

# CBS COURSE REGISTRATION FOR EXCHANGE STUDENTS **AT CAMPUS MAINZ**

## STEP BY STEP

1. Please indicate the number of ECTS credits you need for your semester abroad. You have to take at least 3 modules (18 ECTS) per semester, the maximum load is 5 modules (30 ECTS).
2. 1 ECTS credit equals a workload of approx. 25-30 contact + additional self-study hours.
3. As some classes may overlap or conflict, **always** choose an alternative module (2nd choice) for each of your first choices in **each** section.
4. The registration form must be **signed** by your current academic advisor **and** yourself.
5. Some modules require previous knowledge. Before selecting one of these modules, please make sure that you meet the pre-requisites.
6. We **recommend** every international student to take a German language course.
7. Any change must be approved by your academic advisor in your home institution. Courses can not be changed once this form has been approved by the sending institution and submitted to CBS.
8. Please add your course registration form to your Online application or send it via e-mail to **[international.office@cbs.de](mailto:international.office@cbs.de)**.

## Application Deadlines

Spring Term (January - June)	15th November
Fall Term (August - December)	15th May

## PLEASE NOTE

- Due to organizational reasons, we are not able to guarantee your placement into all of the chosen courses
- Modules contain 2 courses, which cannot be taken separately
- Each semester at CBS has 14 weeks of lectures + 2 week of exams

# COURSE REGISTRATION FORM

## FALL TERM 2021 (AUGUST – DECEMBER)

### BACHELOR OF ARTS PROGRAMS

Name: \_\_\_\_\_

- Exchange Student (Erasmus+ or other)       International Visiting Student

Amount of credits you have to take for your home institution

- 18 ECTS       24 ECTS       30 ECTS

Please select one of the three study programs below and then choose your preferred modules and courses in the range of **18 - 30 ECTS**. An overlapping selection between different programs is not possible. Additionally, you may opt for a voluntary German language course.

#### 1. INTERNATIONAL BUSINESS

Please select one specialization with 12 ECTS from the list below.

##### SPECIALIZATION MARKETING MANAGEMENT

##### MARKET INTELLIGENCE AND CUSTOMER BEHAVIOUR

- Consumer Psychology & Behaviour
- Integrative Case Study

6 ECTS

1<sup>st</sup> choice

2<sup>nd</sup> choice



##### MARKETING AND RELATIONSHIP MANAGEMENT

- Customer Relationship Management (CRM)
- Corporate & Customer Communication

6 ECTS



##### SPECIALIZATION FINANCIAL MANAGEMENT

##### FINANCIAL ANALYSIS

- Financial Analysis
- Integrative Case Study

6 ECTS



##### CAPITAL MARKETS

- New Age Financial Markets & Institutions
- Financial Instruments

6 ECTS



##### SPECIALIZATION DIGITAL MANAGEMENT (TO BE CONFIRMED IN APRIL 2021)

##### FUNDAMENTALS OF DIGITAL BUSINESS

- Digital Business Models
- Integrative Case Study

6 ECTS



##### DIGITAL ORGANIZATION

- Digital Work Environment & Leadership
- Agile Project Management

6 ECTS

**SPECIALIZATION HUMAN RESOURCE MANAGEMENT & LEADERSHIP  
(TO BE CONFIRMED IN APRIL 2021)**

**ACQUIRING TALENTS**

- Talent Acquisition
- Integrative Case Study

6 ECTS

1<sup>st</sup> choice

2<sup>nd</sup> choice

**DEVELOPING AND REWARDING TALENTS**

- Training and Development
- Reward Management

6 ECTS

In addition, please select at least one Business module from the list below.

**MACRO ECONOMICS**

- Macro Economics
- Applied Macro Economics

6 ECTS

**MANAGEMENT BETWEEN DIGITALIZATION AND GLOBALIZATION**

- Digital Management
- International Management

6 ECTS

**PERSONAL SKILLS**

(e.g. Persuasion and Negotiation / Business and Society)

2 ECTS

**DOING BUSINESS IN EUROPE**

4 ECTS

**2. INTERNATIONAL TOURISM MANAGEMENT**

**TOURISM SERVICE PROVIDERS**

- Aviation Management
- Hotel Business Operations

6 ECTS

**MACRO ECONOMICS**

- Macro Economics
- Applied Macro Economics

6 ECTS

**STRATEGIC AND INTERNATIONAL MANAGEMENT**

- Strategic Management
- International Management

6 ECTS

**SOCIAL SCIENCE BASICS**

- Introduction to Social Science
- Empirical Social Research

6 ECTS

**PERSONAL SKILLS**

(e.g. Persuasion and Negotiation / Business and Society)

2 ECTS

**DOING BUSINESS IN EUROPE**

4 ECTS

### 3. BUSINESS PSYCHOLOGY

		1 <sup>st</sup> choice	2 <sup>nd</sup> choice
<b>PSYCHOLOGY AND THE WORKPLACE</b> <ul style="list-style-type: none"><li>• Social Psychology and The Workplace</li><li>• Organisational Psychology</li></ul>	<b>6 ECTS</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>MACRO ECONOMICS</b> <ul style="list-style-type: none"><li>• Macro Economics</li><li>• Applied Macro Economics</li></ul>	<b>6 ECTS</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>STRATEGIC AND INTERNATIONAL MANAGEMENT</b> <ul style="list-style-type: none"><li>• Strategic Management</li><li>• International Management</li></ul>	<b>6 ECTS</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>SOCIAL SCIENCE BASICS</b> <ul style="list-style-type: none"><li>• Introduction to Social Science</li><li>• Empirical Social Research</li></ul>	<b>6 ECTS</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>PERSONAL SKILLS</b> (e.g. Persuasion and Negotiation / Business and Society)	<b>2 ECTS</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>DOING BUSINESS IN EUROPE</b>	<b>4 ECTS</b>	<input type="checkbox"/>	<input type="checkbox"/>

## GERMAN LANGUAGE COURSES FOR INTERNATIONAL STUDENTS (OPTIONAL)

**GERMAN LANGUAGE COURSE** - please indicate your level of knowledge

**4 ECTS**

- Beginner       Intermediate       Advanced

### I have studied German

- never before  
 for less than one year  
 for about 1 year  
 for more than 2 years

**Will the credits for German class be recognized at your university?**

Yes

No

\_\_\_\_\_  
Student's signature

\_\_\_\_\_  
Date

### SENDING INSTITUTION

We confirm that the proposed course registration including all alternative courses is approved.

\_\_\_\_\_  
Signature Departmental coordinator

\_\_\_\_\_  
Date

\_\_\_\_\_  
Stamp