Management</td>
<td>PFM</td>
<td>SU</td>
<td>4</td>
<td>5</td>
<td>ELN [StA 10-20 pages (50%) + business game (50%)]</td>
<td>English</td>
</tr>
<tr>
<td>IM 130</td>
<td>International Accounting and Management Control</td>
<td>PFM</td>
<td>SU</td>
<td>4</td>
<td>5</td>
<td>schrP</td>
<td>90 minutes English</td>
</tr>
<tr>
<td>IM 140</td>
<td>International Financial Management</td>
<td>PFM</td>
<td>SU</td>
<td>4</td>
<td>5</td>
<td>schrP</td>
<td>90 minutes English</td>
</tr>
<tr>
<td>IM 150</td>
<td>Agile and Hybrid Project Management in International Environment</td>
<td>PFM</td>
<td>SU</td>
<td>4</td>
<td>5</td>
<td>schrP</td>
<td>90 minutes English</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>24</td>
<td>30</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1At least one module has to be chosen from each section.


Specific Subject Competence includes: Financial Management, Controlling, Supply Chain
Management, Purchasing, Logistic, Sales, Marketing, HR Management

**Interdisciplinary and Social Competence includes:** Digitalization, IT-Management, Economics, Entrepreneurship, Strategic Management, Innovation Management, Foreign Language (excluding German), Leadership, Business Research Methods, Ethic, Sustainability, Intercultural Management

3. Third semester (at Landshut University of Applied Sciences and/or abroad)

<table>
<thead>
<tr>
<th>Modul</th>
<th>Module name</th>
<th>Type of module</th>
<th>Type of instruction</th>
<th>SWS</th>
<th>ECTS</th>
<th>Examination</th>
<th>Language of instruction and examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>IM 301</td>
<td>Business Research Methods</td>
<td>PFM</td>
<td>S</td>
<td>2</td>
<td>2</td>
<td>LN (Prä approx. 15 min + StA 3-5 pages)</td>
<td>English</td>
</tr>
<tr>
<td>IM 302</td>
<td>Postgraduate Major Project / Master's Thesis</td>
<td>PFM</td>
<td></td>
<td></td>
<td>24</td>
<td></td>
<td>English</td>
</tr>
<tr>
<td>IM 303</td>
<td>Thesis Colloquium</td>
<td>PFM</td>
<td>Kol</td>
<td>2</td>
<td>4</td>
<td>Prä</td>
<td>30-45 minutes</td>
</tr>
</tbody>
</table>

Total 30

**List of Abbreviations**

<table>
<thead>
<tr>
<th>A</th>
<th>Study paper</th>
<th>PFM</th>
<th>Mandatory module</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abs.</td>
<td>paragraph</td>
<td>PR</td>
<td>Internship</td>
</tr>
<tr>
<td>APo</td>
<td>General Examination Regulations</td>
<td>Prä</td>
<td>Presentation</td>
</tr>
<tr>
<td>Art.</td>
<td>Article</td>
<td>QualV</td>
<td>Regulation governing the qualification for study in Bavaria</td>
</tr>
<tr>
<td>BayHScG</td>
<td>Bavarian Higher Education Act</td>
<td>RaPO</td>
<td>Framework Examination Regulations</td>
</tr>
<tr>
<td>ECTS</td>
<td>European Credit Transfer and Accumulation System</td>
<td>Ref</td>
<td>Presentation</td>
</tr>
<tr>
<td>ELN</td>
<td>Assessment counting towards the final grade</td>
<td>S</td>
<td>Seminar</td>
</tr>
<tr>
<td>CEFR</td>
<td>Common European Framework of Reference for Languages established by the Council of Europe</td>
<td>schrP</td>
<td>Written examination</td>
</tr>
<tr>
<td>Kol</td>
<td>Colloquium</td>
<td>SIA</td>
<td>Student research project</td>
</tr>
<tr>
<td>LN</td>
<td>Assessment</td>
<td>SU</td>
<td>Tuition in seminars</td>
</tr>
<tr>
<td>m.E.</td>
<td>Pass</td>
<td>SWS</td>
<td>Semester periods per week</td>
</tr>
<tr>
<td>müdPr.</td>
<td>Oral examination</td>
<td>Ü</td>
<td>Tutorial</td>
</tr>
<tr>
<td>o.E.</td>
<td>Fail</td>
<td>WPFM</td>
<td>Optional mandatory module</td>
</tr>
<tr>
<td>PA</td>
<td>Project work</td>
<td>ZU</td>
<td>Admission requirements</td>
</tr>
</tbody>
</table>