

Official Announcement  
No. 33/2019



Published on: 25.07.2019

**- Courtesy Translation -  
The German version is legally binding**

Amendment of the

# **Study & Examination Regulations for the Master's Program in International Management, Marketing, Entrepreneurship**

dated 01 March, 2017 as amended on 26 June 2019

Based on §§ 13 para. 1 and 67 para. 3, no. 8 of the Higher Education Act of the State of Saxony-Anhalt (HSG-LSA) dated 14.10.2010 (Official Gazette, Saxony-Anhalt, p. 600) as amended, in conjunction with § 6 para. 1 of the General Regulations of Otto von Guericke University Magdeburg dated 27.03.2012 (Ministerial Gazette, Saxony-Anhalt, p. 305) Otto von Guericke University Magdeburg has enacted the following Study & Examination Regulations:

## Index

<b>I. GENERAL</b> .....	4
§ 1 SCOPE OF APPLICATION .....	4
§ 2 PROGRAM OBJECTIVE .....	4
§ 3 ACADEMIC DEGREE .....	5
<b>II. STUDY PROGRAM</b> .....	5
§ 4 ADMISSION TO THE STUDY PROGRAM .....	5
§ 5 DURATION AND START OF STUDIES .....	7
6 ORGANIZATION AND SCOPE OF STUDIES .....	7
§ 7 PROGRAM STRUCTURE/ SYLLABUS .....	7
§ 8 COMPULSORY AND COMPULSORY ELECTIVE MODULES .....	8
§ 9 STUDIES ABROAD .....	8
§ 10 TYPES OF CLASSES .....	9
§ 11 STUDY PROGRAM COUNSELING .....	9
§ 12 INDIVIDUAL STUDY PLANS .....	10
<b>III. EXAMINATIONS</b> .....	10
§ 13 BOARD OF EXAMINERS .....	10
§ 14 LECTURERS, EXAMINERS AND ASSESSORS .....	11
§ 15 RECOGNITION OF MODULE EXAMINATIONS, STUDY CREDITS AND GRADES .....	11
§ 16 TYPES OF EXAMINATIONS .....	12
§ 17 PUBLIC ACCESS TO ORAL EXAMINATIONS .....	14
§ 18 EXAMINATION ADMINISTRATION SYSTEM .....	14
§ 19 ADMISSION TO EXAMINATIONS .....	14
§ 20 CALCULATION OF MODULE GRADES .....	15
§ 21 RETAKE OF MODULE EXAMINATIONS .....	16
§ 22 ADDITIONAL MODULES .....	16
§ 23 NON-ATTENDANCE, WITHDRAWAL, CHEATING, BREACH OF REGULATIONS .....	16
§ 24 PROTECTIVE PROVISIONS, COMPENSATION FOR DISADVANTAGES .....	17
§ 25 OBJECTION PROCEDURE .....	17
<b>IV. MASTER'S DEGREE</b> .....	18

§ 26 REGISTRATION FOR THE MASTER’S THESIS MODULE .....	18
§ 27 ISSUING OF THE TOPIC, SUBMISSION AND EVALUATION OF THE MASTER’S THESIS MODULE ....	18
§ 28 REPETITION OF THE MASTER’S THESIS MODULE .....	19
§ 29 OVERALL MASTER’S DEGREE GRADING (GPA) .....	19
§ 30 CERTIFICATES AND CONFIRMATIONS .....	20
§ 31 TRANSCRIPT OF RECORDS .....	20
V. FINAL PROVISIONS .....	20
§ 32 REVIEW OF EXAMINATIONS .....	20
§ 33 INVALIDITY OF EXAMINATIONS .....	21
§ 34 VALIDITY AND EFFECTIVE DATE OF REGULATIONS .....	21
APPENDIX 1: STUDY & EXAMINATION SCHEDULE .....	22
APPENDIX 2: PROOF OF ENGLISH LANGUAGE SKILLS .....	23

## I. General

### § 1

#### Scope of Application

(1) These regulations govern the objective, content and structure, as well as the examinations and final degree awarded in the English language master's program in International Management, Marketing, Entrepreneurship offered by the Faculty of Economics and Management at Otto von Guericke University Magdeburg.

(2) This consecutive study program is designed as a full-time, participation based program. It is focused on theoretically problems and is research oriented.

### § 2

#### Program Objective

(1) The objective of the program is to enable students to independently identify business problems, to autonomously devise scientifically-based solutions to these problems, and to propose alternative courses of action. The students will acquire the capacity for systemic thinking, and excellent analytical skills. Both are valuable abilities in consultancy and managerial roles, which enable complex relationships to be understood and problem areas to be considered and assessed from multiple perspectives.

(2) The program prepares students methodically for different business-economics management jobs for regional and international sectors, and imparts the necessary skills and capacity – based on analytical thinking – to act responsibly, gain a structural understanding of the problems of economic theory and practice and make allowances for changes in the world of work.

(3) Graduates possess detailed knowledge in the offered specialization tracks (International Management, Marketing and Entrepreneurship) and understand the fundamentals of the science of economics. They are able to use and continually deepen their foundational knowledge of business economics. They are able to apply this knowledge to different contexts at different aggregation levels to solve interdisciplinary economic problems. Even with incomplete or limited information, graduates can provide scientific based decisions while being aware of societal, scientific and ethical concerns, which can arise from the application of knowledge, gained during the program, in the context of making decision.

(4) The **International Management** specialization track focuses on the strategic activities of international involved companies and highlights, specifically, the strategic decision making behavior of the Top Management Team. In connection to this, students will focus on the growth strategies, such as the influence of international expansion on “market development”, innovation on “product development”, and the effects of cultural factors on these strategies.

The **International Marketing** specialization track focuses on the processes and methods of market research as well as the monitoring of marketing activities, e.g. in the context to brand management. Another focal point of this specialization targets the aspects of the consumer's behavior (motivation, emotion, cognition, attitude, decision making) with special attention being given to the influence of the social and physical environment.

In the **Entrepreneurship** specialization track students receive extensive knowledge in the field of business decision making and business planning. To this end students will examine entrepreneurial decision logistics, possible business models, business strategies and the factors of successful business foundations.

(5) The students will gain sound problem knowledge from these specialization tracks, so that as graduates they can independently contribute crucial solutions to the strategic, tactical and operative problems of a business. With this specialized knowledge students can independently complete research or applied projects by employing wide-spread and special research methods. They can also formulate and solve scientific problems by themselves. Furthermore, the students are able to plan and carry out a

target-oriented process while working independently in newly developed, unfamiliar and interdisciplinary contexts. They are able to impart the latest knowledge, problems and solutions in both research and application clearly and distinctive to professionals as well as laymen.

(6) The students effectively organize themselves into specialized groups and work cooperatively together on the relevant issues. They will develop an understanding of everyone's roll in a team, learn how to take responsibility for themselves as well as for the team and will be able to critically reflect and expand upon their own behavior and actions while also taking morals and ethics into account. During this process the students are able to clearly present and support complex and specialized subject matter in reference to the target group.

(7) The degree in International Management, Marketing and Entrepreneurship qualifies the graduates in a cross sector approach for a broad range of employment opportunities in international and national areas in economics and public administration. This degree prepares students not only for leadership positions within the business world but also equips them with the skills necessary to succeed as an entrepreneur or within the academic field.

(8) Along with the acquisition of specialized skills and interdisciplinary qualifications, the degree program will contribute to increased self-confidence, social awareness, and personal development within the students. The students are developed into dedicated professionals through the acquisition of key skills such as independence, self-organizations, teamwork, responsibility and media proficiency. They are able to gain an essential understanding of the methodical and ethncal-moral fundamentals of economics and through this assess the social relevance of economic knowledge and practices. Furthermore, the graduates understand their responsibility and the roll of business in the society and can ethically and morally navigate the challenges and changes of their occupation. Due to these reflective and communicative competences, they will be able to communicate their own knowledge to others in an under stable and insightful manner. In accordance with this, they also are able to take interdisciplinary connections and current cultural developments into consideration.

(9)The above mentioned study program with the awarded degree "Master of Science" provides a higher education qualification and professional experience for further postgraduate studies in economics and business administration and adjacent areas, e.g. doctoral studies.

### **§ 3 Academic Degree**

If the required study credits and examination results set out in these study and examination regulations are attained for the degree program stipulated, the Faculty of Economics and Management (hereafter the Faculty) at Otto von Guericke University Magdeburg will award the academic degree of "Master of Science", abbreviated to: MSc.

## **II. Study Program**

### **§ 4 Admission to the Study Program**

(1) The requirements for admission to this master's program are as follows:

- Proof of a bachelor's degree, a university diploma or a comparable qualification from a state /

state-recognized college (academy- Berufsakademie) of advanced vocational studies, a Magister degree or a relevant course of study at a university completed with a state or ecclesiastical examination,

- Proof of adequate knowledge of the English language [suitable forms of proof are set out in appendix 3 of these regulations.],
- Submission of a letter of motivation in English. The letter must be not more than 450 words in the length and it must contain the already acquired and subject related skills and abilities of the applicant, the personal expectations in content, methods and of the program structure of the chosen master's program and pointing out the student's interest in graduation from this master's program of the faculty and the importance for the professional, and research interest.
- Evidence of a special suitability to participate in a master's program in accordance with § 2 to 4 must be proved.

(2) The applicant's special suitability will be determined on the basis of the result of the final examination of the qualification as per paragraph 1, subparagraph 4, and which requires a grade point average (GPA) with minimum 2,9 (1,0 -2,9: the German grading scale applies) and achieved from the previous successful finished study program.

3) In the case of applicants who are about to complete a course of studies in accordance with § 4 para 1, and who by the date of application for this program have not yet graduated, the proof of the degree in question may be replaced by a complete transcript of grades achieved to date. They must prove with an official certificate that they have already obtained a minimum of 140 credit points. Applicants without evidence of a first professional degree will be enrolled temporarily and conditionally. The "Regulation governing the organization of the application and admission procedure for master's degree programs" at Otto von Guericke University (as amended) applies.

(4) A course of studies is relevant, if at least 15 CP in accordance with ECTS have been obtained in from modules in quantitative methods and at least 60 credit points (CP) in accordance with the European Credit Transfer System (ECTS) have been obtained in economics and management modules.

If the ECTS does not apply to the bachelor's program pursued by the applicant, the program shall be considered relevant if:

- at least 4 courses have been passed in quantitative methods modules, and
- at least 12 courses have been passed in economics and management modules.

(4) The faculty reserves the right to conduct selection interviews with candidates.

(5) The decision about admission requirements are fulfilled or not are made by the Board of Examiners.

(6) An applicant cannot be not admitted to the program, if:

1. he/she has irrevocably failed a module examination in the selected study program at an equivalent higher education institution, university and/or has finally lost the entitlement to take an examination or
2. Is participating to another respective examination procedure.

## **§ 5**

### **Duration and Start of Studies**

The standard course duration, including the preparation of the master's thesis is four semesters. The

program may be started in the winter or in the summer semester.

## **§ 6**

### **Organization and Scope of Studies**

(1) The program is subdivided in accordance to §8 sentence 1-3 into a compulsory section, a compulsory elective (specialization), and elective section, plus the module “Master’s Thesis” in a scope of 30 credit points (CP).

(2) The program is divided into modules. It contains compulsory modules, compulsory elective, and elective modules. In terms of subject, modules consist of related study units and an examination and generally cover a period of one semester. They may be made up of different forms of teaching and learning. A module examination must be taken for each module.

(3) The module descriptions must be published for each module before the start of the semester, and contain, among other things, the following information: module objectives and learning outcomes targeted, language of instruction, scope of teaching unit, frequency of course, participation requirements, pre-examination requirements, workload and credit points obtainable, type, scope and form of examination(s), module-specific remarks and the name of the person responsible for the module.

(4) For each successfully completed module, a certain number of credit points (CP) will be awarded in line with the European Credit Transfer System (ECTS). They are a quantitative measurement of the average time generally required by students to fulfill the relevant requirements and meet the learning objectives for a module. Alongside participation in the classes that make up a module, they also comprise all of the preparation for and reviewing of the content, independent evaluation and consolidation of the content, preparation and elaboration of students’ own contributions plus successful participation in the performance reviews. One credit point corresponds to an average student workload of approx. 30 hours. In general, 30 CP must be gained per semester.

(5) To successfully complete the course of studies, a total of 120 credit points must be obtained. Details of the compulsory elective and elective modules that must be obtained for this purpose, the required module examinations and the allocation of CP to the individual modules can be found in the study and examination schedules contained in appendices 1 and/or in the module handbook.

(6) The course of study is designed in such a way that it can be successfully completed within the standard course duration. The module examinations may be completed prior to the end of the semester indicated in the study and examination schedule, provided that the participation and/or pre-examination requirements for admission to the relevant module examination have been satisfied.

(7) It is possible for students to undertake an individualized part-time course of study in accordance with the framework regulations for individualized part-time courses of study at Otto von Guericke University.

## **§ 7**

### **Program Structure**

(1) The range of courses consists compulsory, compulsory elective and elective modules.

(2) The designation “compulsory module” applies to all modules that are required for successful completion of the program in accordance with these regulations (see appendices 1 up to 2).

(3) The designation “compulsory elective module” applies to all modules concerning these regulations and must be selected from a certain number of module offers. Within the context of the chosen discipline, these modules enable students to pursue individual inclinations and interests, and to follow the subject-specific requirements for future professional activities or job positions. The list of compulsory elective modules may be amended in accordance with the development and availability of teaching staff and be adapted to suit the range of courses offered by the faculty, and, under certain

circumstances, be extended to include courses offered by other faculties.

(4) All modules from the range of courses offered by the Faculty of Economics and Management that are not assigned to the selected area of specialization may be considered to be elective modules, provided that the Faculty Council has approved their being opened up as elective modules. Furthermore, on application to the board of examiners, relevant modules from the range of courses offered by other faculties may be selected.

## § 8

### Compulsory and Compulsory Elective Modules

(1) Compulsory modules set out in appendices 1 and 2, and 15 CP must be obtained during the first two semesters. The compulsory modules will be exclusively offered only in the semester as listed in appendices 1 and 2. The final examinations (including retakes) are taken place every semester.

(2) A total of at least 60 CP must be obtained **in the specialization section** (track). **In the specialization, section (track) must be obtained minimum one seminar (10 CP), exactly one scientific project seminar (15 CP), and furthermore **compulsory elective modules** from the following specialization sections (tracks):**

\* International Management

\* Entrepreneurship

\* Marketing

**At least one specialization track must be successfully passed.**

**A specialization track is considered successfully passed with a minimum of 3 successfully finished (passed) compulsory electives of one specialization section.**

(3) From the section “electives”, 3 modules can be taken and passed.

(4) Decisions regarding the assignment of compulsory elective modules to the two core areas and the areas of specialization as per paragraph 1 to 2, as well as regarding the opening up of elective modules as per paragraph 3, are made by the Faculty Council and, in exceptional cases, the study program director for the relevant semester before the start of the examination registration period. In the event that there is no agreement regarding the export of modules (teaching export), the Board of Examiners shall determine whether modules from other faculties may be admitted to this study program as compulsory elective or elective modules.

(5) Classes and examinations in the compulsory, compulsory electives, and elective modules are usually conducted in English. **Up to three German language modules may be taken.** The module examinations must be sat in the regarding language of the module.

(6) The study program concludes with the module “Master's Thesis”, which includes a “written work” and a “presentation” in a frame of a final seminar.

(7) The chronology of the modules shown in the appendices is not binding. The sequence shown in the appendices for the completion of modules and module examinations is a recommendation for the completion of the degree program within the standard course duration.

## § 9

### Study Abroad

(1) In regard of the internationalization of the job market and professional world and the acquisition of linguistic and social skills associated with a stay abroad, the Faculty of Economics and Management recommends and encourages a voluntary study abroad stay at a university abroad. A study abroad stay of this nature may be completed in agreement with the Board of Examiners. The study abroad must be prepared well in advance, and originals or certified copies of all documents necessary for decisions

regarding recognition, in particular certificates/grade confirmations, must be presented together with detailed module descriptions.

(2) Before starting up a study abroad semester, students must conclude with the Board of Examiners a "Learning Agreement" that may be updated if, for any reason, the planned classes cannot be undertaken once in the location. In this case, a "Change of Learning Agreement" must be concluded with the Board of Examiners.

(3) The "Learning Agreement" or "Change of Learning Agreement" signed by the student and the Board of Examiners constitutes the examination registration. The examination registration is required for the recognition of external module examinations and/or study credits and examination results pursuant to § 15 para. 3.

## **§ 10 Types of Classes**

(1) Courses and classes are announced on the university's website. Primarily lectures, seminars, exercises, exercises in small groups and scientific projects are offered.

(2) Lectures are used to communicate in a cohesive and systematic presentation fundamental technical, theoretical and methodological knowledge.

(3) Seminars are used for teachers and students to scientifically appraise theoretical and practical issues collaboratively. This can be in a variety of different ways of working (provision of information, presentations, development of theses, discussions) and in groups. They require cooperation between the students in the form of presentations and/or written assignments. The seminar leader may require additional assessments.

(4) Exercises, particularly large-scale and lecture hall exercises, are used to practice and consolidate the subject matter, especially the acquisition of basic methods, skills and competences in conjunction with application-oriented practice. In general, they are carried out by research assistants under the responsibility of the person who is offering the course on which they are based.

(5) Exercises in small groups are also used to practice and consolidate the content of lectures with a limited number of participants. They are used to practice and apply the knowledge conveyed and learned. Exercises in small groups are classes that accompany lectures, which offer the students the opportunity to check their level of understanding of the subject area. They are also used to prepare for written examinations. As a rule, exercises are worked on as homework and the correct solutions are subsequently discussed interactively in a tutorial.

(6) In classes designated for scientific projects, students work in a practical manner on complex tasks taking theoretical principles into particular account. The results are presented in a form that is also customary in professional practice. The project may be supervised by an interdisciplinary team of lecturers, members of which may act as both coach and mentor. Access to projects may depend on the students having fulfilled certain requirements, as well as on the module regulations. It is also possible for students, in agreement with a course lecturer, to work on a project independently during a semester.

(7) The main focus of the presentation is to present and defend the knowledge acquired during the relevant modules. The objective of the presentation is to reflect on a subject in theoretical and practical terms to a high professional standard.

(8) In the case of teaching and learning forms that demand regular active participation by candidates in order to attain the learning objective, the requirement to attend regularly may be included in the module description.

(9) Access to individual modules may be restricted in justified exceptional cases if, due to the type and purpose of the class or for any other teaching or research reason it is necessary to limit the number of participants. The admission requirements are governed by the corresponding module descriptions.

## **§ 11**

### **Study Program Counseling and Guidance**

- (1) In order to facilitate orientation within the faculty for new students, introduction lectures and classes are offered at the start of the study program (winter term).
- (2) These study and examination regulations only contain information of a general nature; for this reason, further information is needed for precise orientation and planning of the course of studies. To this end, students should also familiarize themselves with the module handbook.
- (3) Course guidance is offered by the faculty for each program of study.

## **§ 12**

### **Individual Study Plans**

- (1) The aim of individual study plans is to facilitate the successful completion of the course within the standard course duration. They may particularly be offered for those students who are dealing with especially heavy demands as a result of long-term illness, the birth of or caring for their own children, or other reasons.
- (2) Individual study plans should be discussed and agreed with the person responsible for the study program.

## **III.**

### **Examinations**

## **§ 13**

### **Board of Examiners**

- (1) The faculty has set up a Board of Examiners to organize the module examinations and to administer the tasks allotted by these study and examination regulations.
- (2) The Board of Examiners ensures compliance with the terms set out in these study and examination regulations. It reports to the faculty on developments regarding the module examinations and study periods. It makes suggestions regarding the reform of these study and examination regulations. The board of examiners adjudicates on applications and students' protests regarding examinations.
- (3) From the ranks of professors and junior professors, the Faculty Council appoints the chair, deputy chair, one further member and a deputy member to the Board of Examiners. Furthermore, the Faculty Council appoints one member and one deputy member each to the Board of Examiners from the ranks of research assistants and students.
- (4) The Board of Examiners is quorate if, alongside the chairperson or his/her deputy, at least two additional members are present, however this shall only be the case if the group of professors and junior professors cannot be overruled. The Board of Examiners passes resolutions with a simple majority. If the votes are tied, the chairperson, or if he/she is not present, his/her deputy, shall have the casting vote.
- (5) The term of office of the members or deputy members of the Board of Examiners is two years, with the incumbency of the student member and his/her deputy being limited to one year. It is possible for members to be reappointed. If the term of office of a member in accordance with § 13 para 3 sentence 1 ends before a reappointment or new appointment is made, this member shall remain in office until the reappointment or new appointment takes place.
- (6) The meetings of the Board of Examiners are not held in public. The members of the board are bound to maintain confidentiality. If they are not public servants, they must be sworn to secrecy by the chair or deputy chair of the board of examiners.

(7) The Board of Examiners shall adopt rules of procedure. It may revocably transfer tasks to be dealt with independently to the chairperson. The chair of the Board of Examiners, or a person nominated by him/her shall represent the Board of Examiners both judicially and extra judicially. The chairperson prepares and executes the resolutions of the board, and regularly informs board members as to his or her activities.

(8) Decisions and other measures to be approved in accordance with these study and examination regulations, and in particular the registration, cut-off and examination deadlines and dates must be publicly announced in the usual manner within the university. Admission to an examination, the refusal of admission and the results of the module examinations are announced individually via the electronic examination administration system.

(9) The office of the Board of Examiners is the Examination Office of the faculty.

## **§ 14**

### **Lecturers, Examiners and Assessors**

(1) The lecturers are appointed by the Faculty Council for specific teaching units/courses in a certain semester pursuant to the Higher Education Act of the state of Saxony-Anhalt.

(2) The board of examiners appoints the examiners from the ranks of the professors and junior professors working at the faculty. Over and above this, teachers, university and private lecturers, research associates with doctorates and employees who carry out independent teaching duties in the subject area to which the module examination relates, plus professors and junior professors from other faculties may be appointed as examiners.

(3) Two examiners must be appointed to evaluate written examination scripts. If the board of examiners determines that, having considered all those authorized to be examiners or assessors pursuant to paragraph 1, the additional burdens arising from appointment as an examiner for a particular examination date would have an unreasonable impact on their other duties, or if two examiners are not available, it may resolve that the written examinations concerned should be marked by one examiner only. The resolution must be communicated to the student when registering for the module examination.

(4) The examiners are independent in their duties. They are subject to confidentiality.

## **§ 15**

### **Recognition of Module Examinations, Study Credits and Grades**

(1) In accordance with § 15 para 4, upon written application, the Board of Examiners will adjudicate on the recognition of module examinations and/or study credits and examination results. The application is to be submitted to the Board of Examiners via the Examination Office within four weeks of the date of commencing studies. In the process, the students must submit the documents necessary for checking the suitability for recognition, and in particular the original certificates / grade confirmations or certified copies thereof, plus detailed module descriptions.

(1) Notwithstanding paragraph 1, the module examinations and/or study credits and examination results in the selected or an equivalent study program shall be recognized / accredited in accordance with official procedures. The Board of Examiners shall decide upon the equivalence of study programs. Where examinations are not passed, the failed attempts will also be recognized in accordance with official procedures pursuant to § 15 para 4.

(3) Upon written application, the Board of Examiners shall adjudicate upon the recognition of module examinations and/or study credits and examination results in connection with a study placement abroad. Notwithstanding para. 1, this must be submitted in the form of a Learning / Change to Learning

Agreement as per § 9 para. 2 and para. 3.

(4) In accordance with the provisions of the Lisbon Convention (Article III), module examinations and study and examination results must be recognized if there are no significant differences in terms of quality, standard, learning outcome, scope and specialization between the knowledge acquired and that to be acquired. This shall be ascertained through an overall consideration and evaluation rather than a schematic comparison. Recognition with conditions is possible, as is a partial recognition.

(5) The burden of proof in the event that module examinations and/or study outcomes and examination results do not meet the corresponding requirements for recognition lies with the Board of Examiners. Where applied by both parties, the European Credit Transfer System (ECTS) is to be taken into account in the evaluation and in general the number of credit points obtained is to be adopted. If the ECTS system is not applied by both parties, the number of credit points obtained externally is to be converted based on to the actual workload to the ECTS.

(6) Knowledge and expertise acquired outside of higher education may be accredited to a university degree course as part of an individual, or under certain circumstances, generalized examination, if, in terms of content and level they are equivalent to part of the study program that is to be recognized. Knowledge and skills acquired outside of higher education may replace a maximum of 50% of a university course. The application is to be addressed to the Board of Examiners via the Examination Office within four weeks from the date of commencing studies. In the process the students must submit the original documents or certified copies thereof required for checking the suitability for recognition.

(7) If module examinations and/or study and examination results are recognized, the grades – to the extent that the grading systems are identical – shall be transferred and included in the calculation of the overall grade. Where grading systems differ, the board of examiners shall decide upon the grade conversion. In the case of disparate grading systems, the endorsement “sufficient” shall be adopted.

## § 16

### Types of Examinations

(1) In conjunction with the further clarifications in paragraphs two to eleven, the following types of continuous assessment may be used:

- Written examination (interim and/or final written test) (W),
- Electronic examination (interim and/or final written test) (eW),
- Oral examination (O)
- Academic (A) or seminar paper (S) or other equivalent written work,
- Take-Home-Exam (sA),
- Presentation (P),
- Scientific project (SP),
- Discussion contribution (D),
- Completion of an exercise (E)

(2) In an examination (interim and/or final written test) in written or electronic form that is invigilated and taken in a time-limited session with limited aids, students are required to demonstrate their comprehension of standard methodology and problem recognition and solving skills within their specific fields. The time allowed for a written examination (interim and/or final written test) amounts to a total of 60 minutes (in the case of a module carrying five CP) or 120 minutes (in the case of a module worth more than five CP). Written exams (interim and/or final written tests) may contain tasks

or consist of questions, for which there is a choice of several answers (multiple choice).

(3) In the case of written examinations including multiple-choice exercises, the examination candidate must indicate which of the answers provided he or she considers to be the most applicable. When compiling the examination questions for a multiple-choice test, those answers that are considered applicable must be specified. The second examiner, in conjunction with § 20 para 3, is responsible for checking the examination questions before determining the examination result to establish whether they, as measured by the requirements of para. 2, are erroneous. If this check should establish that individual questions are erroneous, they must not be taken into account in determining the examination result.

(4) A multiple-choice test shall always be deemed to have been passed if the examination candidate has achieved at least 50 per cent of the possible points score (absolute pass mark). The examination shall also always be deemed to have been passed if the points score achieved by the candidate is at least 50 per cent of the average points score achieved by the top 5% of the participants in the test, but no less than 40 per cent of the maximum possible points score (sliding scale pass mark). In the case of repeated examinations, the sliding scale pass mark in line 2 must not be applied if the number of participants is 45 candidates or fewer. In this case the absolute pass mark pursuant to line 1 shall apply. This paragraph shall apply if the proportion of examination questions in the multiple-choice test exceeds 50 percent of the total achievable score.

(5) The student should demonstrate, by means of an oral examination, that he or she understands the contexts of the area being examined and is able to understand specific questions relating to the contexts. The oral examination shall be conducted by several examiners (panel examination) or by one examiner and an expert assessor in the form of an individual or group examination, whereby up to 4 students may constitute a group. The assessor is to be consulted before a final grade is awarded. As a general rule the duration of the examination for each student shall be fifteen minutes. The essential points of the examination and its evaluation must be recorded in writing. This record must be signed by the examiners and the assessors. The result of the module examination is to be made known to the student directly following the oral examination.

(6) An academic or seminar paper or other equivalent written work requires an experimental, empirical or theoretical approach to a task from the specialized area. Students are free to propose topics and task definitions for their papers. However, their proposals shall not give rise to a legal entitlement. Other written work (e.g. a research paper, coursework or project work) may be considered to be the equivalent of a seminar paper.

(7) A written report (e.g. working on a case study, spreadsheet analysis, essay, abstract or assignment) comprises an independent written discussion of a subject-specific or interdisciplinary problem, where appropriate including and evaluating relevant literature.

(8) A presentation comprises an independent and in-depth discussion of a problem from the work context of the course with the inclusion and evaluation of relevant literature plus the presentation of the work and communication of the results in an oral presentation as well as in the subsequent discussion. Presentations must be provided in documentary form for assessment.

(9) By working on a joint academic project, students must demonstrate their capacity to produce scientific work independently as well as to work in a team. Individual contributions to a project must be clearly discernible.

(10) Through oral examinations in the form of a discussion contribution, the students should demonstrate that they are familiar with the context of the subject area and are able to understand specific questions relating to the context.

(11) An exercise consists of a sequence of tasks provided by the relevant lecturer which must be completed independently by a fixed deadline. The exercise may include reviewing the tasks and discussing any problems. Exercises may also include a written report or another kind of presentation of individual exercise work.

(12) Group projects are also a permissible form of examination. The contribution of each individual

student must meet the examination requirements and be clearly discernible and assessable on the basis of sections, pages or other objective criteria.

(13) Modules are generally concluded with an examination. A combination of types of module examination as set out in paragraph 1 is permissible, if the intended aim of a reasonable examination burden is achieved, whilst maintaining the principle of competence-based assessment. The form and scope of continuous assessment for the individual modules can be found in the appendices containing the study and examination schedules and/or the module handbooks.

(14) The type and scope of the module examinations can be found in the study and examination schedule and/or the module handbook. The types of continuous assessment set out in these regulations or in the module handbook may be changed under the following conditions:

- a) If a small number of candidates are registered or can be expected for an examination that is designated as a written examination, then upon application by the examiner, the board of examiners may agree to the examination being conducted orally instead.
- b) If a large number of candidates are registered or can be expected for an examination that is planned as an oral examination, then upon application by the examiner, the board of examiners may agree to the examination being conducted in writing instead.

This approval shall only apply for one examination date. Students must be notified immediately of any change to the continuous assessments approved by the board of examiners.

(15) The examiner shall decide which examination aids may be used in a written examination. A list of the authorized aids must be supplied in good time before the start of the examination. Grades must be announced no later than the end of the semester during which the exam was taken.

## **§ 17**

### **Public Access to Oral Examinations**

As long as they themselves are not registered to take the same module examination, students of these programs who have yet to successfully complete the respective examination may be admitted as observers to the oral examinations as per § 16 para 5. A corresponding application must be made to the board of examiners of the Faculty of Economics and Management. This, however, does not include the counseling and notification of the examination candidates with regard to their examination results. Pursuant to sentence 1, a student may apply to exclude observers from his or her examination.

## **§ 18**

### **Examination Administration System**

(1) Students shall use existing online means of access in person to the electronic examination administration system. This system is used to electronically administer the examination data, registration and deregistration for module exams, and announcement of module grades; the board of examiners may enact more detailed regulations for the execution of the process.

(2) As far as they are able, students are obliged to check the accuracy of the entries in the examination administration system at least once per semester; any transcription errors must be reported immediately.

(3) The examiners as defined in § 14 shall take part in electronically recording the examination results. The grading lists shall be retained by the board of examiners responsible for the module examination.

(4) The module examination results shall, where possible, be announced via the electronic examination administration system or by notice on the notice board. In this respect, students are obliged to utilize

the examination administration system. The assessment result shall be considered to have been announced by at the latest two weeks after the assessment has been entered in the electronic examination administration system or after being posted on the notice board, if the relevant students have not already been verifiably made aware of the result already. The students shall be notified in the customary manner that the examination results have been entered in the electronic examination administration system.

(5) If a student wishes to leave the university or change course, upon application a written confirmation will be issued containing all module examinations sat and their grades and indicating whether the master's examination has not yet been completed or if it has been irrevocably failed.

## **§ 19**

### **Admittance to Examinations**

(1) Anyone who is enrolled at Otto von Guericke University may be admitted to the module examinations. The completion of module examinations in the same semester in other institutes of higher education either at home or abroad is not significant.

(2) The module examinations are generally arranged by the end of the semester. The deadlines stipulated by the chair of the board of examiners and announced by notice at the latest four weeks before the expiration of said deadlines for registration for the examinations are cut-off dates. The registration deadline is usually four weeks after the start of classes. Upon application by the examiner to the board of examiners, in the case of seminars, a different registration deadline may be stipulated. Students will be made aware of this by notice and/or via the faculty home page and/or the website of the examination office, unless these study and examination regulations expressly specify otherwise.

(3) Before the start of each module examination, the student must have registered for it with the board of examiners. For modules completed in the Faculty of Economics and Management, this registration shall take place either by means of electronic enrollment via the web portal of the university or by personally signing a registration form specifically for the examination. For module examinations that are completed in other faculties, a separate registration in the examination office of the faculty offering the examination must be undertaken. In accordance with § 16 para. 16, the registration and deregistration deadlines of the faculty offering the examination shall apply. The registration also applies for any repeat examinations in the ongoing semester. This also applies to module examinations that are taken during the study program in the selected course at another institution of higher education. For this, the signed Learning / Change to Learning Agreement constitutes the written examination registration in accordance with § 9 para. 3. Retrospective registration not permitted. After achieving the necessary CP for successful completion of the program, it will not be possible to register again for the same examination.

(4) Registration may be revoked in writing no later than four weeks before the start of the examination period by submission to the board of examiners, or electronically in the designated web portal. In the event of a withdrawal, a new application for admission to the examination must be submitted in accordance with paragraphs 1 and 2 for a later examination date. Students may not withdraw from an examination in the following cases:

- In the module description is clearly stated that a withdraw from the examination is not allowed/ possible;
- Two weeks after the registration for a seminar;
- Two weeks after the registration for a scientific project.

(5) Students who after completion of the second semester cannot successfully demonstrate having obtained at least 25 CP may be invited by the head of program to take part in a course guidance session in which the reasons for exceeding the expected time period are discussed and the future study progress is planned.

(6) The Board of Examiners is responsible for admission decisions. Admission must be refused if:

1. The requirements for admission are not met or
2. The documents are incomplete or
3. The examination has been irrevocably failed or is deemed to have been irrevocably failed.

**§ 20**  
**Calculation**  
**of Module Grades**

(1) A module examination must be taken for each module. The module examinations are to be assessed by the relevant examiners. The result of the module examination must be announced by the latest at the end of the semester in which the exam took place.

(2) The following grades are to be used for the assessment of module examinations:

Grade	Designation	Definition
1	Very good	An outstanding performance
2	Good	A performance which is significantly above average
3	Satisfactory	An average performance
4	Sufficient	A performance which, in spite of its shortcomings, is considered to be sufficient
5	Not-Sufficient	A performance which, because of substantial shortcomings, does not meet the requirements

For the sake of greater differentiation, individual grades may be rounded up or down by 0.3; this does not apply to the following grades: 0.7, 4.3, 4.7 and 5.3. The grade of the module examination must be communicated to the Examination Office immediately.

(3) A module examination is considered to have been passed if a minimum grade of "sufficient" is awarded. If a module examination is graded by more than one examiner, it is considered to have been passed if all examiners award at least a grade of "sufficient".

(4) If the grades awarded by the examiners in accordance with para. 1 differ from one another, then in accordance with para. 2 the grade for the module examination shall be the arithmetic average closest to both individual grades; in case of doubt, the better grade of the two is to be awarded.

**§ 21**  
**Retake of Module Examinations**

(1) Examinations in the compulsory modules that are failed (grade not-sufficient/E) or deemed to have been failed may be repeated twice. § 20 applies accordingly for the assessment grading. Examinations that have been passed may not be repeated.

- (2) Notwithstanding paragraph 1, for compulsory electives and elective module examinations failed examinations are not counted. Therefore, it is not necessary to retake failed compulsory elective and/or elective modules.
- (3) Notwithstanding paragraph 2, compulsory elective examinations, which are in form of a seminar with 10 CP, and/ or in form of a scientific project with 15 CP, a maximum of two retakes each are allowed for examinations graded with “not sufficient”.

## **§ 22 Additional Modules**

- (1) Students may undertake additional module examinations over and above the modules offered in their respective program.
- (2) The result of the additional modules will, if the examination was registered for in advance, be included in the certificate and/or grade confirmation. The results of additional modules will not be taken into consideration when calculating grade point averages and when determining the overall grade.

## **§ 23 Non-Attendance, Withdrawal, Cheating, Breach of Regulations**

- (1) If, after registering for a module examination for which the time and location has been set, the candidate fails to attend without a good reason, or if he or she withdraws from the module examination after it has commenced without good reason, then he or she shall be awarded a grade of “not-sufficient” (5.0) for the module examination concerned. The same applies if an assessment is not submitted by the prescribed submission deadline or a module examination is not completed by the prescribed date.
- (2) Students wishing to withdraw from a module examination after the end of the withdrawal period in accordance with § 19 para 4 must apply in writing to the Board of Examiners. The reason for missing or withdrawing from the examination must be provided in writing without delay to the Board of Examiners and must be substantiated. In the case of impairments caused by ill health, the withdrawal from the examination must be substantiated by a doctor’s note. In cases of doubt, the doctor may be appointed by the chair of the Board of Examiners. If the Board of Examiners recognizes the reason given, then the candidate will be notified either in writing or electronically.
- (3) Should the candidate attempt to influence the result of an examination by deception, then the module examination result concerned shall be recorded as “not-sufficient” (5.0). Making use of unauthorized aids after the start of an examination shall always be deemed to be an attempt at deception within the meaning of line 1. In particularly serious cases, the Board of Examiners may revoke the right to repeat the module examination.
- (4) If a candidate disrupts the proper process of an assessment / module examination, then he or she may be excluded by the examiner or invigilator from continuing with the assessment / module examination. If this is the case, the module examination shall be deemed to have been graded as “not-sufficient” (5.0).
- (5) Adverse decisions in accordance with paragraphs 1 to 4 must be communicated in writing without delay to the candidate and must be justified.

## **§ 24 Protective Provisions, Compensation for Disadvantages**

- (1) Where a student provides credible evidence (medical certificate) that, due to a prolonged or permanent illness, he or she is completely or partially unable to fulfill the module examination requirements in the prescribed form, the Board of Examiners must provide the student with the possibility of taking equivalent module examinations in a different form.

(2) Disabled students may be granted additional materials or aids to compensate for disadvantages, provided that this is necessary to establish equality of opportunity. To this end, the duration of the assessment may be extended to a reasonable degree, or approval may be given for the examination to be taken in a different form. A disabled student is defined as someone who, due to a protracted or permanent physical impediment, is not in a position to complete the examination in the prescribed form, either in part or in full. The impediment must be substantiated. The university may require substantiation in the form of a medical certificate or submission of a certificate of disability. Compensation for disadvantage must be applied for in writing to the Board of Examiners. The application should be made no later than when registering for the module examination.

(3) In applying these study and examination regulations, the protective provisions pursuant to the Maternity Protection Act and in accordance with the time limits set out by the Federal Child-Raising Allowance Act regarding parental leave are to be strictly adhered to and their utilization facilitated, especially with regard to the calculation of time limits. During a leave of absence granted in order to care for a close relative, students are free to continue with their studies and examinations. Upon written application to the Board of Examiners, students may repeat a failed examination during their leave of absence.

## **§ 25 Objection Procedure**

Students may file an objection against adverse administrative acts in connection with examination matters in writing or verbally for transcription, with the Board of Examiners in accordance with the Administrative Procedure Act (Verwaltungsverfahrensgesetz, VwVfG).

It is recommended to provide reasons in writing to the objection. In case the Board of Examiners does not agree to the objection, the relevant student must be provided with an official decision statement including instructions on how to appeal.

## **IV. Master's Degree**

### **§ 26 Registration for the Modul "Master's Thesis"**

(1) The "Master's Thesis" is a mandatory module of the IMME master's study program of § 1. In a framework of a final seminar, a "written thesis paper" in English language is compulsory.

(2) In conduction of the module "Master's Thesis" students must show that they are capable, within a given period, of working independently, using scientific methods, on a particular issue from the subject area. The topic and task definition of the written work must correspond to the purpose of the examination and the given timeframe. The kind of task and the project definition must be specified when the topic is assigned. Within the context of the final seminar, the candidate must demonstrate that he or she is able to adequately present and explain the problems and solutions on which he or she has been working.

(3) Only applicants who

- are enrolled at Otto von Guericke University on the study program stated in § 1,
- have successfully acquired at least 75 CP including all compulsory modules,
- have successfully passed at least one specialization, and
- have successfully completed a seminar in a scope of 10 CP...

... will be admitted to the "Master's Thesis" module.

(4) For the permission to write a master's thesis must be applied for in writing to the Board of Examiners. The seminar lecturers may set up content related admission requirements for the respective final seminar.

## § 27

### Issuing of the Topic, Submission, Assessment of the “Master’s Thesis”

(1) The topic shall be set by the lead examiner in consultation with the student to be examined. Students should be given the opportunity to make proposals for the thesis topic and task definition. However, their proposals shall not give rise to a legal entitlement. Following receipt of an application, the board of examiners shall guarantee that the student receives a topic in good time. During the preparation of a thesis, each student shall be supervised by their lead examiner.

(2) For the setting of topics, the Board of Examiners shall appoint persons from the ranks of professors, junior professors, university and private lecturers and research associates who hold a doctorate and who are active within the faculty. Over and above this, with their agreement, other habilitated members of the faculty may also be appointed as examiners. The Board of Examiners may limit the number of theses to be supervised by one person with the objective of achieving an even distribution among the persons setting topics (supervisors).

(3) The topic of the written thesis shall be issued by the Board of Examiners once the student has been granted permission to write their thesis and the student shall be notified of the submission deadline for their work. The date of issuing of the topic must be put on record. The topic may be returned only once, and only within four weeks of being issued. Afterwards, students must reapply for admission to the “Master’s Thesis” module.

(4) The time between the issuing of the topic and the submission of the master’s thesis, including a four-week reading period, is 22 weeks. It may be extended by the Board of Examiners with the consent of the topic setter by a maximum of four weeks.

(5) A list of the resources used must be appended to the thesis. When submitting their thesis, students must assert in writing that they have completed the work independently and without the use of any other aids or resources than those indicated, and all passages that have been quoted verbatim or paraphrased from published or unpublished papers have been identified as such. Over and above this, a declaration must be given, and appended to the final thesis, that neither the thesis, nor excerpts from it, have already been used for another examination. Plagiarism is an attempt at deception in accordance with § 23 and any work containing it shall be graded as “not-sufficient”.

(6) The thesis must be submitted to the Examination Office in two bound copies plus two copies in digital form by the deadline. If the thesis is not submitted in a timely manner or in the form required, then it shall be graded as “not-sufficient” (5.0). § 23 applies accordingly.

(7) The examiners must appraise and grade the thesis within two months of the date on which it was submitted.

(8) 30 CP are awarded for the successfully completed “Master’s Thesis” module.

(9) The module examination as per para. 8 is comprised of two assessments, which must be completed in the context of a final seminar: the “written work or thesis” contributes 80% of the grade for the module examination, whilst the corresponding “presentation” accounts for 20%.

(10) Notwithstanding § 20 para. 2, the grade for the “Master’s Thesis” module is calculated as a weighted, arithmetic average of the grades for both assessments as outlined in para. 9. When arriving at a grade for the “Master’s Thesis” module, only the first decimal place will be taken into account; all other decimal places will be disregarded without rounding. The grades are as follows:

For a grade average of	Designation
up to 1.5 and including	Very good = A
From 1.6 up to and including 2.5	Good = B

From 2.6 up to and including 3.5	Satisfactory = C
From 3.6 up to and including 4.0	Sufficient = D
From 4,1	Not Sufficient = F

(11) The “Master’s Thesis” module shall be deemed to have been passed if both assessments pursuant to para. 9 have each been graded as at least “sufficient”.

### § 28

#### Repetition of the Master’s Thesis Module

- (1) The “Master’s Thesis” module may be repeated once if it has or is deemed to have been graded as “insufficient”. In the process, both assessments must be completed again, pursuant to § 27 para. 9.
- (2) The “Master’s Thesis” module must be repeated within the framework of a final seminar during the following semester.
- (3) Once the “Master’s Thesis” module has been passed, it cannot be repeated.

### § 29

#### Overall Master’s Degree Grading (GPA)

- (1) The master’s degree shall be deemed to have been passed when all examinations during the program assessing the compulsory and the compulsory elective modules amounting to 90 CP in accordance with appendices 1 have been successfully completed and the “Master’s Thesis” module amounting to 30 CP has been graded as at least “sufficient”.
- (2) The overall grade of the master’s degree is the arithmetic average of the grades for all module examinations passed and the “Master’s Thesis” module weighted according to the credit points. When arriving at a final grade, only the first decimal place will be taken into account; all other decimal places will be disregarded without rounding.
- (3) If the average of the final grade is better than 1.3, then the classification “with distinction” shall be awarded.
- (4) The master’s degree is irrevocably failed if the second retake of a module examination, the third module examination in a seminar or the third module examination in a scientific project or the repetition of the “Master’s Thesis” module has been graded “not-sufficient” or is deemed to have been graded “not-sufficient”.

### § 30

#### Certificates and Confirmations

- (1) A certificate in English and a transcript in German will be issued for a successfully completed master’s degree. The certificate will contain the final grade, the subject and the grade awarded for the Master’s Thesis. The certificate shall bear the date on which the last assessment was carried out or the last module examination was completed. It must be signed by the chair of the Board of Examiners and the Dean of the Faculty and stamped with the Otto von Guericke University stamp.
- (2) An appendix to the certificate in English stamped with the university stamp together with a transcript in German will list all of the modules completed including the CP and grades awarded for them.
- (3) Together with the certificate, students shall receive a Diploma Supplement in the German and English language.

**§ 31**  
**Transcript of Records**

(1) Together with the certificate, students shall receive a transcript of records in English and a copy in German with the date of the certificate. This certifies the awarding of the title of “Master”.

(2) This record shall be signed by the Dean of the Faculty at Otto von Guericke University and stamped with the stamp of the Faculty of Economics and Management at Otto von Guericke University.

**V. Final Provisions**

**§ 32**  
**Review of Examinations**

(1) Within a particular period specified by the board of examiners, after completion of each module examination and at the beginning of the following semester, students may view their written examination scripts, the examiners’ assessments and the examination records. Outside of this period, access may only be granted upon written application to the Board of Examiners; the application must be justified and substantiated.

(2) After issuing of the certificate, written applications to the Board of Examiners to view an examination file must be made within a cut-off period of one year. The chairperson of the Board of Examiners will determine the time and place for reviewing the documents.

**§ 33**  
**Invalidity of Examination**

(1) If a student has cheated in an examination or influenced his or her result through the use of unauthorized aids, and this becomes known after the degree has been awarded, the board of examiners is authorized to declare an examination to have been failed either partially or in its entirety.

(2) If the conditions for admission to the module examination were not met but without any intentional deception, and this only becomes known after the degree has been awarded, the deficiency shall be deemed to have been righted if the examination was passed. If a student has deliberately used unfair means to gain admission, the board of examiners, taking into consideration relevant legal regulations, will decide as to the revocation of any unlawful administrative acts.

(3) Prior to such a decision, the student concerned is to be given the opportunity to make a statement on the matter to the Board of Examiners.

(4) The incorrect certificate must be recovered and replaced by a correct certificate or confirmation in accordance with § 18 paragraph 5. No decision may be made pursuant to paragraphs 1 and 2 after a period of five years has elapsed. In the event that the examination certificate is revoked without replacement, the holder must be stripped of his/her academic degree and the record recovered.

**§ 34**  
**Validity and Effective Date of Regulations**

(1) The provisions of these study and examination regulations apply to all students who enroll for the first time on the master’s program as named in § 1 of these regulations at Otto von Guericke University Magdeburg from the 2019/2020 winter semester.

(2) These study and examination regulations shall enter into force following approval by the President on the day after they are published in the official announcements of Otto von Guericke University.

Issued by virtue of the resolution of the Faculty Council of the Faculty of Economics and Management dated 26.06.2019 and the resolution of the Senate of Otto von Guericke University Magdeburg dated 10.07.2019.

Magdeburg, 17.07.2019

Prof. Dr.-Ing. Jens Strackeljan

President  
of Otto von Guericke University Magdeburg

**Appendix 1.1: Study- and Examination Schedule International Management, Marketing, Entrepreneurship (example 1)**  
**Study start winter semester**

Nr.	Modules	1. Semester (WS)			2. Semester (SS)			3. Semester (WS)			4. Semester (SS)		
		SHS	AT	CP	SHS	AT	CP	SHS	AT	CP	SHS	AT	CP
<b>1.</b>	<b>Compulsory Modules</b>												
1.1	International Corporate Strategy	2V+2Ü	K60	5									
1.2	Business Decision Making	2V+1Ü	K60	5									
1.3	Marketing Methods & Analysis				2V+2Ü	K60	5						
<b>2.</b>	<b>Compulsory Elective Modules</b>												
<b>2.1</b>	<b>Specialization A</b>												
2.1.1	Modul A1	*	*	5									
2.1.2	Modul A2				*	*	5						
2.1.3	Seminar				2S+*	P, H+*	10						
2.1.4	Scientific Project							2S+*	*	15			
<b>2.2</b>	<b>Specialization B</b>												
2.2.1	Modul B1	*	*	5									
2.2.2	Modul B2	*	*	5									
2.2.3	Modul B3				*	*	5						
2.2.4	Modul B4							*	*	5			
2.2.5	Modul B5							*	*	5			
<b>3.</b>	<b>Elective Modules</b>												
3.1	Elective Modul I	*	*	5									
3.2	Elective Modul II				*	*	5						
3.3	Elective Modul III							*	*	5			
<b>4.</b>	<b>Master Thesis</b>												<b>30</b>
4.1	Master Thesis Seminar										2S	P	
4.2	Written Thesis Paper											H	
	<b>Total</b>	<b>~23</b>		<b>30</b>	<b>~20</b>		<b>30</b>	<b>~16</b>		<b>30</b>	<b>2</b>		<b>30</b>

## Appendix 1.2: Study- and Examination Schedule International Management, Marketing, Entrepreneurship (example 2)

Study start winter semester

Nr.	Modules	1. Semester (WS)			2. Semester (SS)			3. Semester (WS)			4. Semester (SS)		
		SHS	AT	CP	SHS	AT	CP	SHS	AT	CP	SHS	AT	CP
<b>1.</b>	<b>Compulsory Modules</b>												
1.1	International Corporate Strategy	2V+2Ü	K60	5									
1.2	Business Decision Making	2V+1Ü	K60	5									
1.3	Marketing Methods & Analysis				2V+2Ü	K60	5						
<b>2.</b>	<b>Compulsory Elective Modules</b>												
<b>2.1</b>	<b>Specialization A</b>												
2.1.1	Modul A1	*	*	5									
2.1.2	Modul A2	*	*	5									
2.1.3	Modul A3				*	*	5						
2.1.4	Modul A4							*	*	5			
2.1.5	Seminar				2S+*	P, H+*	10						
<b>2.2</b>	<b>Specialization B</b>												
2.2.1	Modul B1	*	*	5									
2.2.2	Modul B2				*	*	5						
2.2.3	Modul B3							*	*	5			
2.2.4	Modul B4							*	*	5			
2.2.5	Scientific Project							2S+*	*	15			
<b>3.</b>	<b>Elective Modules</b>												
3.1	Elective Modul I	*	*	5									
3.2	Elective Modul II				*	*	5						
<b>4.</b>	<b>Master Thesis</b>												<b>30</b>
4.1	Master Thesis Seminar										2S	P	
4.2	Written Thesis Paper											H	
	<b>Total</b>	<b>~23</b>		<b>30</b>	<b>~20</b>		<b>30</b>	<b>~16</b>		<b>30</b>	<b>2</b>		<b>30</b>

**Appendix 2.1: Study- and Examination Schedule International Management, Marketing, Entrepreneurship (example 1)**  
**Study start summer semester**

Nr.	Modules	1. Semester (SS)			2. Semester (WS)			3. Semester (SS)			4. Semester (WS)		
		SHS	AT	CP	SHS	AT	CP	SHS	AT	CP	SHS	AT	CP
<b>1.</b>	<b>Compulsory Modules</b>												
1.1	International Corporate Strategy				2V+2Ü	K60	5						
1.2	Business Decision Making				2V+1Ü	K60	5						
1.3	Marketing Methods & Analysis	2V+2Ü	K60	5									
<b>2.</b>	<b>Compulsory Elective Modules</b>												
<b>2.1</b>	<b>Specialization A</b>												
2.1.1	Modul A1	*	*	5									
2.1.2	Modul A2	*	*	5									
2.1.3	Seminar				2S+*	P, H+*	10						
2.1.4	Scientific Project							2S+*	*	15			
<b>2.2</b>	<b>Specialization B</b>												
2.2.1	Modul B1	*	*	5									
2.2.2	Modul B2	*	*	5									
2.2.3	Modul B3				*	*	5						
2.2.4	Modul B4				*	*	5						
2.2.5	Modul B5							*	*	5			
<b>3.</b>	<b>Elective Modules</b>												
3.1	Elective Modul I	*	*	5									
3.2	Elective Modul II							*	*	5			
3.3	Elective Modul III							*	*	5			
<b>4.</b>	<b>Master Thesis</b>												<b>30</b>
4.1	Master Thesis Seminar										2S	P	
4.2	Written Thesis Paper											H	
	<b>Total</b>	<b>~24</b>		<b>30</b>	<b>~19</b>		<b>30</b>	<b>~16</b>		<b>30</b>	<b>2</b>		<b>30</b>

**Appendix 2.2: Study- and Examination Schedule International Management, Marketing, Entrepreneurship (example 2)**  
**Study start summer semester**

Nr.	Modules	1. Semester (SS)			2. Semester (WS)			3. Semester (SS)			4. Semester (WS)		
		SHS	AT	CP	SHS	AT	CP	SHS	AT	CP	SHS	AT	CP
<b>1.</b>	<b>Compulsory Modules</b>												
1.1	International Corporate Strategy				2V+2Ü	K60	5						
1.2	Business Decision Making				2V+1Ü	K60	5						
1.3	Marketing Methods & Analysis	2V+2Ü	K60	5									
<b>2.</b>	<b>Compulsory Elective Modules</b>												
<b>2.1</b>	<b>Specialization A</b>												
2.1.1	Modul A1	*	*	5									
2.1.2	Modul A2	*	*	5									
2.1.3	Modul A3				*	*	5						
2.1.4	Modul A4							*	*	5			
2.1.5	Seminar				2S+*	P, H+*	10						
<b>2.2</b>	<b>Specialization B</b>												
2.2.1	Modul B1	*	*	5									
2.2.2	Modul B2	*	*	5									
2.2.3	Modul B3				*	*	5						
2.2.4	Modul B4							*	*	5			
2.2.5	Scientific Project							2S+*	*	15			
<b>3.</b>	<b>Elective Modules</b>												
3.1	Elective Modul I	*	*	5									
3.2	Elective Modul II							*	*	5			
<b>4.</b>	<b>Master Thesis</b>												<b>30</b>
4.1	Master Thesis Seminar										2S	P	
4.2	Written Thesis Paper											H	
	<b>Total</b>	<b>~24</b>		<b>30</b>	<b>~19</b>		<b>30</b>	<b>~16</b>		<b>30</b>	<b>2</b>		<b>30</b>

## Study and Examination Schedule Key

For the scope and types of class as well as the form and scope of the examinations during the program, see module descriptions for the available modules.

CP	=	Credit Points	S	=	Seminar
APa	=	Academic Paper	SS	=	Summer semester
K60	=	Written examination lasting 60 minutes	SHW	=	Semester hours per week
O	=	Oral examination	T	=	Tutorial
P	=	Presentation	L	=	Lecture
AE	=	Assessment Type (Exam)	WS	=	Winter semester

## Appendix 2: Proof of English Language Skills for IMME

English language skills may be evidenced in one of the four following ways:

1. Proof of a valid language test listed here with the relevant minimum level:

<b>TOEFL</b>	ibt: 108 points
<b>IELTS</b>	7,0
<b>Cambridge Certificate in Advanced English</b>	Grade C
<b>Graduate Management Admission Test [GMAT]</b>	550 in total
<b>Graduate Record Examination [GRE]</b>	quantitative part: 148 and verbal part: 143
<b>UNlcert</b>	III or higher

2. Proof of at least 30 credit points (CP) according to the European Credit Transfer System (ECTS) in English–language modules from a study program of the European Union.
3. Applicants who hold a domestic university entrance qualification with an average grade in English of at least 10 points. The average grade is calculated from the arithmetic average of the four most recent half–yearly assessments. If, in addition, a final examination has been taken in the subject of English, then the arithmetic average will be calculated from the four most recent half–yearly assessments and the final examination.