



**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:

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## § 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) <sup>1</sup>The objective of the International Business Master's Degree is to expand on the knowledge acquired in a first business degree using an interdisciplinary approach. <sup>2</sup>The 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. <sup>3</sup>The students should also acquire the knowledge and skills to study successfully for a PhD, whatever the admission requirements.
- (2) <sup>1</sup>The 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. <sup>2</sup>The generalistic course provides entrepreneurial knowledge and skills which will allow students to take on management positions in international companies in a globalised environment. <sup>3</sup>Students 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) <sup>1</sup>The 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. <sup>2</sup>The grades of foreign degrees will be converted based on the modified Bavarian formula. <sup>3</sup>This 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) <sup>1</sup>Graduates of a degree which is not a pure business degree but is business-related can be admitted by applying to the Examination Board. <sup>2</sup>The admission requirements are the successful completion of business modules worth at least 45 ECTS points.
- (3) <sup>1</sup>If 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. <sup>2</sup>Proof will be provided by presentation of a qualified reference before admission to the course. <sup>3</sup>The Examination Board will decide whether the admission requirements have been met.
- (4) <sup>1</sup>In 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.<sup>2</sup>The 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) <sup>1</sup>Upon 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.<sup>2</sup>They 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) <sup>1</sup>All applicants who have not obtained their qualification from a German-speaking educational institution have to provide proof that they possess adequate German-language skills. <sup>2</sup>Proof 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. <sup>3</sup>The Examination Board will decide on the equivalence and grading of a qualification or the language level in accordance with the statutory requirements. <sup>4</sup>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) <sup>1</sup>The course is offered as a full-time degree with a standard study period of three semesters. <sup>2</sup>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). <sup>3</sup>As a rule, the course commences in a summer semester.
- (2) The first semester is to be completed at Landshut University of Applied Sciences. <sup>2</sup>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. <sup>2</sup>The third semester can be completed at either Landshut University of Applied Sciences or abroad. <sup>3</sup>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) <sup>1</sup>The student will have to write a Master's thesis as part of the course and attend a Master's colloquium. <sup>2</sup>This is dealt with in more detail in § 10.

#### **§ 5**

##### **Modularisation**

- (1) The course has a modular structure. <sup>2</sup>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. <sup>3</sup>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. <sup>1</sup>Mandatory elective modules are modules which are offered alternatively, either individually or in groups. <sup>2</sup>Every student has to choose from them in accordance with these Study and Examination Regulations. <sup>3</sup>The modules chosen will be treated as mandatory modules.
  3. <sup>1</sup>Elective modules are modules which are not required in order to achieve the study objective. <sup>2</sup>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) <sup>1</sup>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. <sup>2</sup>Further mandatory elective modules in addition to those listed in the Appendix can be offered. <sup>3</sup>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) <sup>1</sup>The 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. <sup>2</sup>The Course and Examination Schedule with Module Handbook is not part of these Study and Examination Regulations. <sup>3</sup>It is passed by the faculty council of the Faculty of Business Administration and published within the university. <sup>4</sup>Changes 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) <sup>1</sup>It is not guaranteed that all of the optional mandatory modules and elective modules offered will actually take place. <sup>2</sup>Likewise, the courses offered may be cancelled if there is an insufficient number of participants. <sup>3</sup>Participation is also not guaranteed if the maximum number of participants for a course is exceeded; if necessary participation will be decided by a draw. <sup>4</sup>Finally, there is no guarantee that the times of the elective modules do not overlap.

## **§ 7**

### **Course Advisor**

<sup>1</sup>The Course Advisor is appointed by the faculty council. <sup>2</sup>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. <sup>3</sup>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) <sup>1</sup>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. <sup>2</sup>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) <sup>1</sup>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) <sup>1</sup>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. <sup>2</sup>Mandatory modules are dealt with in more detail in the Appendix to the Study and Examination Regulations. <sup>3</sup>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. <sup>3</sup>The examination is to be taken in the language in which the module is offered.
- (3) <sup>1</sup>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. <sup>2</sup>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) <sup>1</sup>With 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. <sup>2</sup>The thesis is to be written in English.
- (2) <sup>1</sup>The topic of the thesis can be assigned in the 2nd semester of the course, provided the student has earned at least 30 ECTS points. <sup>2</sup>The thesis has to be submitted no later than six months after assignment of the topic. <sup>3</sup>The 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) <sup>1</sup>The 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. <sup>2</sup>In 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) <sup>1</sup>A certificate will be issued when the Master's examination has been passed. <sup>2</sup>This will show the ratings and final grades for all modules which count towards the degree. <sup>3</sup>As an addendum to the certificate, a Diploma Supplement will be issued in English which will provide an explanation of the studies completed.
- (2) <sup>1</sup>After successfully completing the Master's examination, the academic degree of

"Master of Arts", short form: "M.A."

will be awarded. <sup>2</sup>A 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)

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

## 2. Second theoretical semester (abroad or at Landshut University of Applied Sciences)

Module	Module name	Type of module	Type of instruction	SWS	ECTS	Examination		Language of instruction and examination
						Type	Length	
IM 200	<b>International Business Module</b>	PFM						English/ German
	<b>Thematic block International Management<sup>1</sup></b>							
	<b>Thematic block Specific Subject Competence<sup>1</sup></b>							
	<b>Thematic block Interdisciplinary and Social Competence<sup>1</sup></b>							
Total					30			

<sup>1</sup>At least one module has to be chosen from each section.  
**International Management includes:** International Management, International Financial Management, International Supply Chain Management, International HR, Global Economy, Intercultural Business Communication, International Banking and Insurance  
**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)

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

### List of Abbreviations

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