Mercator Course Catalogue
International Program

Winter and Summer Semester Courses

Lectures and seminars taught in English language

Open-Minded

International Student and Faculty Exchange | 2020
International Office
Mercator School of Management
www.io.msm.uni-due.de

Mercator School of Management
www.msm.uni-due.de

University of Duisburg-Essen
www.uni-due.de

October 2020
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International Student and Faculty Exchange

Warm greetings to our Incoming Students and Exchange Partners worldwide!

The **International Office of Mercator School of Management** is pleased to introduce itself. Our team is in charge of all international matters at Mercator, like managing the faculty’s different exchange programs, dealing with agreements, sending Mercator students abroad and hosting visiting students from partner institutions. Connected to more than 50 universities all over the globe, our International Office takes care of around 150 incoming and outgoing students every year. Our primary objective at Mercator is to build prosperous academic relationships with other countries by promoting the ongoing student and faculty exchange!

This brochure provides an overview of Mercator’s course offering in English, as well as information about the faculty, the university and the city of Duisburg. Please feel free to contact us for more information on any of these topics. We are looking forward to getting in contact with you soon, and to hosting the students of our global partners!
University of Duisburg-Essen

Message from the Rector

“We are one of the youngest universities in Germany and have a fresh way of looking at things. We think in terms of unlimited possibilities instead of possible limitations. Located in the heart of the Ruhr metropolis, we have 11 faculties working to develop ideas with a future. We are strong on research and teaching, embrace diversity, promote academic potential and fight for genuine educational equality.”

Univ.-Prof. Dr. Ulrich Radtke

The University of Duisburg was first established in the year 1655. In 2003, it merged with its sister university in the neighboring city of Essen, henceforth bearing the name “University of Duisburg-Essen”. As a result, UDE encompasses two main campuses (one in Duisburg, one in Essen) and is listed among the oldest and youngest universities in Germany at the same time. With around 42,000 enrolled students, UDE ranks among the 10 largest universities in Germany. Half of its student population is female, while 19 percent is made up of internationals. Each year, approximately 12,000 new students begin their studies at UDE. The university currently provides employment for 499 professors, 3,779 academic staff and 1,541 technical staff.
Mercator School of Management

Mercator School of Management (MSM) is the Business Faculty of the University of Duisburg-Essen, situated on Duisburg campus. MSM was founded in 2005 as a successor of the former Faculty of Business Administration and Economics. Based on the model of US-American business schools, MSM strives to operate on an international level by combining profound research practices with a high applicability in the real world. Mercator’s strong focus on research, combined with quality education, guarantees Mercator a rank among the leading Business faculties in Germany.

Currently, the Mercator School of Management is hosting 25 tenured professors and 90 full-time research staff. The faculty holds the right to confer not only doctoral degrees (PhDs), but also professorships in Business Administration.

Currently, a total of 3,430 students pursue a bachelor’s or master’s degree at Mercator School of Management. The most popular study tracks are Accounting & Finance, Management & Economics, as well as Supply Chain Management and Logistics. More than 20 chairs, each one with a different scientific specialization, offer a wide variety of interesting courses to both Mercator’s local students and international students.
Awards and Accreditation

The University of Duisburg-Essen obtained System Accreditation („Systemakkreditierung“) by the Accreditation, Certification and Quality Assurance Institute (ACQUIN), which certifies a very high quality of the study courses. In Germany, only top-level institutions of higher education are entitled to bear the label “university”. Therefore, state-approved universities are not dependent on 3rd party accrediting agencies to demonstrate the quality of their programs. The System Accreditation is the highest form of accreditation granted by the German Council of Accreditation. It attests that a university conducts excellent quality management in teaching and research.

Mercator School of Management itself is accredited by the German Accreditation Agency AQAS. It is also a valid member of AACSB since 2013.

In many disciplines, the University of Duisburg-Essen (UDE) ranks amongst the TOP 10 German research universities. The Times Higher Education (THE) Young University Ranking 2020 lists UDE as #16 among the TOP 200 universities under 50 years old, which labels UDE as the best German university in this category. Beyond the boundaries of Duisburg, Mercator School of Management is renowned for its research-based teaching. The Mercator School of Management is ranked among the top 20 German Business Schools in the categories “International Publications” and “Citations” (CHE, 2018).

Most recent awards and special achievements of MSM professors

Prof. Dr. Martin Thomas Hibbeln, Chair of Finance:
CIONET European Research Paper of the Year 2018

Prof. Dr. Martin Thomas Hibbeln, Chair of Finance:
Heinrich-Büssing-Award 2017

Prof. Dr. Jochen Gönsch, Chair of Service Operations:
Finalist Award Forum Top Young Researchers 2017
The City of Duisburg

Duisburg is located in the western part of Germany, close to Düsseldorf and Cologne. With approximately 500,000 inhabitants, Duisburg is the fifth-largest city in North Rhine-Westphalia, a region whose cities are closely interconnected due to an elaborate infrastructure. As a result, every area in Duisburg and its surroundings can be easily reached by train or bus. Duisburg’s geographical position is a wonderful invitation to travel, with grand European metropoles like Paris, Amsterdam or Brussels only a stone’s throw away. The city of Duisburg truly lies in the heart of Europe!

Duisburg’s first history reference dates back to the 9th century. The city spreads along both sides of the rivers Rhine and Ruhr, which conjoin in the center of Duisburg. "Duisport", Duisburg’s harbor, is considered the largest inland port worldwide. It is officially regarded as a "seaport" because seagoing river vessels go to ports in Europe, Africa and the Middle East. The large harbor, along with the proximity to important cities, has let Duisburg become an important turnover and production point for many industries. For a long time, the city was known for its steel production, coal mining and chemical industry. However, with the last remaining coal mine closed down in the summer of 2009, Duisburg faced structural change. Some of the city’s highlights today are the Duisburg Zoo, malls, parks and lakes, water skiing schools, climbing parks, industrial attractions and the inner harbor mile with its restaurants.
Course Offer and Semester Structure

A variety of lectures and seminars taught in English language is included in the Social and Economic Sciences International Program (SESIP). The program is open to all exchange students visiting Duisburg campus as guests of the Faculty of Mercator School of Management (MSM), Social Sciences or the Institute of East Asian Studies. By connecting social and political sciences with regular business courses, SESIP offers our international students a wide range of modules to choose from.

The following pages feature detailed course descriptions and other important information on the current schedule. Apart from the lectures included in this brochure, MSM offers a broad selection of Business Administration and Economics courses in German language.

The complete course catalogue can be viewed at www.lsf.uni-due.de (Lectures and seminars taught in German and English language)

International students with a moderate fluency in German are cordially invited to attend these courses. German and English modules can be combined freely. All courses from our faculty’s bachelor and master tracks are generally open to our incoming exchange students! For incoming students who know some German but do not feel comfortable about taking exams in German, our Master seminars may be a good choice (please contact us for more information).

MSM is constantly endeavored to expand its course offering for students who are not fluent in German. As a result, more courses in English are expected to join the program. Moreover, MSM invites cordially all international students to take part in our (business) language courses, which have recently been opened to international students. Students may especially choose from a large range of German Courses (Level A1-C1). We recommend all our internationalcomings to take the opportunity and attend German language courses. Such courses enable our MSM incomings to meet other international students from different disciplines and to immerse fully into the German culture. A German language course for beginners is also offered by MSM!
In addition to language courses, the **IOS (Institute for Optional Studies)** also offers all kind of other courses (e.g. Liberal Arts). For the entire range of IOS-courses, please visit the website ([www.uni-due.de/ios](http://www.uni-due.de/ios)) or the online course catalogue ([www.lsf.uni-due.de](http://www.lsf.uni-due.de)).

The MSM is also characterized by its **“Blocksystem”**. The semester is divided into two periods, with some courses only taking place in the first period, others only in the second period or over the entire semester. Please have a look at the course program sorted by periods on [pages 76-77](#).

All course information in this brochure is supplied without liability, changes in the program may occur anytime and lecturers are responsible for their own course planning.
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(B) – Bachelor / Undergraduate
(M) – Master / Graduate
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(B) – Bachelor / Undergraduate
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Course Descriptions

Advanced Industrial Organization
Master / Graduate – 5 ECTS

Summer Term

Content

1. Review of the fundamental concepts of industrial economics and game theory
2. Monopolistic price discrimination
3. Competition in differentiated goods
4. Key topics in competition policy
5. Network externalities and bilateral markets

Upon successful completion of this module students will be able to understand the advanced concepts of industrial economics based on standard input-output-models and to apply these concepts in extended, more complex and more realistic situations.

Literature

5. Lecture notes

Chair: https://www.mikro.msm.uni-due.de/en
Course Descriptions

Anthropology of Migration and
Transnationality
Bachelor and Master – 6 ECTS
Summer Term

Cancelled in Summer Term 2020

Although they are not novel or unheard-of, border-crossing engagements and activities have become among the most critical issues of several disciplines in the age of globalization. For this reason, developing perspectives on migration is critical for anyone who would like to participate in scholarly debates in various fields of contemporary intellectual life.

This seminar is designed on this rationale and aims to assist its participants in developing an inter-disciplinary perspective of “transnationalism,” with which they can approach contemporary social and political phenomena without being trapped by national borders, namely “methodological nationalism.” By specifically focusing on the phenomenon of migration, this seminar attempts to discuss border-crossing engagements and activities from a historical, inter-disciplinary and case-comparative perspective. Equally important, the seminar also focuses on how scholars have attempted to understand these phenomena at different historical moments. It is expected that this perspective would be also helpful to understand the nature of paradigmatic shifts in the social sciences at large.

This course is part of the Global and Transnational Sociology Summer School.

Chair: https://www.uni-due.de/soziologie/internationales_baplus.php
Applications in Empirical Research
Master / Graduate – 5 ECTS
Summer and Winter Term
Content
The aim of this course is to familiarize students with practical empirical work. For this purpose, this course refers to the knowledge of the theoretical econometrics lecture in the Master program. The successful completion of the Master course "Econometrics" is a prerequisite for this course. The idea here is that the students can deal in detail with a published empirical paper from the different areas of the economy. The focus is particularly on the methodology of the study, which will be used to answer the research question.

Instead of a written examination the credit points are obtained through a written term paper (about 10 pages) plus an oral presentation (20-30 minutes) of the term paper. The Term Paper can optionally be written in English or German, the same applies to the presentation.

The Econometrics software STATA is available through an external access so that independent econometric analysis can be performed.

Chair: [https://www.vwl.msm.uni-due.de/en/home/](https://www.vwl.msm.uni-due.de/en/home/)
Course Descriptions

Applied Microeconomics

Master / Graduate – 5 ECTS

Winter Term

Content

1. Non-Cooperative Game-Theory
2. The institutional Turn in Economics
3. The Economics of Trust
4. Moral Hazard and Incentive Alignment
5. Credible Commitment

After successful termination of this course students will be able to...

- understand and analyze the fundamental organizing principles of economic interaction,
- to conduct game theory motivated analysis of economic issues and
- to analyze and evaluate the design of specific institutional arrangements of economic interaction.

Literature


Chair: https://www.china.msm.uni-due.de/en/home/
Course Descriptions

Behavioral Economics
Master / Graduate – 5 ECTS

Winter Term

Content
The purpose of the course is that students get an understanding for the method “experimental economics” as well as get familiar with experimental approaches to “public economics”.

At the beginning of the course students have to present papers that discuss the pros and cons of the method “experimental economics”. They will learn for what kind of research questions this method is best suited but they will also be able to understand its limits.

In the second part students will get a precise understanding about the usage and appropriate design of economic experiments for research questions related to public economics. Especially, they will acquire the knowledge to set up experiments based on existing research questions. Here, we will discuss state-of-the-art experimental work horses and statistical techniques to set up and analyze experiments.

The course is meant as an interactive class with students’ active participation, exercises and student presentations. There will not be a final written exam. Instead students will have to build groups and develop own research ideas, which they will have to present to the class.

Syllabus (preliminary)
I. Students Presentations: “Introduction to Experimental Economics”
II. Experiments: Research Approaches/Questions
III. Principles of economic experiments
IV. Experimental Papers in the “Journal of Public Economics” until 2005
V. Final Students Presentation: “Approaching research questions with lab experiments”

Main Literature
Friedman, D., and Sunder S., Experimental Methods: A Primer for Economists Cambridge University Press, 1994
Friedman D., Cassar A., Economics lab, an intensive course in experimental economics, Routledge, London, 2004
Colin F. Camerer, Behavioral Game Theory, Princeton University Press, 2003

Chair: https://www.be msm.uni-due.de/en/cover-page/
Course Descriptions

Business and Economy in China
Master / Graduate – 6 ECTS

Winter Term

Content

This seminar aims at understanding China’s business and economy from a macro perspective. We try to cover all the classical topics in macroeconomics. At the end of the seminar, we hope you have a better idea of current economic research on China. A specific focus is to grasp current research questions and the economic methodology employed for answering these. In this seminar, all students are grouped according to their interests. Each group will be asked to give two presentations and write one final term paper.

Chair: https://www.china.msm.uni-due.de/en/home/
Course Descriptions

China Management Cases
Bachelor and Master – 5 ECTS

Summer Term

Content

This seminar on China's economy forms part of our MA sequence on China. It is a practically-minded, application-oriented course that will teach both the basics of strategic management, and their applications to Chinese cases. At the end of the seminar, you will understand and be able to employ essential tools used in market analysis and corporate strategy, and will have insights into the business landscape in China. We will be exploring a number of different, timely cases in current China's business landscape.

Chair: [https://www.china msm.uni-due.de/en](https://www.china msm.uni-due.de/en)
Contemporary Challenges of the Economies in East Asia (DA 2)
Bachelor and Master – 3 ECTS

Winter Term

The lecture provides a basic overview of important contemporary economic issues of China, Japan, and Korea. It will draw connections to theoretical approaches explaining economic phenomena and to approaches explicitly developed for the East Asian context. A comparative view and transnational phenomena are considered where appropriate. It is part of the module “Disciplinary Approaches: East Asia in Economic Science (DA 2)”.

The lecture deals with selected topics of particular importance for the East Asian economies, such as

- Innovation
- Money and finance
- The firm: organization, corporate governance and networking
- Environment protection
- The role of national economies in the global economy
- Industrial policy
- Long term reform agenda

It should be noted that the current master-level lecture is more theory-oriented than the German language ones.

A written exam will be provided at the end of the semester (around February/March). Grades are based on homework, participation, presentation (25%) and the final exam paper. Details will be communicated during the course.

Foreign exchange students (Erasmus program, etc.) are welcome to join. Their grade will be based on oral participation (25%) and a term-end essay on a topic to be decided.

The registration for both parts of the module (The Development Issues of the Economies of East Asia + Contemporary Challenges of the Economies in East Asia) is essential for participation and for a full accomplishment of 6 Credits!

Chair: https://www.japkor.msm.uni-due.de/en
Course Descriptions

Contemporary History of East Asia (DA 3)
Master / Graduate – 3 ECTS

Winter Term

Content

This lecture is intended to provide a cross-regional context for understanding the East Asian region since the post-World War II settlement. Students get the opportunity to deepen the understanding of the challenges in the East Asia by focusing the comprehensive contemporary history of the region.

The objective of this module is to understand the historical trajectories that shaped the region and its constituent parts, China (Chinese Mainland, Taiwan, Hong Kong, Macau), Democratic People’s Republic of Korea, Republic of Korea, Japan and Mongolia.

The lecture addresses the legacy of regional divisions and conflicts during the Cold War, the Chinese transition economy, the emergence of the “post-Communist” world order, as well as dynamics towards regional integration.

Moreover the lecture aims to look at main developments, factors and players from synthesizing, cross-boundary and cross-disciplinary perspectives.

The lectures and readings are meant to complement each other. Relevant materials will be on the BSCW server or on the internet. Students will be able to reach the BSCW server, when they enroll into the course. Textbooks are available in the library, but are also easy to purchase. Students are expected to read the texts and prepare for each class by reading the material listed, plus any occasional hand-outs.

Methods of Assessment

Attendance at every session is essential.

Students will prepare two assignments. First assignment will be released on the middle of the term and it will count towards the final mark with 20 %. Second assignment will be released in mid-January and it will count towards the final mark with 80 %.

Besides, to give an idea to students about assignments; a sample assignment paper is posted on the BSCW server, so that students may get an impression of their format.

Chair: https://www.uni-due.de/in-east/
Course Descriptions

Contemporary Issues of East Asia – Natural Economic Experiments: Lessons from Japan
Master / Graduate – 6 ECTS

Winter Term

Content

In this course we will treat Japan's economy as a laboratory that allows us to put modern economic theory to a rigorous empirical test. By exploiting Japan's unique geography and history we will learn how to use natural economic experiments – like Japan's almost complete transition from autarky to free trade at the end of the 19th century – to test some of the most well-known economic concepts such as the theory of comparative advantage. Students will learn about several influential economic theories and how their implications can be used to construct empirical tests that try to establish the causal relationships predicted by these theories.

For this purpose, the course will follow a two-part structure: In the first half of the term we are going to learn in a weekly lecture about several natural economic experiments that feature prominently in economic literature on Japan. By focusing on these examples students will develop a comprehensive understanding of modern economic theory, which allows them to derive testable predictions and to interpret the outcomes of several quasi-natural experiments from Japan. In the second half of the term students will then have the opportunity to select from a range of recent economic research articles, which will serve as the basis for a presentation and a term paper in which students can demonstrate their newly acquired skills.

Grading will be equally based on a presentation in class and on the final term paper.

Chair: https://www.neg.msm.uni-due.de/en/profile/
East Asia in Political Science (DA 1)
Bachelor and Master – 3 ECTS

Winter Term

Content

The course highlights the way political science looks at and does research on the political systems of China, South Korea, Japan and Taiwan. The two courses of the module DA1 (East Asia in Sociology) will introduce students to examples of how East Asia (or an individual country of the region) is dealt with and used as an object of academic investigation in sociology and political science. The goal is to strengthen students' understanding on the one hand of how to apply methods and concepts from the disciplines in the East Asian context and on the other of pertinent socio-political conditions in the region. Both courses will begin with a general introduction into the societies and political systems of the region and then discuss peer reviewed articles from the two disciplines on selected topics.

Chair: https://www.uni-due.de/in-east/
Course Descriptions

East Asia in Sociology (DA 1)
Bachelor and Master – 3 ECTS

Winter Term

Content

This part of module DA1 explores sociological perspectives on the societies of China (with Taiwan), South Korea, and Japan. The two courses of the module DA1 (East Asia in Political Science) will introduce students to examples of how East Asia (or an individual country of the region) is dealt with and used as an object of academic investigation in sociology and political science. The goal is to strengthen students’ understanding on the one hand of how to apply methods and concepts from the disciplines in the East Asian context and on the other of pertinent socio-political conditions in the region. Both courses will begin with a general introduction into the societies and political systems of the region and then discuss peer reviewed articles from the two disciplines on selected topics.

Chair: https://www.uni-due.de/in-east/
Econometrics

Master / Graduate – 5 ECTS

Summer and Winter Term

Content

The objective of this course is to prepare students for basic empirical work in economics. In particular, topics will include basic data analysis, regression analysis and testing. Students will be provided with the opportunity to use data to test economic theories. This course covers furthermore how to use the software STATA for data analysis.

Outline

1. Introduction
2. A brief review of probability and statistics
3. The simple regression model
4. Multiple regression analysis: Estimation and inference
5. Multiple regression analysis: Further issues
6. Sources of endogeneity
7. Basic panel data methods
8. Instrumental variable approaches

A written exam will be provided at the end of the semester (around February/March).

Chair: https://www.be msm.uni-due.de/en/teaching/winter-semester-20202021/
Course Descriptions

Economic and Business Issues of Korea (AEAS 2117)
Master / Graduate – 4/6 ECTS

Winter Term

This module is designed for students who have already some knowledge about South Korea. Korean language skills are not required but might be helpful.

Upon completion, students will understand the role of the Korean state for major segments of the Korean economy and of business. They are able to analyze a specific area of economic policy on the background of relevant economic theories, and they are able to develop and present their insights based on the needs of various formats. The module “Economic and Business Issues of Korea” consists of two parts:

**Economy and Business in Korea (Seminar):** The seminar provides insights into and the discussion of various topics related to the Korean economy and business issues. The seminar accounts for 4 ECTS points.

**Topical Economic and Business Issues of Korea (Project Study):** The project study offers a methodological and theoretical approach to economic and business issues of Korea. The project study is optional and accounts for 2 ECTS points.


Chair: [https://www.jpnkor msm.uni-due.de/en](https://www.jpnkor msm.uni-due.de/en)
Course Descriptions

Economic Studies on China
Bachelor and Master – 3 ECTS

Summer Term

Content

This lecture, as a continuance of the Chinese Economy (I) given at the introductory level, covers the advanced topics of Chinese Economy. It includes the topics about institutional change, inequality, structural imbalance, innovation, social capital and demographic change at an advanced level. Through this lecture, student may have a comprehensive knowledge to China’s economic development, and make a good preparation for doing relevant economic research.

Chair: https://www.china msm.uni-du e.de/en
Course Descriptions

Empirical Research in International Economics

Master – 5 ECTS

Summer and Winter Term

Content

This course covers the empirical analysis of bilateral flow data (e.g. trade or migration flows) based on the "gravity model" in international and regional economics. The course is targeted towards advanced Master students and PhD students in Economics, which want to extend their empirical "tool box" in preparation of their Master thesis or as a part of their PhD in economics. In class we will cover the theoretical derivation of the gravity model for (international) trade and migration, the theory-consistent empirical implementation of the gravity model, and how the gravity equation can be used to recover structural model parameters from trade, migration, and commuting data. Once a basic understanding of the economic theory, the empirical methods, and the available data sources has been established, students will be given the opportunity to apply their newly acquired knowledge, when practically working on their own empirical project (based on a recent research article).

The course is structured in two parts: In the first part, which will be given in form of a lecture, students will be familiarised with basic theoretical and empirical concepts, that are required for the analysis of bilateral flow data (e.g. trade or migration flows). In the second part of the course, which is organised as a practice course, students be given the opportunity to apply their new skills when practically working with data to replicate some results from the economic literature.

Students are asked to write a term paper, which includes the replication of an empirical analysis from a recent research paper.

Chair: https://www.neg msm.uni-due.de/en/profile/
Families in motion – Understanding migration and incorporation processes from a family perspective

Bachelor and Master – 6 ECTS

Summer Term

Content

An international migration is often and in manifold ways a family affair. The family as a fundamental arena of decision making is involved in (re)migration decisions; family-related policies structure migration processes; family life and family biographies are heavily affected by international migration and the family itself influences processes of incorporation and settlement of its individual members. This course sheds light on some aspects of these multiple links between migration and the family. We will discuss how family networks and family-related migration policies affect and help understand migration patterns in various parts of the world. Another focus of the course will be transnational families and global householding that characterize migration and family life worldwide. The discussions will include the perspective of individual family-related life-course decisions in migration contexts, including, for instance, transnational partner choice. Finally, we will turn to the multifaceted role of the family when it comes to acculturation and incorporation. Our discussions will be based on conceptual and rich empirical material and will help to promote our understanding of the complex mechanisms underlying current migration and incorporation processes.

This course is part of the Global and Transnational Sociology Summer School.

Chair: https://www.uni-due.de/soziologie/internationales_baplus.php
Course Descriptions

Game Theory and its Applications
Master / Graduate – 5 ECTS

Winter Term

Content

1. Game theory in economics and business administration
2. Static games
3. Dynamic games
4. Principal-Agent theory
5. Use cases: incentives in organizations, negotiations

After successful completion of this course students are able to understand the concepts of game theory and to apply them in more complex and realistic situations.

Literature

7. Lecture notes

Chair: https://www.mikro.msm.uni-due.de/en/home/
Global Financial Markets & Institutions
Bachelor and Master – 5 ECTS

Summer Term

Cancelled

Content

Global Financial Markets & Institutions is a course from of the MSM - Summer School Course Program (June 29 – July 11) and includes:

- 2-week Short Summer Lecture
- Taught in Duisburg, Germany
- Taught in English by Assistant Professor Justin Holman from Colorado State University, Pueblo
- Including visit to German Central Bank in Duesseldorf
- Tuition will be waived for partner institutions

Chair: https://www.io.msm.uni-due.de/incoming-students/programs/summer-program/
Global markets in the creative industries
Bachelor and Master – 6 ECTS

Summer Term

The literature on creative industries have hugely increased in the last decades, focusing on their relevance for artists and “creative workers” as well as for cities and countries. While creative industries national features prevail in the analyses, this course will examine their global dimensions. Departing from a discussion on global markets, their organizational and institutional contexts, we will then analyze the globalization of the creative industries and the establishment of transnational networks of individuals and firms in this sector. Aspects of (a) the production process, involving the organization of firms and labor conditions, (b) the distribution networks, also with respect to value creation, and (c) consumer behavior, including the formation of transnational network of fans and tourism, will be part of our discussions. Case studies on different branches – music, literature, cinema, arts – will be debated and taken as inspiration for students’ essays. Theoretically, this course brings together insights of economic sociology, sociology of the arts as well as global and transnational sociology.

This course is part of the Global and Transnational Sociology Summer School.

Chair: https://www.uni-due.de/soziologie/internationales_baplus.php
Industrieökonomik (Industrial Economics)
Bachelor / Undergraduate – 5 ECTS

Summer Term

Content

This lecture deals with the basic concepts of industrial economics, especially with the market structures of a monopoly and an oligopoly. As a valuable tool for discussing economic models, the game theory is introduced. Another part of the lecture is the discussion of the Nash-Equilibrium.

Part 1 What is industrial organization
   (1) partial analysis
   (2) market demand
   (3) elasticity of demand

Part 2 Monopoly
   (1) welfare losses from monopolistic price setting
   (2) natural monopolies
   (3) price differentiation

Part 3 Oligopoly
   (1) Cournot competition
   (2) Bertrand competition
   (3) Stackelberg model

Part 4 Cartels and collusion
   (1) stability of cartels
   (2) antitrust policy

Part 5 Horizontal mergers
   (1) profitable mergers
   (2) economic policy assessment about mergers
   (3) synergy effects
   (4) merger control

Part 6 Vertical mergers
   (1) price form in a vertical structure
   (2) the double marginalization
   (3) case studies

Part 7 Abuse of market power
   (1) displacement and obstruction of market entry
   (2) the chain store paradox
   (3) case: Microsoft

After successful completion of this course, students will be able to

(1) explain the concepts and objects of industrial organization,
(2) understand firms’ behavior under monopoly case and oligopoly case,
(3) distinguish competitions in quantities and in prices,
(4) analyze vertical and horizontal mergers and critically evaluate them,
(5) explain problems of market power abuse and analyze case studies.

Chair: https://www.mikro.msm.uni-due.de/en/home/
**Course Descriptions**

**INSPIRING ENTREPRENEURSHIP: Encounter of Economy, Culture, and Politics in Global Business Context**

**Bachelor and Master – 4 ECTS**

**Summer and Winter Term**

**Course Description:**

This course aims to review recent inspiring business ideas and discuss the strategies of doing business in the emerging market economies (EMEs) in our dynamically changing and crisis-prone global economy. Recent challenges such as pandemics, climate change, the wave of populism, and trade protectionism have added new challenges to the world economy and increased the importance of properly forecasting uncertainties in the global business environment and conduct business in different cultural and political economy contexts. In addition to the up-to-date articles, the course is supported by many company case studies from different countries, from several globally expanding manufacturing and services sectors.

**Learning Objectives and Outcomes:**

Seminar participants will be able to review the international institutions and practices that affect international business; understand the trade, investment theory, and foreign exchange theories; perceive the different forms of interactions between business and government, develop insight into the management implications of global business strategy and operations, and examine the various cultural, political and legal issues that impact business activities in EMEs.

**Key Words and Theme:**

Globalization; national differences in politics, culture, and economy; international economy, global production chains, outsourcing and logistics; foreign direct investment, international business strategy (i.e., Entry-Exit, Strategic Alliances, M&As), external shocks.

**Prerequisites (Recommended):**

Introduction to Economics/International Business/Trade
Teaching Strategy:
Lecture will be handled mostly through online power point presentations by the lecturer with an active and interactive online-class discussions. Students will be asked to read and discuss several articles and case studies.

Course Evaluation:
Evaluation will involve active participation of the students to the lectures, their presentation performance, and one final (take-home) exam.

Link: https://campus.uni-due.de/lsf
Course Descriptions

Institutions and Organizations in Japan
Master / Graduate – 3 ECTS

Summer Term

Content & Aims

In comparative studies Japan represents an important deviation from the ‘liberal market’ and individualistic societies of the UK and US, while exhibiting strong similarities with the social institutional arrangements, relative equality and high degrees of social integration credited to western European societies. Many of these differences can be traced back to the development of governmental and democratic institutions in Japan. Recently however, the strengths of Japanese social and political institutions have been called into question. Especially the seeming lack of reform potential, in the context of globalization, the rise of China as a regional power and dramatic demographic changes have highlighted the lack of social and political capacities for reform.

The aim of this course is to understand the origins of Japanese social and political institutions, how they compare to European cases, with an emphasis on the form of capitalism, employment, welfare and social policy, gender division of labor, the family, migration and ethnicity, political parties, and election dynamics as well as policy formation.

Requirements

- Active participation
- Preparation of the required readings (at least 2 questions concerning each text)
- Presentation based on the readings in “Institutions and Organizations in Japan”
- Research paper (for whole module/both seminars)

Grading

Students will be evaluated on the basis of their assignments, active participation in discussions, on their presentation and leading one of the discussions, preparation of literature, and for the final research paper. Coursework (attendance, presentation, discussion, assignments) in the “Institutions” seminar count for 25% of the final module grade. The research paper counts for 50% of the module grade. An additional 25% of the module grade is determined by participation and assignments in the “Research” seminar.

Chair: https://www.uni-due.de/in-east/school/
Course Descriptions

Institutions in Japanese Politics (AEAS 1116)  
Master/ Graduate – 6 ECTS

Winter Term

Content

This module is the AEAS-module on Japanese politics. It continues and builds upon the corresponding AEAS-module of the summer term by looking at major aspects of Japanese politics and going into details of a selected number of crucial institutions of the Japanese political system.

Students will be required to prepare a written assignment and give an oral presentation on their topic during the summer term. We will discuss the respective research questions and designs. Deadline for handing in the written assignment will be March 15th.

Students who did not participate in the summer module are encouraged to prepare this module by reading the following two titles:


Chair: http://www.uni-due.de/in-east/
International Consumer Culture
Bachelor and Master – 5 ECTS

Summer Term

Cancelled

Content

This course is part of the Global and Transnational Sociology Summer School and includes:

- 2-week Short Summer Lecture
- Taught in Duisburg, Germany
- Taught in English by Brian Gillespie, Associate Professor of Marketing from the University of New Mexico
- Including company visit to 3M
- Tuition will be waived for partner institutions

Course Topics

- The relationship between societal structures and global consumer culture theory
- Characteristics of various societal and consumer cultures across the globe
- The impact of culture on consumer purchase motivations
- The role of culture in the consumer decision making process
- Culture focused international market strategies

Visiting Lecturer: https://www.mgt.unm.edu/faculty/facultyDetails.asp?id=10544

Course Descriptions

International Financial Accounting
Bachelor / Undergraduate – 5 ECTS

Winter Term

Content

The aim of this course is to provide a thorough understanding of International Financial Reporting Standards (IFRS). The students get a competent knowledge of preparing financial statements in accordance to IFRS. After having finished the course successfully, the students are able to differentiate the basic principles and major balance sheet items as well as further information instruments of the financial statements according to IFRS. Furthermore, the students will be also able to apply the IFRS standards in a practical manner.

There is no previous knowledge required for this course. It is presented in English. The written examination (60 minutes) can be written either in German or in English. The course is held by Dirk Egbers, the global leader of German Business Networks (GBN) of the big four firm Ernst & Young.

A written exam will be provided in the first part of the semester (around december).

Chair: [https://www.rwpc.msm.uni-due.de/en/home/](https://www.rwpc.msm.uni-due.de/en/home/)
Course Descriptions

Japan’s Role in Global and Regional Economic Relations (Business Issues in Japan's Economy)
Bachelor and Master – 4 ECTS

Summer Term

Learning Targets

Students will become acquainted with the dynamic global and regional economic relations of Japan. They will be introduced to the key role of Japanese business and international economic policy in shaping the production and other business networks of the Asia-Pacific region, including integration through inter-governmental forms like APEC and ASEAN+. Students will learn about options for cooperation with Japanese enterprises, in Japan itself, in third countries like South East Asia, and in a home market like Germany.

Outline

1. Competitiveness and external trade
2. Foreign direct investment
3. Special mechanisms like sôgô shôsha, etc.
4. Economic relations with East Asia, focusing on regional production networks
5. Economic relations with the US
6. Economic relations with Europe/Germany
7. Japan’s external monetary economic relations
8. Asia-Pacific Integration

Methods of Assessment

Written exam

Chair: https://www.japkor.msm.uni-due.de/en
Japan’s Political Economy (AEAS 2108)
Master / Graduate – 6 ECTS

Winter Term
Japan’s Economy between Market, State and Society

Course description coming soon.

Chair: https://www.japkor.msm.uni-due.de/en
Course Descriptions

Marketing I: Marketing Information and Strategy
Bachelor / Undergraduate – 5 ECTS
Summer Term and Winter Term

Content

In the introduction section, we briefly talk about the history of marketing and its importance in a globalized world. Moreover, we discuss topics like, for example, theoretical approaches, relationship marketing, and industry specific characteristics in this section (e.g., business-to-consumer, business-to-business, and service markets). The following sections about consumer behavior and market research cover the gathering of information within the marketing strategic triangle (i.e., buyer, seller, and competition). First, we discuss the SOR-model, selected behavioral constructs, and consumer decision-making. Second, we integrate these topics into the market research process by discussing methods of market research, questionnaire design, and data gathering. In the following strategic marketing section, market segmentation, targeting, and positioning play the most important role. Nevertheless, we shortly discuss other competitive strategies as well. At the end of the lecture, we take a brief outlook on marketing decisions (4 Ps) and international marketing. Especially the latter takes a European perspective on the topic. The lecture additionally uses in class discussions and case studies. A written exam will take place at the end of the semester.

1. Introduction to the marketing discipline
2. Consumer behavior and decision-making
3. Market research process
4. Strategic marketing matters

Literature

Course Descriptions

Marketing II: Marketing Operations and International Marketing
Bachelor / Undergraduate – 5 ECTS
Summer and Winter Term

Content

Another important section of the marketing discipline—besides principles of marketing—is the implementation of marketing decisions (4 Ps). In the first part of the lecture, we discuss different policies about managing markets. In this context, we start with covering product policy, which contains of the shell model as well as a dynamic approach along the product life cycle. In pricing policy we discuss possibilities how to set prices (i.e., cost-, customer, and competition-based), and instruments of pricing. Main questions of distribution policy are acquisition of customers and intermediaries as well as logistics. Finally, in communication policy we address the appropriate configuration of a seller’s communication messages and corresponding media use for its target groups. In the second part, we take an international look on marketing from a European perspective, that is, the coordination of country markets. While we start with the importance of international marketing and the concept of coordination, important topics in this part are going and being international. We discuss different management tasks that cover, for example, the market selection and market entry (going international), and decisions within ongoing marketing activities (being international). The lecture additionally uses in class discussions and case studies. A written exam will take place at the end of the semester.

Literature

Course Descriptions

Masterclass Management Science
Master / Graduate – 5 ECTS
Summer Term

Content

Masterclass Management Science is a program to promote highly talented students. In particular the program focuses on potential future Ph.D. candidates and offers to make first experiences in a scientific working environment. Programming skills in common programming languages (e.g. AMPL, C, C++) are mandatory in order to participate successfully. Therefore, Masterclass Management Science addresses ambitious talents who have a high interest in science. The overall goal is to apply methods of operations research to real world optimization problems. Mathematical model formulations need to be developed to describe the relevant aspects of the problem at hand precisely. In a successive step the problem structure needs to be analyzed to construct and implement own algorithms to find feasible solutions to the problem. Computational studies need to be processed to measure the algorithms’ performance. The students document their work by writing a scientific article about it in English. This paper will be sent to a scientific journal and suggested for publication. After the paper has been peer reviewed the students will receive a report.

Chair: https://www.log.msm.uni-due.de/en/home/
Course Descriptions

New Global Social Movements
Bachelor and Master – 6 ECTS

Summer Term

The course reviews major issues concerning new global social movements and their core characteristics. At the center of the course are the movements that emerged with the crisis since 2008 (the “Arab Spring,” Greece, 15-M/Spain, Gezi/Turkey, Occupy…). The course will discuss different approaches in social movement theory. It will also analyze movements that can be considered precursors regarding content and practices of the new global social movements (e.g. the “anti-representational” movements in Latin America since the mid-1990s and the alter-globalization movement). The course will discuss shared characteristics and differences among the new global movements and compared to earlier social movements. These changes will be contextualized in an analysis of changing political and cultural circumstances (crisis of representation, globalization, global governance…) and of new practices (non-representational democracy, direct action, self-management…) and perspectives of social movements.

This course is part of the Global and Transnational Sociology Summer School.

Chair: https://www.uni-due.de/soziologie/internationales_baplus.php
Political Culture and State-Society Interactions

Master / Graduate – 4 ECTS

Summer Term

Content

This seminar examines recent development in state-society relations in both rural and urban areas. The focus lies on change and continuity of modes of interactions and the party-state's reform policies with regard to regional disparities and rising socio-economic tensions inside Chinese society. Based on several case studies this seminar analyses online and offline protests (and their recursive interlinkages) as well as their implications for Chinese politics; new modes of civil society self-organization (e.g. environmental NGOs) and the role of the party-state in coordinating and solving local conflicts.

In addition to the level of visible (inter-)actions, the seminar will also shed light on the ideational foundations of the PRC's political system and assess the impact of state philosophy on Chinese politics. This will include an in-depth reading of recent Chinese debates on governance philosophy and the PRC's future development paths under the fifth generation. Special attention will be paid to inner-party factionalism and the controversial debates between the Chinese New Left and the advocates of a neoliberal development path.

Examination

- Active participation + preparation of the reading materials
- Short presentation in class (+ handout)
- Final paper

Chair: https://www.uni-due.de/in-east/school/
The Chinese Society
Bachelor and Master – 4 ECTS

Summer Term

Content

Students demonstrate a comprehensive understanding of the society of China and have developed the ability to analyze the society by applying advanced sociological theories and methods.

The focus of this module will be determined in accordance with the specialization of the professorship.

Examination

Semester accompanying examination (Oral presentation followed by written seminar paper)

Chair: https://www.uni-due.de/in-east/school/
Course Descriptions

The Development Issues of the Economies of East Asia (DA 2)
Bachelor and Master – 3 ECTS

Winter Term

Content

The lecture provides a basic overview of important issues of the economic development of China, Japan, and Korea. It will draw connections to theoretical approaches explaining economic phenomena and to approaches explicitly developed for the East Asian context. A comparative view and transnational phenomena are considered where appropriate. It is part of the module “Disciplinary Approaches: East Asia in Economic Science (DA 2)”.

Topics

- The economic history of Japan before 1945
- The economic history of post-war Japan
- The economic history of the Korean peninsula before the Korean War
- The economic history of post-Korean War North and South Korea
- Historic background of the Chinese economy before 1949
- Socialism, market system and reform in post-1949 China
- The challenges of growth, equity and development
- Structural features between natural endowments, cultural and path trajectories
- Innovation
- Money and finance
- The firm: organisation, corporate governance and networking
- Environment protection
- The role of national economies in the global economy
- Industrial policy
- Long term reform agenda

The registration for both parts of the module (The Development Issues of the Economies of East Asia + Contemporary Challenges of the Economies in East Asia) is essential for participation and for a full accomplishment of 6 Credits!

Chair: https://www.japkor.msm.uni-due.de/en/home/
Course Descriptions

The Political System of Japan
Bachelor and Master – 6 ECTS

Summer Term

Content

The aim of this module is to introduce students to the political system, political culture and international relations of Japan. Students shall gain insights into the structure and processes of Japan’s political system and its underlying political culture. They will get acquainted with the formulation and foci of Japan’s foreign policy as well as with Japan’s integration in the international system. After completing this module, students shall be able to understand and evaluate political developments on the domestic and international level within a Japanese context.

1. Theoretical approaches to the study of the political system and Political processes in Japan
2. Institutional setting
3. Decision making
4. Japanese political culture in relation to the political process

Chair: [https://www.uni-due.de/in-east/school/](https://www.uni-due.de/in-east/school/)
Course Descriptions

Topics in International Economics
Master / Graduate – 5 ECTS

Summer Term

The idea of this class

We will discuss selected milestones in the international trade literature (but not all). The goal is to make students familiar with scientific publications and critically discuss them.

In the first part of this lecture, we will introduce basic concepts on workhorse models in the field that are necessary to understand the academic papers.

Grading

Consists of two parts, (i) a short written exam (50%) and (ii) a presentation of a seminal published paper (50%)

Literature

The lecture is based on papers that are available on Moodle. Please read them! Students are also invited to use standard textbooks. There are not many graduate trade textbooks, one example is:


Roadmap

1. Increasing returns to scale (New trade theory): Krugman (1979, 1980)
3. Empirical application: The gravity equation

Chair: https://www.vwl.msm.uni-due.de/en/home/
Course Descriptions

Topics in Labor Economics
Master / Graduate – 5 ECTS

Summer Term

Description

Wages, employment, and education are key aspects for the wellbeing of most individuals in an economy and labor market policy is an important part of economic policy. This course deals with the economic analysis of labor markets. The course covers topics like labor supply, labor demand, investment into human capital, unions, unemployment, or discrimination. Students become acquainted with the standard tools for labor economics and they learn to apply them to real world problems. The course is based on both microeconomic theory and empirical contributions.

The course consists of lectures and of the discussion of problems and research papers. Students are required to read three research papers, to prepare the answer to one question on each of the three papers, and to actively participate in the discussion. To successfully participate in this course, you need to be familiar with the standard tools of microeconomic theory and econometrics.

Learning Targets

After successful completion of this course students will be acquainted with the standard tools for labor economics and will have extended their skills in applying theoretical and econometric methods. Furthermore, they will have a good understanding of the labor market including current labor market policies in Germany. Moreover, they will be able to understand recent research papers in labor economics.

Literature


Chair: https://www.qmw msm.unidue.de/en/startseite/
Translation in the Anthropocene: Global Politics, Development Policies and Amerindian Ontologies
Bachelor and Master – 6 ECTS
Summer Term

Cancelled in Summer Term 2020

Debates on global warming and environmental destruction dominate the political agenda in global forums and national development policies. In this course, we will focus on the concepts of nation and nature that permeate these debates. Departing from the concept of Anthropocene, we will analyze specially the case of Amazon Rainforest and the conflicting positions concerning its preservation or use represented by global, national and Amerindian interests. In 2019, fires destroyed large sections of the forest in Brazil and Bolivia, which yielded an international outcry directed at the Brazilian President, Jair Bolsonaro. In defense of his anti-environmentalist policies, he opposes national development and preservation, seen as a disguise for neocolonialist land-grabbing plans. From this perspective, nation and nature are seen as mutually excluding options. On the other hand, Amerindians conceive nature as multiple, while human culture is seen as just one variation of nature, what Viveiros de Castro (1998) calls “multinaturalism”. From this perspective, non-human actors (animals, spirits, rivers, the forest itself, etc.) have their own interest (“cosmopolitics”) and may play a central role in the conception of the world, establishing multiple perspectives. During the course, we will discuss also the work of two Amerindian thinkers, Davi Kopenawa (2013) and Ailton Krenak (2015).

This course is part of the Global and Transnational Sociology Summer School.

Chair: https://www.uni-due.de/soziologie/internationales_baplus.php
Transnational Relations of East Asia (DA 3)
Master / Graduate – 3 ECTS

Winter Term

Content

The growing economic power and influence of East Asia make it a fascinating area of study. The region has transformed from the economic devastation wrought by wars, together with later financial crisis, to the recognized center of gravity in the world economy. China, Japan and South Korea comprise an estimated 26% of the global economy (IMF 2018). Despite ongoing competitions, cooperation has emerged and proliferated. The force of a global economic marketplace has tied the fates of numerous countries in and out of the regions together. The proliferation of both multilateral and bilateral trade and investment agreements as well as regional production networks has been one of the most important recent trends in the region’s transnational relations. To better understand transnational economic relations in East Asia, this course will introduce economic theories on trade and regional economic integration, will analyze the cost and benefit of various types of trade policies, and will explain the political economy of the relevant government policies.

Exam

Presentation and Take-home Assignments

Suggested Textbook


Chair: https://www.uni-due.de/in-east/
Course Descriptions

Trends in Internal Auditing and Corporate Governance

Master / Graduate – 5 ECTS

Summer Term

Content

1. Internal Auditing and the Internal Governance Structure
2. Internal Auditing in different Industries
3. Trends in Internal Auditing
4. Board Compensation / Board Diversity
5. Trends in the Corporate Governance Discussion

Basic knowledge in the field of Internal Auditing is recommended.

Chair: https://www.ircg.msm.uni-due.de/startseite/
Course Descriptions

Business English Refreshers’ Course – Level I
Bachelor and Master – 3 ECTS
Summer and Winter Term

Content

The course conveys knowledge and skills in the areas of grammar, vocabulary, listening and reading comprehension. It aims to increase the overall language fluency. The participants will be brought to a sufficient level of English to fulfill the admission requirements for the elective “commercial English” without difficulty.

Chair: https://www.css.msm.uni-due.de/en/courses/
Course Descriptions

Business English Refreshers’ Course – Level II
Bachelor and Master – 3 ECTS
Summer and Winter Term

Content

This course aims to equip students with the vocabulary and knowledge to give effective presentations in English, particularly within a business context. Students will develop their communication skills in English, paying close attention to their presentation style. Issues such as cross-cultural communication and persuasive power will be addressed. Students' analytical faculties will be enhanced through group discourse, as well as continuous oral and written assessment. In addition to practice assignments, students will be required to give two assessed presentations as part of their final grade.

Chair: https://www.css.msm.uni-due.de/en/courses/
Course Descriptions

German Language Course for Beginners
Bachelor and Master – 5 ECTS

Summer and Winter Term

Content

The course is meant for exchange students from MSM, IN-EAST and Faculty of Social Sciences with no or very limited knowledge of German. It focuses on everyday oral and written communication. An oral and a written exam have to be passed.

We recommend all our international incomings to take the opportunity and attend German language courses. This course enables our Mercator incomings to meet other international students and to immerse fully into the German culture.

Link: https://campus.uni-due.de/lsf/rds?state=verpublish&status=init&vmfile=no&publishid=348415&moduleCall=webInfo&publishConfFile=webInfo&publishSubDir=veranstaltung&noDBAction=y&init=Y
Course Descriptions

Spanisch für Wirtschaftswissenschaftler –
Level A1 (Business Spanish A1)
Bachelor and Master – 3 ECTS
Summer and Winter Term

Content
This course is designed for students who mainly want to learn Spanish for professional reasons. Previous knowledge is not required. The aim of the event is to teach the basics of the Spanish language (pronunciation, grammar and vocabulary) in order to enable communication in everyday life and at work.

Aims of qualification:
The students will practice speaking, listening, reading and writing through exercises. Both cultural and work-related topics are considered.

Literature:

Chair: https://www.css.msm.uni-due.de/en/courses/
Course Descriptions

Spanisch für Wirtschaftswissenschaftler – Level A2 (Business Spanish A2)
Bachelor and Master – 3 ECTS

Summer and Winter Term

Aims of qualification
The students will practice speaking, listening, reading and writing through exercises. Both cultural and work-related topics are considered.

Literature

Chair: https://www.css.msm.uni-due.de/en/courses/
Course Descriptions

Wiederholerkurs Französisch im Alltag (French Language Refreshers' Course)  
Bachelor and Master – 3 ECTS

Summer and Winter Term

Content
This course is meant for either MSM students or exchange students who want to revise and improve their French skills. It focuses on everyday oral and written communication. The requirement is a basic knowledge of French (A1 European framework, participation of a one-year course).

Aims of qualification:

The course’s aim is to enable students to communicate in everyday situations and to write short messages or emails. The comprehension of oral texts will be improved and short telephone calls are practised. To reach these aims the skills and the knowledge of grammar, reading and listening comprehension will be revised and enlarged. The oral communication skills will be improved. The focus will also lay on Intercultural differences of the participants in everyday situations.

Chair: https://www.css.msm.uni-due.de/en/courses/
Wirtschaftsenglisch (Business English)
Bachelor / Undergraduate – 6 ECTS

Summer and Winter Term

Content

The E2 module Business English is part of the bachelor program Business Administration and can only be selected by students of this course. The whole 8 credit module consists of linked lecture/seminar elements amounting to 5-6 hours per week. Examination stretches over the course of the semester in the form of smaller elements; please check the respective course outline in the lecture descriptions for details. The module can be completed within one semester or stretched over two semesters. The test contains exercises dealing with listening and reading skills, spelling, grammar and vocabulary.

Chair: https://www.css msm.uni-du e.de/en/courses/
German Language Courses

The university (Institute of Optional Studies – IOS) offers German language courses for all international students. We recommend all our international incomings to take the opportunity and attend German language courses. Such courses enable our Mercator incomings to meet other international students from different disciplines and to immerse fully into the German culture. Participants are required to take part in a placement test, which will be held prior to the course start. All information concerning the placement test will be made available during the application process. The following pages contain detailed course descriptions.

Besides these courses, Mercator School of Management offers a German Language Course for international students with no or very limited knowledge (p. 57), a placement test is not required.
Course Descriptions

DAF0 – Deutsch A1
Bachelor and Master – 4 ECTS
Summer and Winter Term

Cancelled in Winter Term 2020/2021

Language actions:
- understanding numbers, names and locations
- introducing oneself and others
- orientation in a city
- telling the time and the time of the day
- ordering food and beverages
- buying groceries
- filling in official forms
- writing a short e-mail

Linguistic structures:
- definite and indefinite articles
- negative and possessive articles
- Präsen
- statements and questions
- pronouns
- negation
- modal verbs können, möchten, mögen
- prepositions of place
- nominative and accusative
- plural
- past simple of sein and haben

Final exam:
Listening comprehension 25%, reading skills 25%, text production 25%, active participation 25%.
For passing the final exam you have to gain at least 40% of the points in each of the four parts and at least 60% of the points in total.

Link: https://campus.uni-due.de/lsf/rd?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

DAF2 – Deutsch A2
Bachelor and Master – 8 ECTS
Summer and Winter Term

Language actions:
- reading and writing a CV
- talking about one’s free time and cultural activities
- leading conversations in a bank
- talking about wishes and unreal conditions
- talking about work activities, holiday
- leading business conversations on a phone

Linguistic structures:
- separate-prefix verbs
- reflexive verbs
- genitive
- past simple
- causal clauses
- conditional clauses
- object clauses
- Konjunktiv II
- verbs with prepositional case

Final exam:
Listening comprehension 25%, reading skills 25%, text production 25%, active participation 25%.
For passing the final exam you have to gain at least 40% of the points in each of the four parts and at least 60% of the points in total.

Link: https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

DAF6 – Deutsch B1/1
Bachelor and Master – 4 ECTS

Summer and Winter Term

Sprachliche Handlungen:
- den Tagesablauf beschreiben, über Tätigkeiten sprechen
- auf eine Einladung reagieren
- über Berufsalltag, -leben sprechen
- Termine vereinbaren
- nach Informationen suchen
- über verschiedene Medien sprechen
- Produkte und Eigenschaften beschreiben
- einen persönlichen Brief schreiben
- eigene Meinung formulieren

Sprachliche Strukturen:
- Infinitivsätze
- Konjunktiv II (Höflichkeit, Wunsch, Aufforderung)
- Komparativsätze
- Futur I
- Reflexivverben
- Relativpronomen im Dativ und mit Präpositionen
- Passiv, Modalverben (Wiederholung)

Klausur:
Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%, aktive Mitarbeit 23%.
Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro Teiltüfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: https://campus.uni-due.de/lsf/rd?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

DAF8 – Deutsch B1/2
Bachelor and Master – 4 ECTS
Summer and Winter Term

Sprachliche Handlungen:
- übers (Sprachen)lernen/Schulzeit berichten/diskutieren
- Gründe und Folgen nennen
- über Verkehr/Urlaub berichten/diskutieren
- über Gefühle sprechen/Ratschläge geben
- Charaktere beschreiben
- Berichte im Restaurantführer verstehen
- sich über Essgewohnheiten unterhalten
- einen formellen/halbformellen Brief schreiben
- einen kurzen Bericht schreiben
- eigene Meinung formulieren

Sprachliche Strukturen:
- Demonstrativpronomen (der-, die-, dasselbe)
- Finalsätze
- Kausalsätze
- Temporalsätze
- Präpositionen mit Genitiv
- Plusquamperfekt

Klausur:
Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%, aktive Mitarbeit 23%.
Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro Teilfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

DAF10 – Deutsch B2/1
Bachelor and Master – 4 ECTS

Summer and Winter Term

Sprachliche Handlungen:
- über Schulzeit und Ausbildung berichten
- einen ausführlichen Lebenslauf schreiben
- einen Lesebrief verfassen
- sich mündlich und schriftlich beschweren
- über interkulturelle Unterschiede diskutieren
- über Arbeit und Studium sprechen

Sprachliche Strukturen:
- Rektion der Verben
- Verben mit präpositionalem Kasus

Klausur:
Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%, aktive Mitarbeit 23%.

Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro Teilfertigkeit und 60 Prozent insgesamt erreicht werden.

Link: https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

DAF12 – Deutsch B2/2
Bachelor and Master – 4 ECTS

Summer and Winter Term

Sprachliche Handlungen:
- über Freizeitaktivitäten diskutieren
- über Politik diskutieren
- einen Kurzvortrag (eine Präsentation) halten
- über Technik sprechen
- über Gesundheit sprechen
- Grafiken beschreiben

Sprachliche Strukturen:
- Subjektive Bedeutung der Modalverben
- Konjunktiv I
- Modalangaben
- erweiterte Partizipien
- Nomen-Verb-Verbindungen
- Passiversatzformen

Klausur:
Hörverstehen 23%, Leseverstehen 23%, Textproduktion 31%, aktive Mitarbeit 23%.

Zum Bestehen der Prüfung müssen mindestens 40 Prozent pro Teilvermögen und 60
Prozent insgesamt erreicht werden.

Link: https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

DAF14 – Deutsch C1/1
Bachelor and Master – 4 ECTS
Summer and Winter Term

*Cancelled in Winter Term 2020/2021*

Sprachliche Handlungen:
- Stellungnahme verfassen
- Kritik üben
- satirische Texte verstehen
- über Energieverbrauch, Stress/Humor/Erfolge(Niederlage) diskutieren
- einen Vortrag halten
- eine Grafik beschreiben

Sprachliche Strukturen:
- Adjektive mit präpositionalem Kasus
- Präpositionen mit Genitiv
- Partizipialattribute
- Modalverben in Vermutungsbedeutung

Klausur:
Hörverstehen 28%, Leseverstehen 28%, Textproduktion 28%, aktive Mitarbeit 16%.

Link: [https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz](https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz)
DAF14 – Deutsch C1 kompakt
Bachelor and Master – 8 ECTS

Summer and Winter Term

Sprachliche Handlungen:
- Stellungnahme verfassen
- Kritik üben
- Fachsprache und Wissenschaftssprache verstehen und verwenden
- einen (Fach-) Vortrag halten
- eine Grafik beschreiben
- eine Diskussion leiten und strukturieren
- ein Interview führen

Sprachliche Strukturen:
- Adjektive mit präpositionalem Kasus
- Präpositionen mit Genitiv
- Partizipialattribute
- Modalverben in Vermutungsbedeutung
- Nominalisierungen
- Nomen mit Präpositionen

Klausur:
Hörverstehen 28%, Leseverstehen 28%, Textproduktion 28%, aktive Mitarbeit 16%.

Link: https://campus.uni-due.de/lsf/rds?state=wtree&search=1&trex=step&root120202=265964%7C261571%7C266887%7C259047%7C266118&P.vx=kurz
Course Descriptions

English Language Courses by IOS
Bachelor and Master

Summer and Winter Term

The offer of English courses is currently structured as follows:

Level courses:

- English A1
- English (A1/2-C1)

Professional language courses:

- Business English: Intermediate / Upper
- Intermediate
- Advanced Business Communication Skills
- PR and Marketing
- Advanced Reading and Writing Skills
- Technical English: Intermediate / Upper
- Intermediate

DAAD:

- Exams
- Preparatory courses

Other courses:

- Improve your Everyday Communication Skills
- English Communication for Academic Purposes
- Presenting in English
- Improve your English Reading Skills
- Essay Writing Course Academic Writing for PhD Students
- Preparatory Course for IELTS
- Refresh your English Grammar

For further information, please visit the website of the IOS:

Link: https://www.uni-due.de/ios/sprachkurse_e1.php
Student Assistants

Each semester, student assistantships are assigned to highly committed MSM students. These students get the unique chance to strengthen their intercultural competences by working in the field of international affairs. Their tasks range from simple administrative and organizational work to mentoring and guiding our incoming internationals. Student assistants also look after Mercator’s outgoing students who always welcome a contact point at eye level.
Study Abroad at Mercator

1. Get nominated by your home institution

2. Apply online at UDE/MSM

3. Receive the Acceptance Letter and apply for student dorms*

4. Arrive in Duisburg and join the orientation days

5. Enjoy your time at Mercator with many other internationals

*Student dorms might be available for one semester only. Prices for student dorms range from 250 to 420 Euros a month. We offer different options for Short-Term Study students (e.g. hotel accommodation incl. breakfast for ~39 Euro per night). Prices may change.
Being an Exchange Student at MSM ...

Studying abroad is a very unique experience to discover other cultures and gain important benefits! The classes at the Mercator School of Management will challenge you; in a good sense of education. You have to think out of the box and you will gain so much knowledge from cognate disciplines as well. I took business and language lectures and they did not give me boring or only theoretical, but very practical information. I learned many important things about business and strategies. My favorite classes were Contemporary History of East Asia and the Business English Refreshers’ Course.

During my exchange I met many international students and we had so much fun together! We were preparing traditional meals from our home countries and cultures; we were also playing some games and trying to learn traditional dances! I definitely felt the real souls of those cultures. I am pretty sure that we will always keep in touch because we shared thousands of good memories together. I even met my best friend here; a Korean girl from Chung-Ang University. She has already visited me in my home country and I will visit her in Seoul one day! There are many carnivals in Germany that you can attend and have fun with your friends. Cologne Festival was my favorite one! However, the best thing about being an exchange in Germany is the Christmas Market where you can get some delicious foods and drinks like this awesome Glühwein! Each city has its own Christmas Market. I went to those wonderful shiny squares with decorated Christmas trees so many times, and I will definitely come back to visit one of the markets again! During my exchange, I traveled a lot! Germany is perfectly located and surrounded by many European countries you must see. It is easy and cheap to travel to other countries and I can definitely recommend France, Netherlands, Slovakia, Austria, Czech Republic, Hungary and Poland.

During my exchange, I discovered new strengths and challenges and they helped me to develop my personal skills. My coordinator and my buddy always supported me, they tried to solve my problems immediately and I owe them lots of thanks. I feel so lucky about my exchange in Germany. I know that was a turning point in my life. I got incomparable opportunities which have changed all my perspectives. A bee needs a rich forest to make honey and for an exchange student, Germany is a rich forest I can say!

Esra Yilmaz – Canakkale Onsekiz Mart University, Turkey
Mercator Exchange Student
# Partners Worldwide

### Australia
- University of the Sunshine Coast, Sippy Downs

### China
- Hong Kong Baptist University (HKBU), Hong Kong
- Fudan University (FU), Centre for European Studies, Shanghai
- Providence University, Taichung, Taiwan

### European Union
- Université Catholique de Louvain, Louvain-la-Neuve, Belgium
- Tomas Bata University, Zlín, Czech Republic
- Syddansk Universitet, Odense, Denmark
- YSchools, Troyes, France
- Jean Moulin Lyon III University, Lyon, France
- University of Montesquieu-Bordeaux IV, Bordeaux, France
- Paris-Sorbonne University, Paris IV, France
- Pôle Universitaire Lyon II, Lyon, France
- Université de Lorraine, Nancy, France
- Roma Tre University, Rome, Italy
- Mykolas Romeris University, Vilnius, Lithuania
- HAN University of Applied Sciences, Arnhem, Netherlands
- Radboud University Nijmegen, Nijmegen, Netherlands
- Kielce University of Technology, Kielce, Poland
- Silesian University of Technology, Gliwice, Poland
- Warsaw School of Economics (SGH), Warsaw, Poland
- Universidade de Lisboa, School of Economics & Management, Lisbon, Portugal
- Universidade Técnica de Lisboa, Lisbon, Portugal
- Politehnica University of Bucharest, Bucharest, Romania
- Universidad de León, León, Spain
- Universidad Europea del Atlántico, Santander, Spain
- Universidad Pablo de Olavide, Sevilla, Spain
- Universidad San Jorge, Zaragoza, Spain
- Universidad Miguel Hernández Elche, Elche, Spain
- University of Boras, Boras, Sweden
- Linnaeus University, Växjö, Sweden
- Canakkale Onsekiz Mart University, Canakkale, Turkey
- Sabanci University, Istanbul, Turkey

### India
- Peoples Education Society (PES) - Institute of Technology, Bangalore

### United States
- American University (AU), Washington Semester, Washington, D.C.
- California State University (CSUMB), Monterey Bay, California
- Colorado State University (CSU), Pueblo, Colorado
- Indiana University of Pennsylvania (IUP), Indiana, Pennsylvania
- Lehigh University (LU), Iacocca Institute, Bethlehem, Pennsylvania
- St. Martin’s University (SMU), Lacey, Washington
- University of California (UC), Berkeley, California
- University of California, Riverside (UCR), Riverside, California
- University of Colorado at Colorado Springs (UCCS), Colorado Springs, Colorado
- University of Illinois at Urbana-Champaign (UIUC), Champaign, Illinois
- University of New Mexico (UNM), Albuquerque, New Mexico
- University of North Carolina Charlotte (UNCC), Charlotte, North Carolina
- University of Northern Iowa (UNI), Cedar Falls, Iowa

### Korea
- Chung-Ang University, Seoul
- EWHA Womans University, Seoul

### Russia
- Plekhanov Russian Academy of Economics, Moscow

### Japan
- Doshisha University, Kyoto
- Sophia University, Tokyo

### Uruguay
- Universidad Católica del Uruguay, Montevideo, Uruguay
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<thead>
<tr>
<th>Course title</th>
<th>First period*</th>
<th>Second period*</th>
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<tr>
<td>Applications in Empirical Research (M)</td>
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<td>Applied Microeconomics (M)</td>
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<td>Behavioral Economics (M)</td>
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<td>Business and Economy in China (M)</td>
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<tr>
<td>Contemporary Challenges of the Economies in East Asia (DA 2) (B/M)</td>
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<td>Contemporary History of East Asia (DA 3) (M)</td>
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<td>Contemporary Issues of East Asia (M)</td>
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<td>East Asia in Political Science (DA 1) (B/M)</td>
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<td>East Asia in Sociology (DA 1) (B/M)</td>
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<td>Econometrics (M)</td>
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<td>Economic and Business Issues of Korea (AEAS 2117) (M)</td>
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<td>Empirical Research in International Economics (M)</td>
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<td>Game Theory and its Applications (M)</td>
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<td>International Financial Accounting (B)</td>
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<td>INSPIRING ENTREPRENEURSHIP: Encounter of Economy, Culture, and</td>
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<td>Politics in Global Business Context (B/M)</td>
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<td>Institutions in Japanese Politics (AEAS 1116) (M)</td>
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<td>Japan’s Political Economy (AEAS 2108) (M)</td>
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<td>Marketing I: Marketing Information &amp; Strategy (B)</td>
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<td>Marketing II: Marketing Operations and International Marketing (B)</td>
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<td>The Development Issues of the Economies of East Asia (DA 2) (B/M)</td>
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<td>Transnational Relations of East Asia (DA 3) (M)</td>
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*First Period: 02.11.2020 – 18.12.2020
### Summer Semester Courses sorted by periods

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<th>Course title</th>
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<tr>
<td>Advanced Industrial Organization (M)</td>
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<td>Anthropology of Migration and Transnationality (B/M)</td>
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<td>Applications in Empirical Research (M)</td>
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<td>China Management Cases (B/M)</td>
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<td>Economic Studies on China (B/M)</td>
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<td>Families in motion – Understanding migration and incorporation processes from a family perspective (B/M)</td>
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<td>Global Financial Markets and Institutions (B/M)</td>
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<td>Global markets in the creative industries (B/M)</td>
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<td>Industrieökonomik (Industrial Economics) (B)</td>
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<td>Institutions and Organizations in Japan (M)</td>
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<td>International Consumer Culture (B/M)</td>
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<td>Masterclass Management Science (M)</td>
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<td>New Global Social Movements (B/M)</td>
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<td>Political Culture and State – Society Interactions (M)</td>
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<td>The Chinese Society (B/M)</td>
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<td>The Political System of Japan (B/M)</td>
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<td>Topics in International Economics (M)</td>
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<td>Topics in Labor Economics (M)</td>
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<td>Translation in the Anthropocene: Global Politics, Development Policies and Amerindian Ontologies (B/M)</td>
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<td>Trends in Internal Auditing and Corporate Governance (M)</td>
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*First Period: 14.04.2020 - 05.06.2020

*Second Period: 08.06.2020 - 14.09.2020
Contact and Campus Information

Mercator School of Management

International Office – Room LB147
Lotharstr. 65
47057 Duisburg

Tel.: +49 203 37-93804

io/msm@uni-due.de

www.io.msm.uni-due.de

Campus Map