



Master Program Law and Business

Module Handbook

2018/2019

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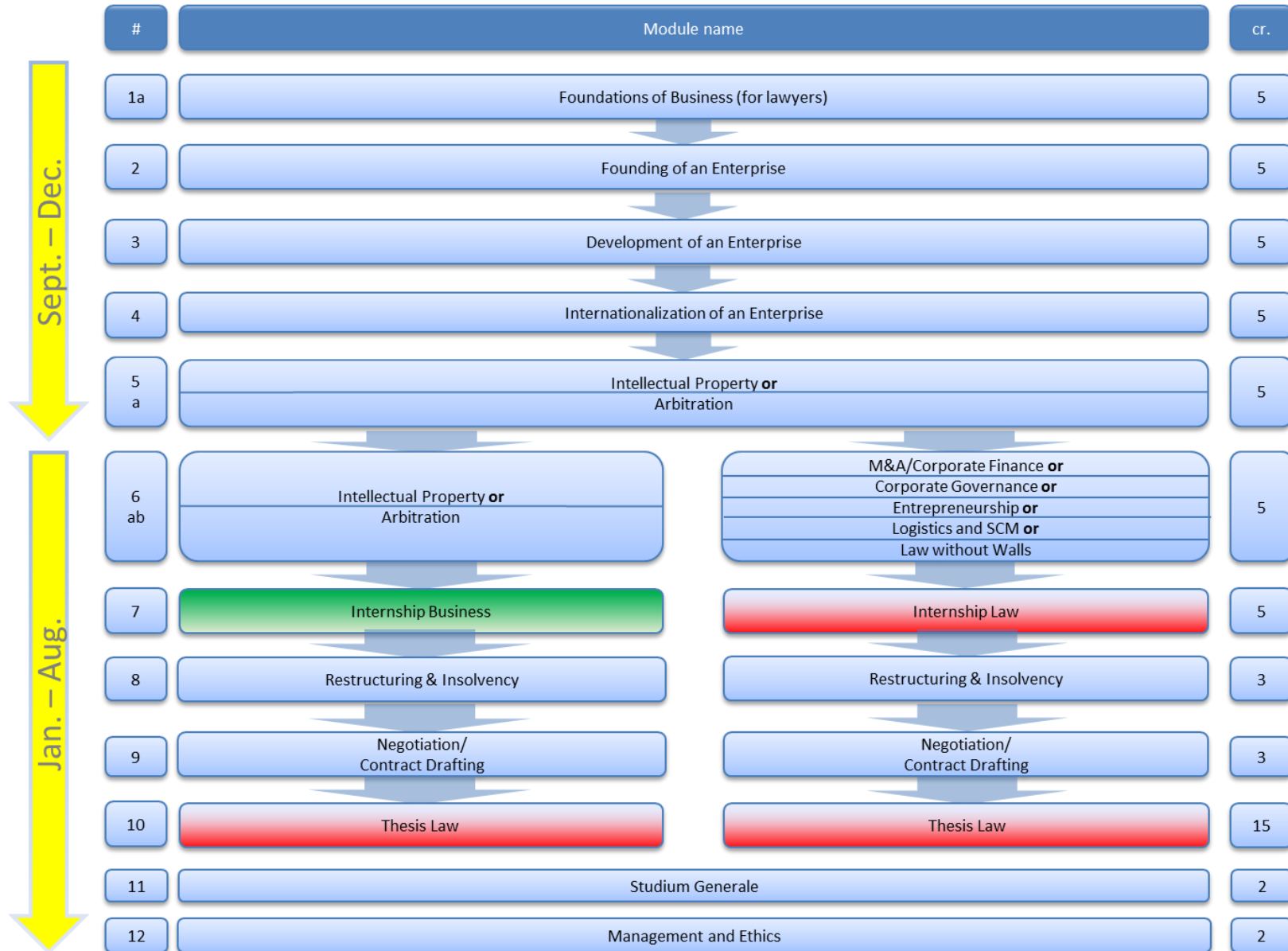
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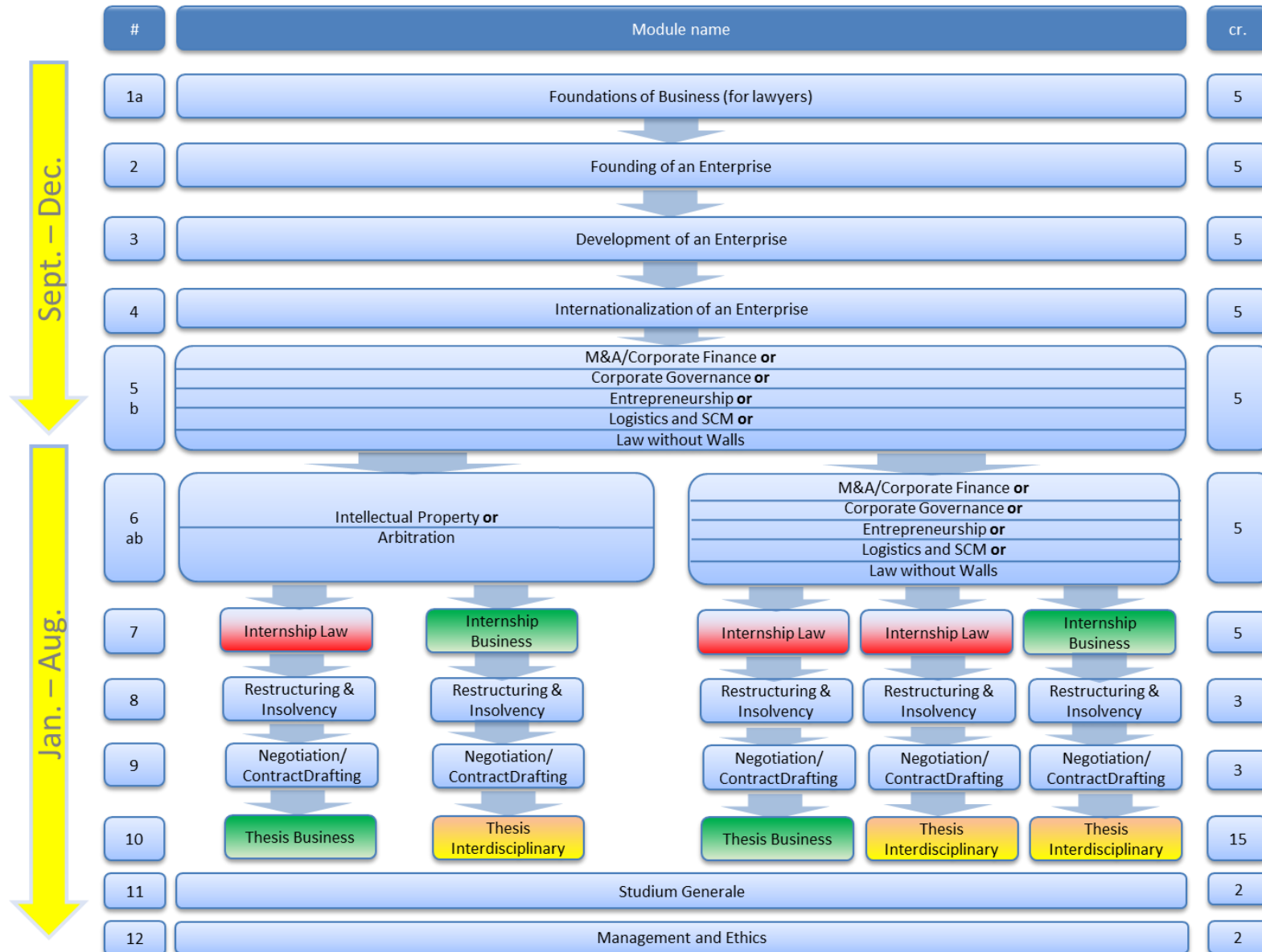
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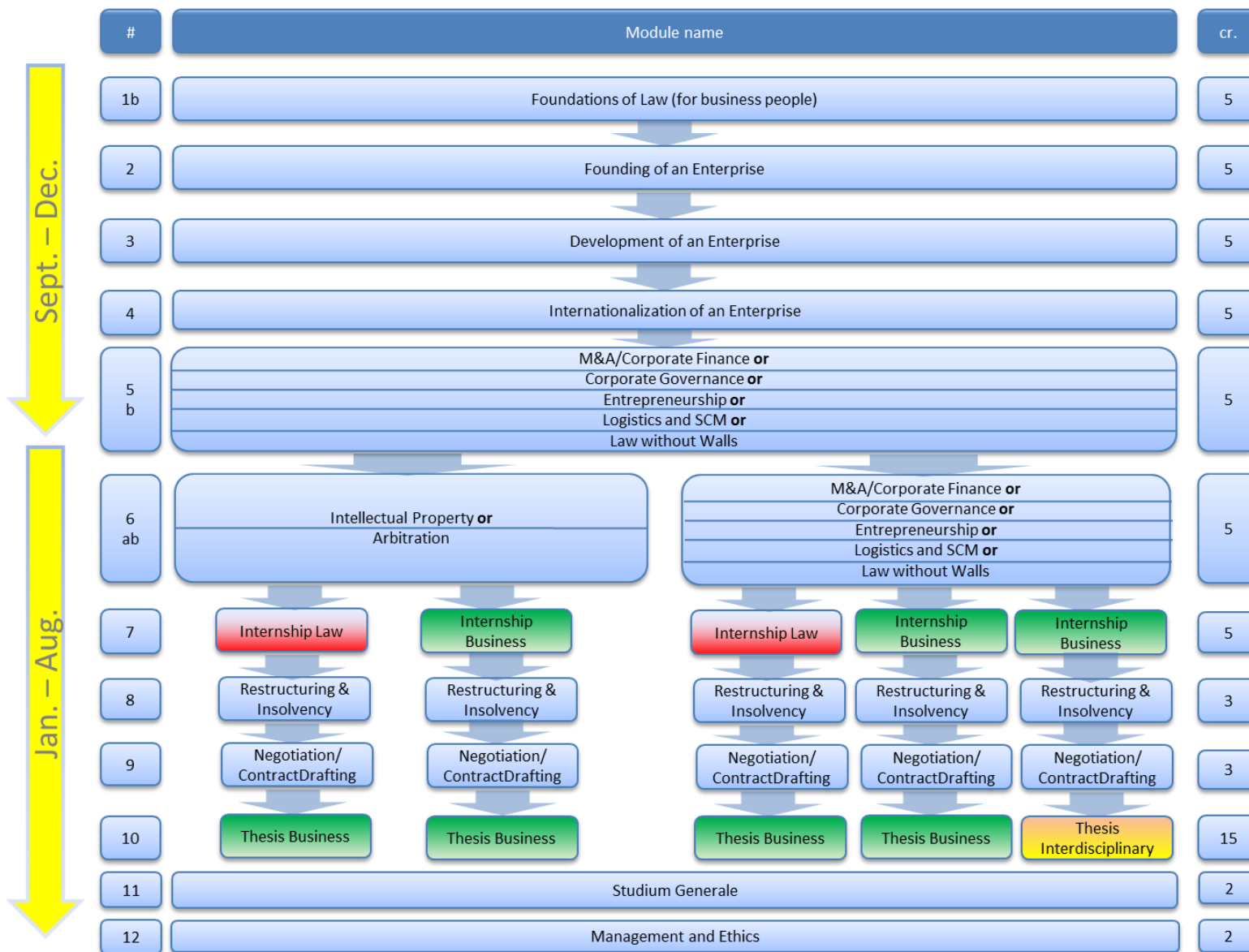
Degree Requirements for LLM (First Degree Law)



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 Gesamt note
		1. (Fall)	2. (Spring)	3. (Sommer)	Stunden Präsenzstudium	Stunden Selbststudium			
1a	Foundations of Business (for Lawyers)	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 53
1b	Foundations of Law (for Businesspeople)	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 53
2	Founding of an Enterprise	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 53
3	Development of an Enterprise	5			50	100	Vorlesung	180 Min. Klausur (100%)	5 / 53
4	Internationalization of an Enterprise	5			50	100	Vorlesung	120 Min. Klausur (50%), Präsentation (50%)	5 / 53
5a/b	Elective (Law, Interdisciplinary)		5		50	100	Vorlesung	-----	5 / 53
6a/b	Elective (Law, Interdisciplinary)		5		50	100	Vorlesung	-----	5 / 53
	5/6a(1) Arbitration						Vorlesung	90 Min. Klausur (50%), Case Study (50%)	5 / 53
	5/6a(2) Intellectual Property						Vorlesung	180 Min. Klausur (100%)	5 / 53
	5/6b(1) M&A/Corporate Finance						Vorlesung	90 Min. Klausur (50%), Written Assignment (50%)	5 / 53
	5/6b(2) Logistics and Supply Chain Management						Vorlesung	60 Min. Klausur (50%), Case Study (20%), Mündliche Prüfung (30%)	5 / 53
	5/6b(3) Entrepreneurship and Innovation Management						Vorlesung	120 Min. Klausur (50%), Präsentation (50%)	5 / 53
	5/6b(4) Corporate Governance and Compliance						Vorlesung	60 Min. Klausur (40%), Präsentation (40%), Mündliche Prüfung (20%)	5 / 53
	5/6b(5) Law without Walls						Projekt	Vorbereitung und Präsentation des "Project of Worth" (100%)	5 / 53
7	Internship (Law/Business)		5			150	Praktikum	Bericht und Teilnahmebescheinigung	-
8	Restructuring and Insolvency			3	30	60		60 Min. Klausur (50%) Case Study (50%)	3 / 53
9	Negotiation/Contract Drafting			3	30	60		90 Min. Klausur (50%), Written Assignment (50%)	3 / 53
10	Thesis		4	11		450	Thesis	Thesis	15 / 53
11	Studium generale	0,67	0,67	0,67	20	40	Vorlesung	15 Min. Referat, Teilnahmebescheinigung Sozialprojekt	-
12	Management and Ethics			2	20	40	Vorlesung	60 Min. Klausur (100%)	2 / 53
Summe		20,67	19,67	19,67	400	1400	1.800		
						60	Summe cr		

<u>Foundations of Business</u>	
No./ Code of module	1a
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 for students with a law degree
If necessary courses of the module	General Management Foundations of Cost Accounting Foundations of 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. Dr. Matthias Meyer
Name of the professor	Prof. Dr. Peter Witt Prof. Dr. Matthias Meyer Prof. Dr. Rolf Uwe Fülber 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"> - develop a business strategy using state-of-the-art management techniques - 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 - explain the existing legal and conceptual financial accounting framework especially with regard to IFRS - 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"> - Decision-making and corporate governance and their impact on general management - Strategy making on the group level and on the business unit level - Concepts and tools of cost accounting (cost allocation and full-costing, cost-volume-profit analysis, cost estimation) - Key information provided by cost accounting and its use in rational decision-making and controlling activities - Basic characteristics of accounting and reporting (relevance of accounting information, financial statements, accrual accounting) - Institutional and conceptual framework of accounting; differentiation between national HGB- and international IFRS accounting - Selected accounting standards (IFRS) such as accounting for intangibles, inventories or financial instruments - Financial statement analysis - 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

Teaching and learning methods	Interactive lectures
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	<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> <p>Eades, Kenneth M. et al. (2010): The Portable MBA, Fifth Edition, New York et al.</p>

Foundations of Law

No./ Code of module	1b
Name of module	Foundations of Law
Semester or Trimester	Fall Session
Duration of the module	One session
Form of course (i.e. obligatory, elective course)	Obligatory for students with a business degree
If necessary courses of the module	-
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 Georgiana Capraru Ianus
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: - distinguish between different sources of law - differentiate between common law and civil law systems

	<ul style="list-style-type: none"> - 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 - analyze court decisions to identify the precise issues being decided - argue the appeal of a case - foresee and avoid international dispute resolution issues
Contents of the module	<ul style="list-style-type: none"> - Sources of law - Conflicts between and applicability of private law (contracts), national law and international law - Comparative legal systems - Distinction between substantive and procedural law - Relationship of legal systems to other national legal systems, such as medical systems - Analysis of EU law relevant to the founding and development of an enterprise - Case analysis methodology - Fundamental contractual principles - Dispute resolution - Attorney fee arrangements
Teaching and learning methods	<p>Interactive lectures Case analysis</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<p>Moot court exercise Simultaneous team teaching from German and non-German lecturers</p>
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>Johns and Perschbacher, The United States Legal System: An Introduction, 3rd Edition</p> <p>Burnham, Introduction to the Law and Legal System of the United States, 4th Edition, 2006</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	Business Entities I Financing Start-Ups Entrepreneurship
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1a or 1b
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	Dr. Carsten Jungmann, LL.M., M.Sc.
Name of the professor	Dr. Carsten Jungmann, LL.M., M.Sc. Prof. Dr. Carolin Bock 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 corporations - conceptualize the organizational structures of incorporated entities as well as the separation of ownership and control - 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 corporate governance and corporate finance - 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>

<p>Literature (compulsory reading, recommended literature)</p>	<p>Lecture Notes & Statutory Provisions SchuSchullz/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-Bullerdiek, 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	Business Entities II European Capital Markets Law Capital Markets (for Lawyers) Case Studies in Finance (for Businesspeople)
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1a or 1b
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. Karsten Schmidt
Name of the professor	Prof. Dr. Karsten Schmidt Dr. Christian Bochmann Dr. Alma Pekmezovic Andreas Meier PD Dr. Alexander Kerl
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:

	<ul style="list-style-type: none"> - apply corporate finance principles and managers' liability issues in limited companies - apply balance sheet tests regarding distributions to shareholders - understand capital market unions and analyze the different regulatory concepts ensuring market efficiency and to understand the European and national enforcement strategies - differentiate between different asset classes and explain investor's rationale to invest in a specific asset class - calculate present values and interest of investments - apply practical tools for financial decision making and valuation - discuss risk management concepts and draft pay-off patterns of futures, forwards and options
Contents of the module	<ul style="list-style-type: none"> - formation of a company with limited liability - corporate finance of the GmbH (share capital, assets and shares) - personal liability of managing directors - piercing the corporate veil - corporations in the trans-border context - 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 - introduction to the law of European capital markets - European legal acts (Market Abuse Directive/Regulation, Prospectus Directive, Takeover Directive, Transparency Directive) - supervision by ESMA and national supervisory authorities - concepts of public and private enforcement - regulation of financial intermediaries (investment firms, financial analysts and rating agencies) - foundations of financial decision making and of global financial markets using a case based approach
Teaching and learning methods	<p>Interactive lectures Group work</p>

Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Business Game Lecturers from both academe and practice
Literature (compulsory reading, recommended literature)	<p>Bachmann, Gregor 'Renovating the German Private Limited Company', 9 German Law Journal (2008), pp 1063-68</p> <p>Günther H. Roth/Peter Kindler 'The Spirit of Corporate Law', 2013</p> <p>Marco Ventoruzzo et al., 'Comparative Corporate Law', 2015</p> <p>Stephan Harbath 'From SPE to SMC: The German Political Debate on the Reform of the Small Company', ECFR 2015</p> <p>Case 1: Cost of Capital at Ameritrade (HBS 9-201-046)</p> <p>Case 2: Analysts and corporate governance / fund trading (Arand et al., 2015 & Franck/Kerl, 2013)</p> <p>Case 3: Dr. Nandan's dilemma: 'Options' in volatile markets (IBS CDC 111-077-1)</p> <p>Case 4: Rudy Wong, investment advisor (Ivey 9B10N004)</p>

<u>Internationalization of an Enterprise</u>	
No./ Code of module	4a
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	International Taxation International Tax Law International Trade and Investment
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1a or 1b
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. Natalia Ribberink
Name of the professor	Prof. Dr. Deborah Schanz Florian Lechner 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 effect of international taxation on cross-border activities of multinational corporations - conceptualize the influence of international taxation to business decisions

	<ul style="list-style-type: none"> - 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 - classify major forms of international trade and appraise specific features and techniques of selected international trade transactions - understand main theories explaining FDI and analyse current FDI trends and policies
Contents of the module	<ul style="list-style-type: none"> - Tax types - Corporate and personal income taxes - National and international tax aspects - Taxation of globally active companies - Treatment of foreign profits - 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 - Benefits and costs of FDI - Risks in international investment and trade
Teaching and learning methods	<p>Interactive Lectures Group work, case studies, presentations</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Lecturers from both academe and practice
Literature (compulsory reading, recommended literature)	<p>Model Tax Convention and Commentaries Principles relating to the examination of income allocation in the case of internationally affiliated enterprises (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>

Arbitration

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>

<u>Intellectual Property</u>	
No./ Code of module	5/6a
Name of module	Intellectual Property
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	Christian Stoll, LL.M.
Name of the professor	Christian Stoll, LL.M. Dr. Nele Julie Todsén Dr. Eva Vonau Yvonne Draheim, LL.M. Dr. Morten Petersenn Dr. Jo Beatrix Aschenbrenner
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 are 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:

	<ul style="list-style-type: none"> - appraise the arguments for and against intellectual property protection and its limits in patent, copyright and trademark cases - evaluate whether a work piece, designation or development result is eligible for the different kinds of intellectual property protection (patents, trademarks, copyrights, know-how) - plan and structure an appropriate portfolio of intellectual property rights (patents, trademarks, copyrights, know-how) and to implement a strategy for intellectual property right protection to maximize the value of a company's research and development - analyze the legal framework (including EU laws) and develop litigation strategies in the field of intellectual property in the EU - determine the rights and obligations of the parties under a license agreement and to negotiate and structure license agreements in view of the interests of the parties
Contents of the module	<ul style="list-style-type: none"> - Legal requirements for patent, trademark, design, know-how and copyright protection - International conventions on the protection of intellectual property rights - Application strategies for intellectual property rights (patents, trademarks, copyrights, designs) - Infringement of intellectual property rights and legal limits of intellectual property rights - Enforcement of know-how protection under EU laws - Enforcement of patents, trademarks, designs and copyright under German, European and US law - EU litigation rules in intellectual property disputes - Attack and defense strategies in intellectual property litigation cases - Intellectual property licensing - Statutory limits on licensing
Teaching and learning methods	Interactive lectures
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	The lecture will include case studies in which the students shall actively participate and a practical license negotiation exercise.
Literature	Required and recommended reading lists will be made available on the intranet portal or in

(compulsory reading, recommended literature)	the course reader timely before the start of the course.
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<u>M&A/Corporate Finance</u>	
No./ Code of module	5/6b
Name of module	M&A/Corporate Finance
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 Corporate Finance
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. Christian Decker
Name of the professor	Prof. Dr. Christian Decker 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	50% Written exam, 1.5 hours 50% 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: - Corporate Finance: After successful completion candidates are able to analyse financial implications of selected business activities based upon selected theories, models and techniques of corporate financial

	<p>management in order to evaluate and/or create financial solutions</p> <ul style="list-style-type: none"> - evaluate mergers, takeovers and tactics: theories and evidence; who gains and at whose expense? - 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
Contents of the module	<ul style="list-style-type: none"> - Balance sheet perspective of financial management - Principles of credit and equity risk - Capital structures and resulting cost of capital considerations - Conceptual principles of classical corporate finance as well as leveraged finance, asset finance and project finance - Financing of M&A transactions and the implications of tranching finance - Implications for a firm: payout policies, tax implications and clienteles - Opportunities and vulnerabilities from mispriced securities: mergers and takeovers; friendly and hostile - Gains from synergy: slogans, evidence and hopes - Mergers - 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
Teaching and learning methods	<p>Interactive lectures Case study Group work</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Lecturers from both academe and practice
Literature (compulsory reading, recommended literature)	<p>Reading Recommendations (but no must): Brealey / Myers / Allen, 2011 (10th ed.), Corporate Finance, McGraw-Hill, Chapter 31: Mergers</p>

	<p>Lola Miranda Hale, Acquisition Analysis: Successfully Structuring an M&A Deal, ASPATORE 2008 WL 8444326</p> <p>Seth E. Zuckerman, Practical Considerations when negotiating and structuring an M&A Deal, ASPATORE 2008 WL 8444331</p> <p>Jeffrey M. Weiner, Due Diligence in M&A Transactions: A conceptual framework, ASPATORE 2010 WL 2515651</p> <p>Frank A. Ciatto, Key Considerations for Counsel in today's Due Diligence Process, ASPATORE 2011 WI 2115897</p> <p>Beinert / Burmeister / Tries, 2009, Mergers and Acquisitions in Germany, C.H. Beck, Cases provided in class</p>
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Logistics and Supply Chain Management

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	50% Written exam, 1 hour 20% Case Study 30% 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: - analyze firms' supply and demand uncertainties - derive strategic priorities for firms' supply chain strategies and activities

	<ul style="list-style-type: none"> - 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 - Buyer-supplier relationships - Management of the supplier base

	<ul style="list-style-type: none"> - 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</p> <p>Case study</p> <p>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. Christiana Weber 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 general idea and the purpose of social enterprises and how their “business models” differ from traditional commercial enterprises - understand the differences of scaling strategies in the social context as well as the potentials and limits of various strategies re-creating social impact - 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 - Creating and defending of innovative social business models along the “Social Business Model Canvas” - Strategies of scaling social value - 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	<p>Interactive lectures Group work Case studies Presentation</p>
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. 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, LL.M., M.Sc.
Name of the professor	Dr. Carsten Jungmann, LL.M., M.Sc. Prof. Dr. Michael Wolff
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: A: Enron (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 67-80). B: Eurotunnel (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 108-123). C: Polly Peck (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 40-52). D: Parmalat (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 95-105). E: Maxwell (Robert Wearing, Cases in Corporate Governance (SAGE Publications, 2005), pages 25-38). Reading Assignments 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.</p>
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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>Restructuring and Insolvency</u>	
No./ Code of module	8
Name of module	Restructuring and Insolvency
Semester or Trimester	Spring Session
Duration of the module	One Session
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Corporate Restructuring Strategy Restructuring and Insolvency Law
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-6
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)	3
Workload and its composition (self-study, contact time)	90 hours, of which 30 are contact hours/60 self-study hours
Methods and duration of examination	50% Written exam, 1 hour 50% Case study
Emphasis of the grade for the final grade	5.6%
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 - assess what is a viable competitive strategy for the firm - evaluate tools (mergers, spin-offs) for corporate portfolio management - redesign the value chain to return the enterprise to operational profitability - analyze and value distressed firms and their debt and equity securities
Contents of the module	<ul style="list-style-type: none"> - Reasons for initiating insolvency proceedings - Evolution of 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 - Mechanisms for resolving sovereign overindebtedness
Teaching and learning methods	<p>Interactive Lectures Case study Group work</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	The module is taught by both law and business practitioners
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/wpcontent/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</p> <p>- http://www.bain.com/publications/capability-insights/performanceimprovement.aspx</p> <p>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>Negotiation/Contract Drafting</u>	
No./ Code of module	9
Name of module	Negotiation/Contract Drafting
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	Negotiation Contract Drafting
Frequency of module offer	Once a year
Prerequisites	Participation in Modules 1-6
Applicability of module for other modules and study programmes	Negotiation and drafting issues that arise in other modules.
Person responsible for module	Michael Friedman
Name of the professor	Michael Friedman Prof. Dr. Stefan Kröll
Language of teaching	English
ECTS-Credits (based on the workload)	3
Workload and its composition (self-study, contact time)	90 hours, of which 30 are contact hours / 60 self-study hours
Methods and duration of examination	50% Negotiation Paper 50% Written Exam 1.5 hours
Emphasis of the grade for the final grade	5.6%
Aim of course (expected learning outcomes and competencies to be acquired)	Students who have successfully participated in this module will be able to: - generalize game-theoretical conceptions in negotiation contexts while enumerating and classifying personal negotiation styles,

	<p>including a self-identification of one's own prevailing style</p> <ul style="list-style-type: none"> - prescribe a strategy for building an interparty relation and establishing trust, while detecting ethical traps and evaluating appropriate responses - devise context-based reservation prices, aspiration prices and opening offers, and analyze the appropriateness and expected effect of an opening offer, counter-offer or concession in a given setting - 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 - understand which issue requires regulation in an international sales transaction governed by the CISG - draft appropriate clauses for the most pressing commercial and legal issues in an international sales transaction. - appreciate how contract clauses relate to broad legal concepts and predict and avoid issues as to future contract litigation
Contents of the module	<ul style="list-style-type: none"> - Introduction to negotiation as academic field - Prisoner's dilemma (game theory) model of negotiation and competitive-cooperative approaches - Distributive (2-party/zero sum) negotiation - Identification, definition and analysis of fundamental negotiation concepts (e.g. BATNA, risk framing, reactive devaluation, concession patterns, bargaining zones, division of bargaining surplus, face and face-saving, winner's curse, contingency agreements) - Integrative (2-party/multiple issue) negotiation - Comparison of traditional negotiation models with principled negotiation - Negotiating and Drafting International Contracts – Concepts and the role of the applicable law - Drafting International Sales Contracts - Selecting the applicable law - Defining the obligations of the parties - Determining remedies for breach of contract
Teaching and learning methods	<p>Interactive lectures Group work</p>

	Legal research Legal drafting
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	Simulated negotiations
Literature (compulsory reading, recommended literature)	<p>Charles B. Craver, The Inherent Tension Between Value Creation and Value Claiming During Bargaining Interactions, 2011 George Washington University</p> <p>Korobkin, R, Against Integrative Bargaining, Third Annual Center for Interdisciplinary Study of Conflict and Dispute Resolution Distinguished Scholar-in-Residence Lecture on October 3, 2007.</p> <p>Carrie Menkel-Meadow, Toward Another View of Legal Negotiation: The Structure of Problem Solving, UCLA Law Review – 31 UCLA L. Review 754</p> <p>G. Richard Shell, 'Bargaining for Advantage' Negotiation Strategies of Reasonable People, Second Ed,</p> <p>Avnita Lakhani, The Truth about Lying as a Negotiation Tactic: Where Business, Ethics and Law Collide ... Or Do They?, ADR Bulletin, Vol 9, Nr. 6</p>

<u>Master's Thesis</u>	
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

<u>Studium Generale</u>	
No./ Code of module	11
Name of module	Studium Generale
Semester or Trimester	Throughout the academic year
Duration of the module	Throughout the academic year
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	-
Frequency of module offer	Once a year
Prerequisites	None
Applicability of module for other modules and study programmes	Addresses intercultural and interpersonal issues that arise in other modules.
Person responsible for module	Prof. Clifford Larsen
Language of teaching	English
ECTS-Credits (based on the workload)	2 (non-graded)
Workload and its composition	8 x 3 hour session 6 hours for preparation of country presentation 1 x 30 hour social project
Methods and duration of examination	Country Presentation Participation in at least 8 sessions Participation in social project
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: - identify social and economic influences on business and law

	<ul style="list-style-type: none"> - reflect on their own cultural and social backgrounds as preparation for their class presentation - question their own cultural stereotypes and assumptions - work together with other Program students as a community of scholars despite political differences due to differences in nationality - identify needs as a basis for developing a social project, develop the project and its budget and organize its implementation - apply personnel management skills when working with classmates on the project - assess issues relating to class excursions, such as the role of the state in providing assistance to the needy
Contents of the module	<ul style="list-style-type: none"> - Country presentations - Excursions - Social project - Class discussions on contemporary issues
Teaching and learning methods	<p>Country Presentations Lectures Discussions und Debates Excursions Social Project</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	<p>Country Presentations Lectures Discussions und Debates Excursions Social Project</p>
Literature (compulsory reading, recommended literature)	Not Applicable

<u>Management and Ethics</u>	
No./ Code of module	12
Name of module	Management and Ethics
Semester or Trimester	Throughout the academic year
Duration of the module	Throughout the academic year
Form of course (i.e. obligatory, elective course)	Obligatory
If necessary courses of the module	Business Ethics Legal Ethics Introduction to Leadership
Frequency of module offer	Once a year
Prerequisites	Participation in Module 1a or 1b
Applicability of module for other modules and study programmes	Highlights ethical issues that may arise in all other modules.
Person responsible for module	Prof. Dr. Matthias Meyer
Name of the professor	Prof. Dr. Matthias Meyer Prof. Dr. Martin Högl Niels Hartwig Dr. Wolfgang Heckenberger Annette Kraus
Language of teaching	English
ECTS-Credits (based on the workload)	2
Workload and its composition	60 hours, of which 20 are contact hours / 40 self-study hours
Methods and duration of examination	Written Exam, 1 hour
Emphasis of the grade for the final grade	3.8%
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 and resolve typical ethical problems faced by management - differentiate between theories and critical assumptions behind ethical argumentation patterns found in public discourse - recognize why ethics are important for companies and what strategies exist to address perceived conflicts between morality and profit/self-interest - reflect on the nature of legal ethics and give an overview of the primary ethical obligations of a lawyer - recognize the types of conflicts that can arise due to the responsibilities imposed on lawyers in their relations with clients, courts and legislation and develop strategies to resolve these conflicts
Contents of the module	<ul style="list-style-type: none"> - ethical issues within an enterprise and the impact these issues can have on the success of the enterprise - modern conception of business ethics based on the premise that ethics and economics are not in conflict - ethical theories - corporate social responsibility - ecological responsibility - corruption - individual and corporate values and integrity - legal values and the moral context of the law - primary ethical obligations imposed on lawyers - compliance with these obligations and the effect on the relationship with clients - principal duties and responsibilities imposed on lawyers in their relations with clients, courts and society at large - conflict of duties and responsibilities owed to clients and how they can be resolved
Teaching and learning methods	<p>Interactive Lectures Group work Case studies</p>
Special features (e.g. percentage of online-work, practice, guest speaker, etc.)	
Literature (compulsory reading, recommended literature)	Friedman, M. (1970/2004): The Social Responsibility of Business is to Increase its Profits, in: Beauchamp, T.L./Bowie, N.E.:

	<p>Ethical theory and Business, New, Jersey, pp. 227-237</p> <p>Crane, A./Matten. D. (2004): Business Ethics –A European Perspective, pp. 78-96, 111-138.</p> <p>Goffee, R. & Jones, G. 2000. Why Should Anyone Be Led by You? (cover story). Harvard Business Review, 78(5): 62-70.</p> <p>George, B., Sims, P., McLean, A. N., & Mayer, D. 2007. Discovering your authentic leadership. Harvard Business Review (February 2007): 129-138.</p>
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