

CBS COURSE REGISTRATION FOR EXCHANGE STUDENTS **AT CAMPUS COLOGNE**

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. As some classes may overlap or conflict, always choose an alternative module (2nd choice) for each of your first choices in each section.
3. You can select modules from EITHER Sections 1 + 2 OR Sections 1 + 3.
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 (see courses marked by *).
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.
9. Students who stay for more than one semester need to submit a new course registration form each semester by the deadlines given below.

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 weeks of exams

COURSE REGISTRATION FORM

FALL TERM 2021 (AUGUST – DECEMBER)

BACHELOR OF ARTS PROGRAMS

Name:

Home University:

Amount of credits you have to take for your home institution

18 ECTS

24 ECTS

30 ECTS

SECTION 1: MODULES FOR INTERNATIONAL STUDENTS

21ST CENTURY MANAGEMENT & LEADERSHIP ESSENTIALS

6 ECTS 1st choice 2nd choice

- Organizational Development
- Next Generation Leaders

MARKETING AND THE VALUE CHAIN

6 ECTS 1st choice 2nd choice

- Supplier Relationship Management
- Cost Management Along the Value Chain

ADVANCED STUDY SKILLS

6 ECTS 1st choice 2nd choice

- Presentation Skills
- Academic Writing

EUROPEAN POLITICS AND ECONOMY

6 ECTS 1st choice 2nd choice

- The European Business Environment
- International Politics and Institutions

THE EUROPEAN POLITICAL FRAMEWORK

6 ECTS 1st choice 2nd choice

- EU Law and Institutions
- EU Politics

INTERCULTURAL MANAGEMENT AND INTERNATIONAL POLITICS

6 ECTS 1st choice 2nd choice

- Intercultural Management
- International Politics

DESTINATION SERVICES*

6 ECTS 1st choice 2nd choice

- Destination Management
- Tourism Politics

* Prerequisite: Tourism Management and Geography, Tourism Service Provides

INTERNATIONAL MANAGEMENT

6 ECTS 1st choice 2nd choice

- International Human Resource Management
- International Marketing

MEDIA AND CONSUMER PSYCHOLOGY

6 ECTS 1st choice 2nd choice

- Media Psychology
- Consumer Psychology

PLEASE SELECT MODULES ONLY FROM EITHER SECTION 2 OR SECTION 3

SECTION 2A: SEMESTER 2 – BUSINESS MODULES

MICRO ECONOMICS

- Micro Economics I
- Applied Micro Economics

6 ECTS 1st choice 2nd choice

SUPPLY AND STRATEGY MANAGEMENT

- Supply Management
- Strategic Management

6 ECTS 1st choice 2nd choice

INTRODUCTION TO FINANCE

- Finance
- Applied Finance

6 ECTS 1st choice 2nd choice

MARKET RESEARCH AND COST ACCOUNTING

- Market Research
- Cost Accounting

6 ECTS 1st choice 2nd choice

SECTION 2B: SEMESTER 4 – BUSINESS AND SPECIALIZATION MODULES

CORPORATE TAX AND MANAGEMENT INFORMATION

- Corporate Tax
- Management and Information Systems

6 ECTS 1st choice 2nd choice

FINANCIAL MANAGEMENT

- Concepts of Value and Risk
- Applied Financial Management

6 ECTS 1st choice 2nd choice

GLOBAL MANAGEMENT

- Global Supply Chain Management
- Strategies of Multinational Enterprises

6 ECTS 1st choice 2nd choice

DIGITAL MARKETING

- Online and Social Media Marketing
- Search Engine Marketing

6 ECTS 1st choice 2nd choice

SEMESTER 6 MODULES WILL ONLY HAVE 7 WEEKS OF CLASSES DURING THE FIRST HALF OF THE SEMESTER

SECTION 2C: SEMESTER 6 – SPECIALIZATION MODULES

ORGANIZATIONAL AND ENTREPRENEURIAL CONSULTING*

- Organizational Behavior
- Entrepreneurship

6 ECTS 1st choice 2nd choice

*Prerequisite: Business Strategy and Supply Management, basic knowledge of Consulting methods

SUSTAINABLE AND STRATEGIC FINANCE	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Ethics in Finance • Strategic Management in Banking and Finance 			
*Prerequisite: At least two courses of Financial Management			

PROMOTING AND SELLING IN MODERN MARKETING	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Product and Price Strategies • Sales Excellence 			
*Prerequisite: Supplier Relationship Management and Cost Management			

PLEASE ONLY SELECT ONE INTEGRATIVE CASE STUDY!

SECTION 3: SEMESTER 3 – BUSINESS AND SPECIALIZATION MODULES

MACRO ECONOMICS	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Macro Economics • Applied Macro Economics 			

FUNDAMENTALS OF DIGITAL BUSINESS	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Digital Business Models • Integrative Case Study 			

DIGITAL ORGANIZATION	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Digital Work Environment and Leadership • Agile Project Management 			

FINANCIAL ANALYSIS*	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Financial Analysis • Integrative Case Study 			
* Prerequisite: Financial Accounting and Introductory Finance course			

CAPITAL MARKETS	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Financial Markets and Institutions • Financial Instruments 			

ACQUIRING TALENTS	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Talent Acquisition • Integrative Case Study 			

DEVELOPING AND REWARDING TALENTS	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • Training and Development • Reward Management 			

FUNDAMENTALS OF INTERNATIONAL TRADE	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • International Trade Theory and Policy • Integrative Case Study 			

INTERNATIONAL TRADE LAW AND MANAGEMENT	6 ECTS	1 st choice	2 nd choice
<ul style="list-style-type: none"> • International Trade Law • International Trade Management 			

FUNDAMENTALS OF MANAGEMENT CONSULTING* <ul style="list-style-type: none"> • Introduction to Management Consulting • Integrative Case Study <p>* Prerequisite: Strategic Management</p>	6 ECTS	1 st choice	2 nd choice
MANAGEMENT CONSULTING TECHNIQUES* <ul style="list-style-type: none"> • Consulting Tools and Methods • Agile Project Management <p>* Prerequisite: Management Consulting Basics</p>	6 ECTS	1 st choice	2 nd choice
MARKET INTELLIGENCE AND CUSTOMER BEHAVIOUR <ul style="list-style-type: none"> • Consumer Psychology and Behaviour • Integrative Case Study 	6 ECTS	1 st choice	2 nd choice
MARKETING AND RELATIONSHIP MANAGEMENT <ul style="list-style-type: none"> • Customer Relationship Management • Corporate and Customer Communication <p>* Prerequisite: Introductory Marketing course</p>	6 ECTS	1 st choice	2 nd choice
SOCIAL SCIENCE BASICS <ul style="list-style-type: none"> • Introduction to Social Science • Empirical Social Research 	6 ECTS	1 st choice	2 nd choice
STRATEGIC AND INTERNATIONAL MANAGEMENT <ul style="list-style-type: none"> • Strategic Management • International Management 	6 ECTS	1 st choice	2 nd choice
TOURISM SERVICE PROVIDERS* <ul style="list-style-type: none"> • Aviation Management • Hotel Business Operations <p>* Prerequisite: Introductory Tourism/Hospitality Management course</p>	6 ECTS	1 st choice	2 nd choice
PSYCHOLOGY AND THE WORKPLACE <ul style="list-style-type: none"> • Social Psychology and the Workplace • Organisational Psychology 	6 ECTS	1 st choice	2 nd choice
MANAGEMENT BETWEEN DIGITALIZATION AND GLOBALIZATION <ul style="list-style-type: none"> • Digital Management • International Management 	6 ECTS	1 st choice	2 nd choice
FINANCIAL REPORTING AND ANALYSIS* <ul style="list-style-type: none"> • Financial Reporting and Analysis • Integrative Case Study <p>* Prerequisite: Financial Accounting and Introductory Finance course</p>	6 ECTS	1 st choice	2 nd choice

GERMAN LANGUAGE COURSES FOR INTERNATIONAL STUDENTS (6 ECTS)

I would like to attend a German language course at CBS

Yes No

The credits for the German language course will be recognized at my home university

Yes No

I have studied German

never before (No placement test during introduction week necessary)

for less than one semester (Placement test during introduction week necessary)

for more than one semester (Placement test during introduction week necessary)

Student's signature

Date

SENDING INSTITUTION

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

Signature Departmental coordinator Date

Stamp

(last update: March 2021)