



Master Program Law and Business

Module Handbook

2020/2021

(Stand: 31. März 2020)

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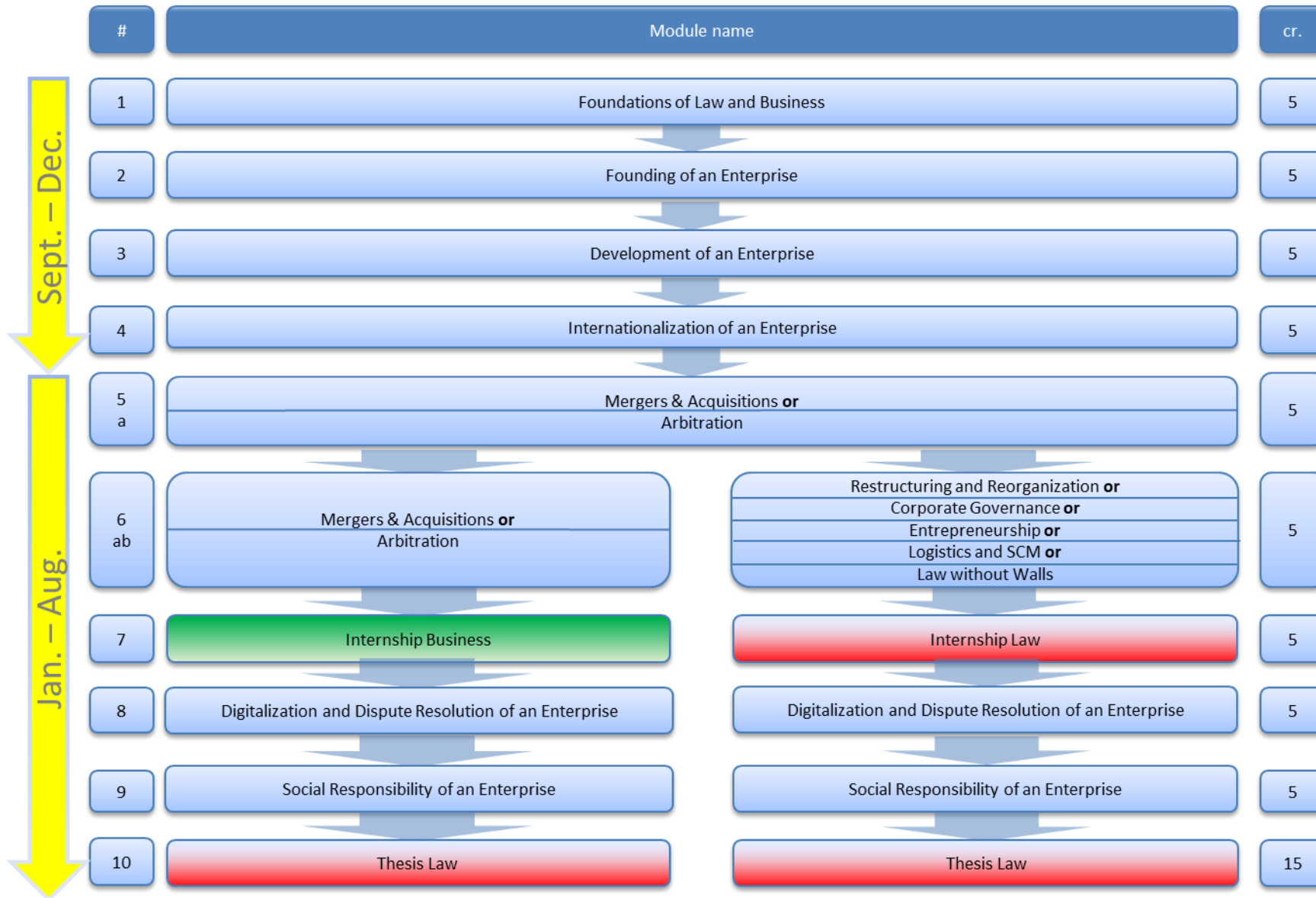
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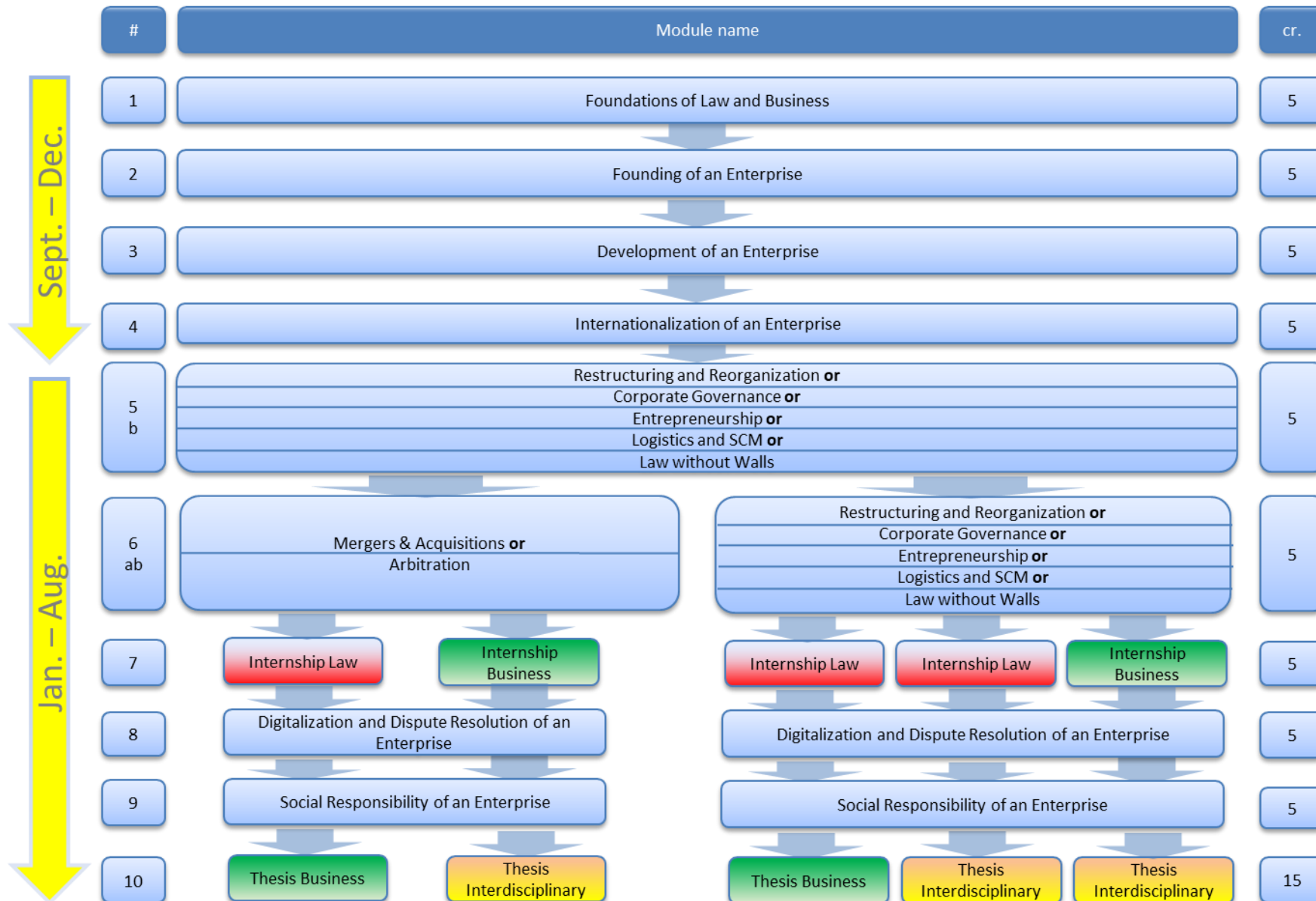
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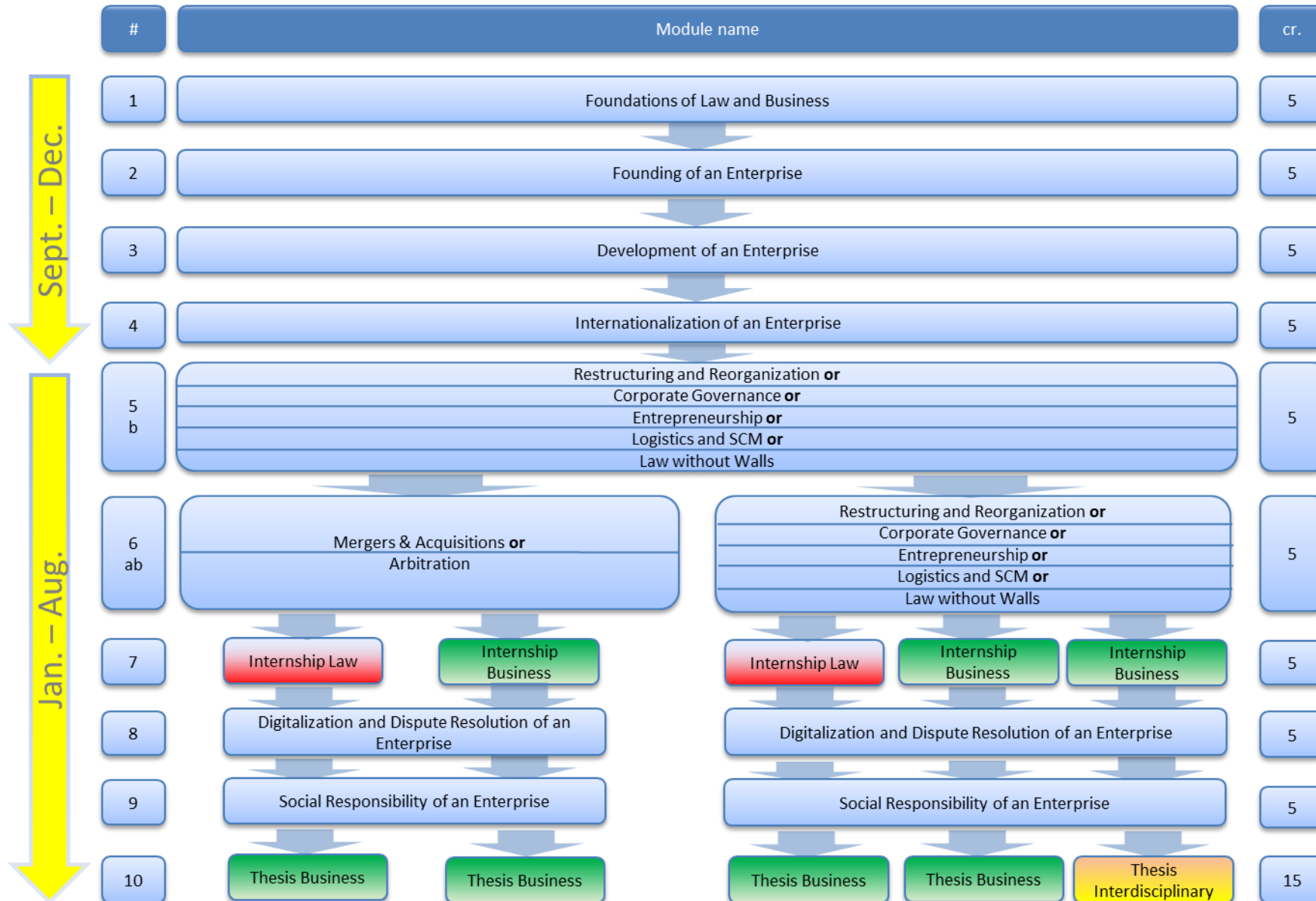
Degree Requirements for LLM (First Degree Law)



Degree Requirements for MLB (First Degree Law)



Degree Requirements for MLB (First Degree Business)



**Curriculumsübersicht:
Weiterbildender Masterstudiengang "Law and Business"**

Modul Nr.	Modul	ECTS-Leistungspunkte pro Studienabschnitt			Workload		Veranstaltungsform z.B. Vorlesung, Seminar	Prüfungsleistung des Moduls (Dauer in Min) sowie Prüfungsform	Gewicht für
		1. (Fall)	2. (Spring)	3. (Summer)	Stunden Präsenzstudium	Stunden Selbststudium			Gesamtpunkte
1	Foundations of Law and Business	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 55
2	Founding of an Enterprise	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 55
3	Development of an Enterprise	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 55
4	Internationalization of an Enterprise	5			50	100	Vorlesung	120 Min. Klausur (50%), Präsentation (50%)	5 / 55
5a/b	Elective (Law, Interdisciplinary)		5		50	100	Vorlesung	-----	5 / 55
6a/b	Elective (Law, Interdisciplinary)		5		50	100	Vorlesung	-----	5 / 55
	5/6a(1) Arbitration						Vorlesung	90 Min. Klausur (50%), Case Study (50%)	5 / 55
	5/6a(2) Mergers & Acquisitions						Vorlesung	Written Assignment (100%)	5 / 55
	5/6b(1) Restructuring and Reorganization						Vorlesung	120 Min. Klausur (50%), Präsentation (50%)	5 / 55
	5/6b(2) Logistics and Supply Chain Management						Vorlesung	120 Min. Klausur (80%), Case Study (20%)	5 / 55
	5/6b(3) Entrepreneurship and Innovation Management						Vorlesung	120 Min. Klausur (50%), Präsentation (50%)	5 / 55
	5/6b(4) Corporate Governance and Compliance						Vorlesung	60 Min. Klausur (40%), Präsentation (40%), Mündliche Prüfung (20%)	5 / 55
	5/6b(5) Law without Walls						Projekt	Vorbereitung und Präsentation des "Project of Worth" (100%)	5 / 55
7	Internship (Law/Business)		5			150	Praktikum	Bericht und Teilnahmebescheinigung	-
8	Digitalization and Dispute Resolution of an Enterprise			5	50	100		120 Min. Klausur (75%), Präsentation (25%)	5 / 55
9	Social Responsibility of an Enterprise			5	50	100		120 Min. Klausur (100%), Teilnahmebescheinigung Sozialprojekt	5 / 55
10	Thesis		5	10		450	Thesis	Thesis	15 / 55
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Foundations of Law and Business

No./ Code of module	1
Name of module	Foundations of Business
Semester or Trimester	Fall Session
Duration of the module	One session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Foundations of Law Cost Accounting Financial Reporting Managerial Economics
Frequency of module offer	Once a year
Prerequisites	According to § 3 Enrolment Regulations
Applicability of module for other modules and study programmes	Prerequisite for all further modules
Person responsible for module	Prof. Clifford Larsen
Name of the professor	Prof. Clifford Larsen Dr. Dr. Adem Koyuncu Prof. Dr. Jörn Axel Kämmerer Prof. Dr. Matthias Meyer Prof. Dr. Rolf Uwe Fülbier Prof. Dr. Alexander Wulf
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours / 100 self-study hours
Methods and duration of examination	Written exam, 3 hours
Emphasis of the grade for the final grade	9.4%

<p>Aim of course (expected learning outcomes and competencies to be acquired)</p>	<p>Students who have successfully participated in this module will be able to:</p> <ul style="list-style-type: none"> - differentiate between common law and civil law systems - apply sources of law analysis to individual fact patterns - determine how procedural law (including burdens of proof, role of judge v. attorney, choice of expert witnesses, pleading requirements, etc.) affects the substantive law rights and duties of parties - describe how different cost drivers and ways of computing product costs are appropriate for different purposes - explain the relationship between operating profit and net profit and demonstrate different methods for determining the breakeven point and target operating profit - analyze financial statements and draw conclusions about the economic position of the firm - use microeconomics to examine how the economy makes use of markets and other economic institutions to allocate the available resources in a way as to obtain the maximum well-being possible for society
<p>Contents of the module</p>	<ul style="list-style-type: none"> - Conflicts between and applicability of private law (contracts), national law and international law - Distinction between substantive and procedural law - Analysis of EU law relevant to the founding and development of an enterprise - Case analysis methodology - Key information provided by cost accounting and its use in rational decision-making and controlling activities - Institutional and conceptual framework of accounting; differentiation between national HGB- and international IFRS accounting - Decision-making of individuals in a world of scarce resources - Microeconomic theory as a tool to understand functioning of markets and development of social organizations - Market structures and nature of competition
<p>Teaching and learning methods</p>	<p>Interactive lectures Moot Court exercise Case analysis</p>

Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Moot court exercise Simultaneous team teaching from German and non-German lecturers
Literature (compulsory reading, recommended literature)	<p>McClurg, Koyuncu and Sprovieri, Practical Global Tort Litigation: United States, Germany and Argentina, Carolina Academic Press, 2007</p> <p>Bhimani, A./ Horngren, C. T./ Datar, S.M./Rajan, M.V. (2012): Management and Cost Accounting, 5th ed., Harlow (Prentice Hall). Chapt 2,5,8 - 10,12</p> <p>Alexander, David/Nobes, Christopher: Financial Accounting, An International Introduction, 6th ed., Harlow, Essex UK et al. 2016 (Pearson)</p> <p>Mankiw, N. G. Principles of Economics. 7 ed. Stamford: Cengage Learning, 2015. Chapter 1-3</p> <p>Cooter, R.D. & Schafer, H.B. Solomon's Knot. How Law Can End the Poverty of Nations. Princeton: Princeton University Press, 2012. Chapter 3: The Double Trust Dilemma</p>

Founding of an Enterprise

No./ Code of module	2
Name of module	Founding of an Enterprise
Semester or Trimester	Fall Session
Duration of the module	One session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Finance of Business Entities Entrepreneurship Financing Start-Ups
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1
Applicability of module for other modules and study programmes	Part of the theme of the life cycle of an enterprise (Modules 2-4)
Person responsible for module	Prof. Dr. Carsten Jungmann
Name of the professor	Prof. Dr. Carsten Jungmann Prof. Dr. Serden Ozcan Prof. Dr. Peter Witt
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours / 100 self-study hours
Methods and duration of examination	Written exam, 3 hours
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - evaluate and classify the criteria for the choice of specific business forms (especially

	<p>partnerships, stock corporations and companies with limited liability)</p> <ul style="list-style-type: none"> - analyze and compare liability rules and financing mechanisms in partnerships and incorporated entities - apply balance sheet tests regarding distributions to shareholders - write business plans to communicate effectively with partners and providers of capital - develop business and growth strategies and secure resources for the founding of an enterprise (e.g. building useful networks, negotiating with venture capital firms, business angels, etc.) - evaluate the suitability of different forms of financing for startups - design and customize articles of association of incorporated entities
Contents of the module	<ul style="list-style-type: none"> - Legal and practical concepts of companies/corporations and partnerships - Risks for shareholders/partners and creditors - Comparison of the limited liability concept in incorporate entities and the principle of joint and several liability in partnerships - Central problems and current topics of founding incorporated entities and corporate finance/the system of legal capital - Survey of the comparative legal infrastructure of financing high-risk and high-technology enterprises - Practical aspects of financing companies at various stages of their development, especially in the founding stages of start-ups - Analysis of the entrepreneurial process and the decision to be taken at each stage of the start-up development - Preparation of business plans - Advantages and disadvantages of different forms of financing for startups - Analysis of term sheet elements - Fundamentals of the venture capital industry
Teaching and learning methods	<p>Interactive lectures Group work</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<p>Business Game Interdisciplinary End-of-module Case Study</p>
Literature	<p>Lecture Notes & Statutory Provisions</p>

<p>(compulsory reading, recommended literature)</p>	<p>Schulz/Wasmeier, "Conducting Business in Germany/ Key Aspects of German Business Law", in: The Law of Business Organizations, pages 1 to 23 Schulz/Wasmeier, "The Legal Framework for Business Organizations in Germany ", in: The Law of Business Organizations, pages 24 to 30 Tremml/Buecker, "Recognized Forms of Business Organizations", in: Key Aspects of German Business Law", pages 23 to 28 Schulz/Wasmeier, "Stock Corporation (AG)", in: The Law of Business Organizations, pages 37 to 64 Gompers, P./Sahlman, W. (2002): Entrepreneurial Finance – A Casebook, New York. Kuemmerle, W. (1999): International Entrepreneurial Finance Overview, Harvard Business School, Case 9-899-148. Barney, J. (1991): Firm resources and sustained competitive advantage, in: Journal of Management, 17 (1), pp. 99-120. Brettel, M./Rudolf, M./Witt, P. (2005): Finanzierung von Wachstumsunternehmen, Wiesbaden. Dushnitsky, G., Guerini, M., Piva, E., & Rossi- Lamastra, C. (2016): Crowdfunding in Europe: determinants of platform creation across countries, in: California management review, 58(2), 44-71. Bance, A. (2004): Why and how to invest in private equity, EVCA research paper, Zaventem. Bruns, C./Meyer-Bullerdiel, F. (2003): Professionelles Portfoliomanagement, Stuttgart. Brettel, M./ Rudolf, M./ Witt, P. (2005): Finanzierung von Wachstumsunternehmen, Wiesbaden. Poser, T. (2003): The Impact of Corporate Venture Capital, p. 103-108 Chesbrough, H. (2002): Making sense of corporate venture capital, In: Harvard Business Review, 80 (3), pp. 4-11. Spinelli, Stephen/Adams, Robert (2016): New Venture Creation, Entrepreneurship for the 21st Century, Tenth Edition, Boston.</p>
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<u>Development of an Enterprise</u>	
No./ Code of module	3
Name of module	Development of an Enterprise
Semester or Trimester	Fall Session
Duration of the module	One session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Organization of Business Entities Capital Markets European Capital Markets Law
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1
Applicability of module for other modules and study programmes	Part of the theme of the life cycle of an enterprise (Modules 2-4)
Person responsible for module	Prof. Dr. Christoph Kumpan
Name of the professor	Prof. Dr. Thilo Kuntz Andreas Meier Prof. Dr. Christoph Kumpan
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours / 100 self-study hours
Methods and duration of examination	Written exam, 3 hours
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - conceptualize the organizational structures of incorporated entities as well as the separation of ownership and control

	<ul style="list-style-type: none"> - apply the special rules pertaining the groups of companies and analyze lifting the corporate veil situations - differentiate between different asset classes and explain investor's rationale to invest in a specific asset class - calculate present values and interest of investments - understand capital market unions and analyze the different regulatory concepts ensuring market efficiency and to understand the European and national enforcement strategies
Contents of the module	<ul style="list-style-type: none"> - central problems and current topics of corporate governance - personal liability of managing directors - piercing the corporate veil - the law of groups of companies and principles of corporate restructuring - introduction to the functioning and characteristics of capital markets - overview of asset classes (equities, bond market investments, hedge funds, commodities, real estate) - options and futures contracts, asset allocation, portfolio diversification - European legal acts (Market Abuse Directive/Regulation, Prospectus Directive, Takeover Directive, Transparency Directive) - supervision by ESMA and national supervisory authorities
Teaching and learning methods	<p>Interactive lectures Group work</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<p>Business Game Lecturers from both academe and practice</p>
Literature (compulsory reading, recommended literature)	<p>Bachmann, Gregor 'Renovating the German Private Limited Company', 9 German Law Journal (2008), pp 1063-68 Günther H. Roth/Peter Kindler 'The Spirit of Corporate Law', 2013 Marco Ventrizzo et al., 'Comparative Corporate Law', 2015 Stephan Harbarth 'From SPE to SMC: The German Political Debate on the Reform of the Small Company', ECFR 2015</p>

<u>Internationalization of an Enterprise</u>	
No./ Code of module	4
Name of module	Internationalization of an Enterprise
Semester or Trimester	Fall Session
Duration of the module	One session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Drafting of International Sales Contracts International Taxation International Trade and Investment
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1
Applicability of module for other modules and study programmes	Part of the theme of the life cycle of an enterprise (Modules 2-4)
Person responsible for module	Prof. Dr. Stefan Kröll
Name of the professor	Prof. Dr. Stefan Kröll Prof. Dr. Martin Jacob Prof. Dr. Natalia Ribberink
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours / 100 self-study hours
Methods and duration of examination	50% Written exam, 2 hours 50% Presentations
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - understand the relevant factors influencing contract drafting, in particular the will of the parties, the role of the applicable law and the risk allocation following from it on the basis of an international sales transaction

	<ul style="list-style-type: none"> - draft appropriate clauses for the most pressing commercial and legal issues in an international sales transaction. - understand the effect of international taxation on cross-border activities of multinational corporations - conceptualize the influence of international taxation to business decisions - understand the difference between legal and economic double taxation - outline the pattern of international trade and investment flows and analyse international trade and investment statistics - conceptualize approaches to international trade policy and explain different trade policy instruments
Contents of the module	<ul style="list-style-type: none"> - Drafting International Sales Contracts - Selecting the applicable law - Defining the obligations of the parties - Determining remedies for breach of contract - Tax types - Corporate and personal income taxes - National and international tax aspects - Taxation of globally active companies - Tax treatment of branches and subsidiaries - Cross-border financing of companies - Transfer pricing - Bases of jurisdiction for taxation - Double taxation - International trade policy and instruments - Forms of international trade - FDI theories and patterns, forms of FDI, FDI policy instruments - Risks in international investment and trade
Teaching and learning methods	<p>Interactive Lectures</p> <p>Group work, case studies, presentations</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	<p>Muller, Peter/Mullis, Alastair: The CISG, 2007</p> <p>Ferrari, Franco/Torsello, Marco: International Sales Law – CISG in a Nutshell, 2014</p> <p>Davies, Martin/Snyder, David: International Transactions in Goods: Global Sales in Comparative Context, 2014</p> <p>Model Tax Convention and Commentaries</p> <p>Principles relating to the examination of income allocation in the case of internationally affiliated enterprises</p>

	<p>(Administration Principles), The Federal Minister of Finance, letter of 23 February 1983 – IV C5 – S1341 -4/83 (Federal Tax Bulletin I 1983 p.218)</p> <p>Schanz, Deborah/Schanz, Sebastian: Business Taxation and Financial Decisions, 2011.</p> <p>Schreiber, Ulrich: International Company Taxation, 2013.</p>
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<u>Arbitration</u>	
No./ Code of module	5/6a
Name of module	Arbitration
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	-
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	All elective modules have an impact on the choice of other electives, the choice of the internship and the topic of the master's thesis
Person responsible for module	Prof. Clifford Larsen
Name of the professor	Prof. Clifford Larsen Prof. Dr. Stefan Kröll
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	50% Written exam, 1.5 hours 50% Case Studies
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - differentiate between various levels of applicable law and rules relating to arbitration - compare and contrast national arbitration regimes

	<ul style="list-style-type: none"> - draft arbitration agreements according to the needs of parties - design analytical tools to avoid ethical issues in arbitration - analyze court and arbitral decisions - detect all issues arising in an international arbitration fact pattern - decide arbitral situs issues
Contents of the module	<ul style="list-style-type: none"> - Nature, types, advantages, and disadvantages of arbitration - Comparative analysis of arbitration institutions worldwide - Kompetenz-Kompetenz and separability principles - Governing law issues: substantive contract, arbitral clause, arbitral procedure, conflicts - New York Convention: structure, coverage, conditions, reform suggestions - Arbitral situs issues - Arbitrator and counsel ethics and challenges - Recognition and enforcement of arbitral awards - Public policy and other defenses to the enforcement of arbitral awards
Teaching and learning methods	<p>Interactive lectures Case Studies Student presentations of case analyses Moot Court exercises</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Course taught by lecturers from different legal systems and who have played different roles in arbitration (counsel versus arbitrator).
Literature (compulsory reading, recommended literature)	<p>Gary Born, International Arbitration: Law and Practice (2012) Gary Born, International Commercial Arbitration Vol.1 (2009) Varady et al, International Commercial Arbitration: A Transnational Perspective, 6th Ed. 2015 Cases supplied in class C.M.V. Clarkson, Jonathon Hill, The Conflict of Laws, Oxford University Press</p>

Mergers & Acquisitions

No./ Code of module	5/6a
Name of module	Mergers & Acquisitions
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	Mergers & Acquisitions
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	All elective modules have an impact on the choice of other electives, the choice of the internship and the topic of the master's thesis
Person responsible for module	Dr. Nils Krause
Name of the professor	Dr. Nils Krause
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	100% Written assignment
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - evaluate mergers, takeovers and tactics: theories and evidence; who gains and at whose expense?

	<ul style="list-style-type: none"> - recommend acquisition methods when a target enterprise does not wish to be acquired and analyze takeover defenses - ascertain what information must be obtained in M&A transactions, then negotiate and draft acquisition agreements - analyze and implement legal tech developments to M&A transactions - incorporate business risk analysis to M&A transactions
Contents of the module	<ul style="list-style-type: none"> - Corporate Restructuring - Reasons for buying and selling businesses - Negotiating economic terms - Forms of combining transactions - Takeover defenses - Duties of boards of directors of purchaser and target - Negotiating and drafting the acquisition agreement - Financing of M&A transactions and the implications of tranching finance - Implications for a firm: payout policies, tax implications and clienteles
Teaching and learning methods	Interactive lectures
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	<p>Reading Recommendations:</p> <p>Brealey / Myers / Allen, 2011 (10th ed.), Lola Miranda Hale, Acquisition Analysis: Successfully Structuring an M&A Deal, ASPATORE 2008 WL 8444326 Seth E. Zuckerman, Practical Considerations when negotiating and structuring an M&A Deal, ASPATORE 2008 WL 8444331 Jeffrey M. Weiner, Due Diligence in M&A Transactions: A conceptual framework, ASPATORE 2010 WL 2515651 Frank A. Ciatto, Key Considerations for Counsel in today's Due Diligence Process, ASPATORE 2011 WI 2115897 Beinert / Burmeister / Tries, 2009, Mergers and Acquisitions in Germany, C.H. Beck,</p>

<u>Restructuring and Reorganization</u>	
No./ Code of module	5/6b
Name of module	Restructuring and Reorganization
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	Corporate Restructuring Strategy Restructuring and Insolvency Law
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	
Person responsible for module	Dr. Sven Prüfer
Name of the professor	Dr. Sven Prüfer Dr. Franz Bernhard Herding Dr. Jan-Alexander Huber
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	50% Written exam, 2 hours 50% Case study
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - ascertain the need to initiate insolvency proceedings and identify the underlying causes of corporate distress

	<ul style="list-style-type: none"> - integrate the effects of national and international insolvency law - develop a comprehensive restructuring plan including strategic, operational and financial plans - evaluate tools (mergers, spin-offs) for corporate portfolio management - redesign the value chain to return the enterprise to operational profitability
Contents of the module	<ul style="list-style-type: none"> - Reasons for initiating insolvency proceedings - Interaction between the insolvency administrator, the company and its creditors - Legal impact of standstills, fresh money, debtor warrant and debt-equity swaps for insolvent enterprises - The impact of international insolvency law on national proceedings - Causes of financial distress - Corporate and business strategy - Operational restructuring - Financial restructuring - Negotiating with corporate stakeholders, including debt and equity holders - Analysis and valuation of distressed firms, debt and equity securities - Common hedge fund strategies for investing in distressed firms
Teaching and learning methods	<p>Interactive Lectures Case study Group work</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	<p>Bain Brief: "Founder's Mentality: Barriers and pathways to sustainable growth": http://www.bain.com/publications/articles/founders-mentalitybarriers-and-pathways-to-sustainable-growth.aspx</p> <p>- Bain Compendium: "The Bain Micro Battles System": https://www.foundersmentality.com/wp-content/uploads/2018/04/BAIN_COMPENDIUM_The_Bain_Micro_Battles_System_3.0.pdf</p> <p>- Founder's Mentality Blog: https://www.foundersmentality.com/</p>

	<p>- HBR article on Founder's Mentality: https://hbr.org/2016/03/founder-ledcompanies-outperform-the-rest-heres-why - http://www.bain.com/publications/capability-insights/performanceimprovement.aspx Cases: The American Airlines – US Airways Manager, 2016, ICMR, 316-0252-1 Restructuring Navigator Gas Transport Plc, Harvard Business Case, 9-207-092 Karstadt Warenhaus GMBH: Do Department Stores Have a Future, IVEY Publishing, 9B15M089 Air India: Maharaja in Dept Trap, Indian School of Business, February 2018, ISB101</p>
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<u>Logistics and Supply Chain Management</u>	
No./ Code of module	5/6b
Name of module	Logistics and Supply Chain Management
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	Logistics and Supply Chain Management Legal Issues of Supply and Distribution (Chains)
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	All elective modules have an impact on the choice of other electives, the choice of the internship and the topic of the master's thesis
Person responsible for module	Prof. Dr. Stephan Wagner
Name of the professor	Prof. Dr. Stephan Wagner Prof. Dr. Karsten Thorn
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	80% Written exam, 2 hours 20% Case Study
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - analyze firms' supply and demand uncertainties

	<ul style="list-style-type: none"> - derive strategic priorities for firms' supply chain strategies and activities - understand different approaches to supply chain optimization - understand the impact of Industry 4.0 and digitalization on supply chain management and purchasing - identify risks arising from business interruption and create mechanisms to sense and respond to supply chain disruptions - sense and design mitigation strategies to sustainability issues, including supplier misconduct, environmental issues - differentiate between different types of supply or distribution agreements, i.e. short-term relationships such as sales contracts and long-term relationships such as supply or distribution agreements - draft sales contracts with the help of patterns such as the CISG and INCOTERMS
Contents of the module	<p>Supply Chain Strategy and Design:</p> <ul style="list-style-type: none"> - Supply chain entities and processes - Phases of supply chain management - Trends driving supply chain management - Strategic fit between supply chain and competitive strategy - Drivers of supply chain performance - Channels of distribution - Evaluating distribution networks: Cost and customer service - Design options for distribution networks - Factors influencing supply chain network designs - Specifying supply chain networks - Basic models for supply chain network design/optimization - Characteristics and types of logistics services - Digitalization and 'Industry 4.0' <p>Blockchain</p> <ul style="list-style-type: none"> - Additive manufacturing - The importance of coordination and the bullwhip effect <p>Purchasing and Supply Management:</p> <ul style="list-style-type: none"> - Factors that have increased the important of strategic sourcing - Impact of supply management on financial results - Outsourcing: make v. buy - Kraljic's supply matrix

	<ul style="list-style-type: none"> - Buyer-supplier relationships - Management of the supplier base - Supplier development and integration - Purchasing and supplier controlling - Total cost of ownership - Global sourcing: benefits and disadvantages <p>Legal Issues of Supply and Distribution:</p> <ul style="list-style-type: none"> - types of sales and distribution agreements - international conventions and trade terms - CISG and INCOTERMS
Teaching and learning methods	<p>Interactive lectures Case study Group work</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<p>Guest speaker and/or field trip</p>
Literature (compulsory reading, recommended literature)	<p>Case studies:</p> <ul style="list-style-type: none"> – Airbus and A380 – 7-Eleven – Lego – Cabinet OneTwo – Blockchain – Chrysler Group <p>Recommended Textbooks</p> <p>Chopra, Sunil and Meindl, Peter (2016): Supply Chain Management: Strategy, planning, and operation, 6th edition, Upper Saddle River, NJ: Pearson Education</p> <p>van Weele, Arjan J. (2018): Purchasing and Supply Chain Management, 7th edition, Andover: Cengage Learning</p> <p>Grant, David B./Trautrim, Alexander/Wong, Chee Yew (2015): Sustainable Logistics and Supply Chain Management, revised edition, London: Kogan Page</p> <p>Ustundag, Alp, Cevikcan, Emre (2018): Industry 4.0: Managing The Digital Transformation Cham: Springer International Publishing</p>

<u>Entrepreneurship and Innovation Management</u>	
No./ Code of module	5/6b
Name of module	Entrepreneurship and Innovation Management
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	Corporate Entrepreneurship and Innovation Management Social Entrepreneurship and Social Innovation Practical Cases of Startup Legal Advice
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	All elective modules have an impact on the choice of other electives, the choice of the internship and the topic of the master's thesis
Person responsible for module	Prof. Dr. Peter Witt
Name of the professor	Prof. Dr. Peter Witt Prof. Dr. Christina Günther Yamila Eraso, LL.M.
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	50% Presentation 50% Written exam, 2 hours
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - manage and organize innovation processes

	<ul style="list-style-type: none"> - formulate innovation strategies - understand the opportunities, challenges and issues faced by social entrepreneurs - understand the mechanisms and tensions associated with (founding and operating) a social business - determine the strategy to solve practical legal matters arising at early stage businesses from an entrepreneur or an investor perspective
Contents of the module	<ul style="list-style-type: none"> - Corporate entrepreneurship, innovation management, and corporate venturing - Managing and organizing innovation processes - Instruments for innovation controlling - Purpose of social enterprises and how they differ from traditional commercial enterprises - Design thinking for social innovation - Measuring impact of social entrepreneurs - Capitalization table set up and management - Deal negotiations between founders and investors - Recognition of issues commonly jeopardizing early-stage deals - Investment rounds documentation specific implication of economic and corporate governance questions
Teaching and learning methods	<ul style="list-style-type: none"> Interactive lectures Group work Case studies Presentation
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	<p>Trott, Paul (2012): Innovation Management and New Product Development, Fifth Edition, Financial Times Prentice Hall, Harlow.</p> <p>Cases provided in class</p>

<u>Corporate Governance and Compliance</u>	
No./ Code of module	5/6b
Name of module	Corporate Governance and Compliance
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	Corporate Governance and Compliance Legal Aspects of Corporate Governance
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	All elective modules have an impact on the choice of other electives, the choice of the internship and the topic of the master's thesis
Person responsible for module	Dr. Carsten Jungmann
Name of the professor	Prof. Dr. Carsten Jungmann Prof. Dr. Christian Andres
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	40% Presentation 40% Written exam, 1 hour 20% Oral exam
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - differentiate between the impacts of various approaches in organizing ownership and control rights, especially for the shareholders

	<ul style="list-style-type: none"> - analyze conflicts of interest within the firm and recognize options for dealing with these issues - identify principal agent conflicts, contrast the role of (other) stakeholders and develop mechanisms to overcome such conflicts - judge to what extent corporate governance codes are legally and/or factually binding - put up criteria for diversity and competence in boards - appraise the responsibilities and potential liabilities of board members - determine whether corporate remuneration is excessive
Contents of the module	<ul style="list-style-type: none"> - Definition and theories of corporate governance - Legal regulations of corporate governance - Corporate governance codes - Shareholders as monitors - Legal responsibility and liability of the Management Board - Auditors: institutionalized external monitoring - Supervisors: institutionalized internal monitoring - Performance criteria for Boards - Directors' remuneration - Classifications of corporate governance systems: market-based v. bank based, insider v. outsider systems, - The relationship of corporate governance to legal families (common law versus various versions of civil law) - Measures of investor protection - The link between investor protection and external finance - Political ideology and electoral system determinants of corporate governance - Liberal market economies and coordinated market economies and their influence on corporate governance
Teaching and learning methods	<ul style="list-style-type: none"> Interactive lectures Group work Case studies Presentation
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Distinguished guest speaker on a current compliance topic

<p>Literature (compulsory reading, recommended literature)</p>	<p>Case Studies:</p> <p>A: Enron (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 67-80).</p> <p>B: Eurotunnel (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 108-123).</p> <p>C: Polly Peck (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 40-52).</p> <p>D: Parmalat (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 95-105).</p> <p>E: Maxwell (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 25-38).</p> <p>Reading Assignments</p> <ol style="list-style-type: none"> 1. Ulrich Steger and Wolfgang Amann, Corporate Governance: How to Add Value (John Wiley & Sons, 2008), pages 3-18. 2. Christine A. Mallin, Corporate Governance (Oxford University Press, 2016), pages 15-25 (= chapter 2). 3. Harald Baum, "Change of Governance in Historic Perspective: The German Experience", in: Klaus J. Hopt et al. (eds.), Corporate Governance in Context (Oxford University Press, 2005), pages 19-27. 4. Frank Wooldridge and Liam Davies, "The German Corporate Governance Code", in: Journal of Business Law 2010, pages 723-733. 5. Kenneth A. Kim, John R. Nofsinger and Derek J. Mohr, Corporate Governance (Pearson Prentice Hall, 2010), pages 95-110 (= chapter 7). 6. Christine A. Mallin, Corporate Governance (Oxford University Press, 2016), pages 108-135 (= chapter 6). 7. Paul L. Davies, "Enron and Corporate Law Reform in the UK and the European Community", in: Klaus J. Hopt et al. (eds.), Corporate Governance in Context (Oxford University Press, 2005), pages 177-186.
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<u>Law without Walls</u>	
No./ Code of module	5/6b
Name of module	Law without Walls
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Elective
If necessary courses of the module	-
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-4
Applicability of module for other modules and study programmes	All elective modules have an impact on the choice of other electives, the choice of the internship and the topic of the master's thesis
Person responsible for module	Prof. Clifford Larsen
Name of the professor	Prof. Clifford Larsen
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours for the attendance at the opening convocation, development of the project within the team, virtual meetings 1-2 times/week between January and April, presentation of the project at the ConPosium at the University of Miami Law School
Methods and duration of examination	Presentation of the "Project of Worth" at the Law without Walls ConPosium at Miami Law School
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to:

	<ul style="list-style-type: none"> - analyze a problem at the intersection of law, business, and technology - perform research on the problem - conduct interviews with business and legal leaders in order to gain insights on the problem - draft and propose a creative solution to that problem - create a business plan that effectively illustrates how the proposed solution will be financed - film a marketing video on the proposed solution - present the proposed solution to a large audience
Contents of the module	<p>LWOW is a team-based experiential method of learning and occurs in three phases over four months. Students will be teamed up with participants from 30 law and business schools around the world and with academic, business, entrepreneur, and legal mentors. Over a period of four months, teams working virtually and in-person will identify a problem related to law and create a business plan for a solution (often a legal startup). After narrowing down the challenge to a manageable-sized problem, the team's charge is to create a solution to the problem (along with a prototype, business case, and commercial) and then present that solution to the LWOW community.</p>
Teaching and learning methods	<p>Group work with the professor and independently Individual research Interviews Project Management Presentations</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<p>Regular virtual team meetings throughout the 4-month period of the project, application of individual research to the group project, working with a shadow team to obtain feedback on the team's own work, overcoming of cultural barriers within teams, presentation of the group project before a large audience and to an international jury of lawyers, businesspeople and technology experts</p>

Literature (compulsory reading, recommended literature)	Law without Walls Handbook, research reports, background readings on the research topic
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<u>Internship</u>	
No./ Code of module	7
Name of module	Internship
Semester or Trimester	Spring Session
Duration of the module	150 hours
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	-
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-6
Applicability of module for other modules and study programmes	Establishes the practical interrelationship of law and business as compared to the academic and research modules of the program.
Person responsible for module	Prof. Clifford Larsen together with Peter Theunert (Head of LLM/MLB Career Service)
Name of the professor	Prof. Clifford Larsen together with Peter Theunert (Head of LLM/MLB Career Service)
Language of teaching	English or German (if the internship takes place in German)
ECTS-Credits (based on the workload)	5 (non-graded)
Workload and its composition	150 hours
Methods and duration of examination	Self-reflective report (4-6 pages), examining students experience during the internship
Emphasis of the grade for the final grade	NA
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to:

	<ul style="list-style-type: none"> - apply classroom teaching to business/legal practice - gain insights into corporate and legal application of academic principles - explore the link between law and business in practice and increase substantive knowledge in the areas of law and business - determine the role that ethical issues play in law and business practice - both demonstrate and learn professional, communicative, and intercultural skills - obtain ideas potentially relevant for the writing of the master's thesis - in the writing of the thesis report and describing the student's internship activities, reflect upon the firm and the communicational, networking and self-management skills learned
Contents of the module	Practice oriented internship in the areas of business and/or law
Teaching and learning methods	Practice oriented Internship mentors report on students' progress during the internship
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	

<u>Digitalization and Dispute Resolution of an Enterprise</u>	
No./ Code of module	8
Name of module	Digitalization and Dispute Resolution of an Enterprise
Semester or Trimester	Summer Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	International Dispute Resolution Digitalization of an Enterprise Legal Tech
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-6
Applicability of module for other modules and study programmes	
Person responsible for module	Prof. Dr. Karsten Thorn
Name of the professor	Prof. Dr. Karsten Thorn Prof. Dr. Dries Faems Prof. Dr. Linda Kuschel
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours/100 self-study hours
Methods and duration of examination	75 % Exam, 2 hours 25 % Presentation
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - distinguish between various types of international dispute resolution mechanisms,

	<p>especially international litigation and international arbitration</p> <ul style="list-style-type: none"> - in connection with international dispute resolution, analyze key questions such as the personal and subject-matter jurisdiction of various tribunals, the conflicts that may arise between courts and arbitral tribunals, and the methods for enforcing awards - explain the concepts surrounding legal technology - analyze the impact of legal technology on companies and in-house legal counsel - estimate the chances and risks of automated (and/or autonomous) law enforcement - analyze the legal jurisdiction over decentralized autonomous organizations (DAOs) - assess the implications of digitalization for the structure and strategies of firms and develop strategic plans for innovation as well as business models in the era of digitalization - implement a strategic digital transformation plan
Contents of the module	<ul style="list-style-type: none"> - International, national, and local legal structure of dispute resolution - Determining the parties to disputes, whether as contract signatories or not - Ethical issues connected to dispute resolution, especially in the appointing of arbitrators - overview of legal technology applications - business models of current legal technology companies (e.g. flightright) - case studies on automated law enforcement (e.g. starter interrupt devices, smart contracts, upload filters) - Innovation and entrepreneurship in the era of digitalization - Managing digital transformation - The role of ecosystems and platforms in digital companies
Teaching and learning methods	Interactive Lectures
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Guest speaker
Literature (compulsory reading, recommended literature)	TBD

<u>Social Responsibility of an Enterprise</u>	
No./ Code of module	9
Name of module	Corporate Social Responsibility and Ethics
Semester or Trimester	Summer Session
Duration of the module	One session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Corporate Social Responsibility White-Collar Crime & Anti-Corruption Studium Generale
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-6
Applicability of module for other modules and study programmes	
Person responsible for module	Prof. Clifford Larsen
Name of the professor	Prof. Dr. Mehrdad Payandeh Prof. Dr. Thomas Rönnau Prof. Clifford Larsen
Language of teaching	English
ECTS-Credits (based on the workload)	5
Workload and its composition (self-study, contact time)	150 hours, of which 50 are contact hours / 100 self-study hours
Methods and duration of examination	100% Written Exam, 2 hours Participation in social project
Emphasis of the grade for the final grade	9.4%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - understand and discuss white collar crime and economic criminal law

	<ul style="list-style-type: none"> - identify and understand the legislative instruments to combat white collar crime - define Corporate Social Responsibility, its impact and future directions - understand how Corporate Social Responsibility and sustainable business can lead to innovation, new business opportunities and towards solutions of business, social and environmental problems - identify social and economic influences on business and law - reflect on their own cultural and social backgrounds as preparation for their class presentation - identify needs as a basis for developing a social project, develop the project and its budget and organize its implementation
Contents of the module	<ul style="list-style-type: none"> - Compliance and Corruption regulations in selected legislatures (FCPA, UK Bribery Act, §§ 299 et seq., §§ 331 et seq. StGB) - asset recovery in the national and international context - Anti-Money Laundering – Goals and challenges - Practice of Corporate Social Responsibility today - Strategic significance of Corporate Social Responsibility for business - International Legal Framework for CSR - Country presentations - Excursions (e.g. tour with the homeless in Hamburg, HafenCity) - Social project
Teaching and learning methods	<ul style="list-style-type: none"> Interactive lectures Country Presentations Excursions Social Project
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<ul style="list-style-type: none"> Excursions Social Project
Literature (compulsory reading, recommended literature)	TBD

Master's Thesis

No./ Code of module	10
Name of module	Master's Thesis
Semester or Trimester	Summer Session
Duration of the module	15 weeks
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	-
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-6
Applicability of module for other modules and study programmes	No
Person responsible for module	Prof. Clifford Larsen
Name of the professor	Two supervisors: Any faculty member of the Program or of Bucerius Law School
Language of teaching	English
ECTS-Credits (based on the workload)	15
Workload and its composition	15 weeks (450 hours)
Methods and duration of examination	Master's thesis
Emphasis of the grade for the final grade	28.3%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - investigate and answer an academic question independently using academic methods within a given time period
Contents of the module	- master's thesis in accordance with the examination regulations

Teaching and learning methods	To develop a research question and to answer this question through independent academic and/or empirical research.
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	None
Literature (compulsory reading, recommended literature)	Master Thesis Manual Reader Master Thesis Prep Course