



# Mannheim Master in Management

Design your studyplan with our module catalog

# Course Curriculum



44-68 ECTS  
**Flexible  
Courses**

## Business Administration

16 ECTS  
**Core  
Courses**

## Methods & Key Qualifications

Decision Analysis; CSR; Applied Econometrics or Empirical Methods

12 ECTS  
**Core  
Courses**

## Business Economics

Business Economics I+II

0-24 ECTS  
**Optional  
Courses**

## Optional Elective

One elective can be selected

24 ECTS

## Master Thesis

# Design your Studyplan

1

Pick interesting courses via the [module catalog](#)

2

Master Thesis: Decide early on the chair!

- Different requirements for every chair (see module catalog)
- Plan your schedule accordingly

# Specialist - Marketing/Management

Suitable for German/English and English Track

## 1st Semester - Fall

Course	Course Title	ECTS
BE 510	Business Economics I	6
CC 501	Decision Analysis	6
MKT 510	Price and Product Management	6
MKT 611	Sales Management & Customer Relationship Management	4
MKT 612	Business-to-Business Marketing	2
MAN 645	Leadership and Motivation	6

30 ECTS

MKT 610

Alternative  
CC 502

## 3rd Semester - Fall

Course	Course Title	ECTS
CC 503	Empirical Methods	6
MAN 630	Introduction to Entrepreneurship	6
MAN 633	Entrepreneurial Spirit	6
MAN 631	Creativity and Entrepreneurship in Practice	6
MKT 560	Service Marketing	4
MAN 660	CSR Video Documentaries	6

34 ECTS

CC 504

## 2nd Semester - Spring

Course	Course Title	ECTS
BE 511	Business Economics II	6
CC 504	Corporate Social Responsibility	4
MKT 520	Market Research	6
MKT 545	Customers, Markets & Firm Strategy	6
MKT 710	Research Seminar Prof. Homburg	6

28 ECTS

Keine Belegung/  
not taken MKT 530

Keine Belegung/  
not taken MKT 650

MKT 510, 520  
+531/540/545/560

## 4th Semester - Spring

Course	Course Title	ECTS
MKT 531	Marketing Theory	4
Thesis	Prof. Homburg	24

28 ECTS

MKT 7XX

$\Sigma = 120$  ECTS

Pflichtkurse/Core courses

# Specialist – Finance

Suitable for German/English and English Track

## 1st Semester - Fall

Course	Course Title	ECTS
BE 510	Business Economics I	6
CC 502	Applied Econometrics	6
FIN 500	Investments	6
FIN 540	Corporate 1 – Lecture	5
FIN 541	Corporate 1 – Case Studies	5

28 ECTS

Alternative  
CC 503

## 3rd Semester Semester Abroad - Fall

Course	Course Title	ECTS
FIN 550	International Course Finance	6
FIN 550	International Course Finance	6
ACC 550	International Course Accounting	6
FIN XXX	Equivilant course	6
ACC XXX	Equivilant course	6

max. 18 ECTS International Course

30 ECTS

## 2nd Semester - Spring

Course	Course Title	ECTS
BE 511	Business Economics II	6
CC 504	Corporate Social Responsibility	4
FIN 603	Empirical Finance	10
FIN 601	Bond Markets	6
FIN 740	Corporate Finance Seminar	6

32 ECTS

FIN 5XX

## 4th Semester - Spring

Course	Course Title	ECTS
CC 501	Decision Analysis	6
Thesis	Prof. Maug	24

30 ECTS

FIN 5XX +  
FIN 740

$\Sigma = 120$  ECTS

Pflichtkurse/Core courses

# Specialist – Finance

Suitable for German/English Track only

## 1st Semester - Fall

Course	Course Title	ECTS
BE 510	Business Economics I	6
CC 501	Decision Analysis	6
FIN 520	Bankbetriebslehre	12
ACC 531	Unternehmensbewertung	6

30 ECTS

Nicht/  
not taken  
FIN 610

## 2nd Semester - Spring

Course	Course Title	ECTS
FIN 601	Bond Markets	6
CC 503	Empirical Methods	6
FIN 620	Behavioral Finance	6
FIN 720	Seminar in Bankbetriebslehre & Behavioral Finance	6
ACC 532	Financial Statement Analysis and Wquity Valuation	6

30 ECTS

Alternative  
CC 502

CC 501 +  
FIN 5XX

FIN 5XX

FIN 5XX +  
FIN 720

## 3rd Semester Semester Abroad - Fall

Course	Course Title	ECTS
FIN 550	International Course Finance	6
FIN 550	International Course Finance	6
BE 511	Business Economics II Equivilant course	6
FIN XXX	Equivilant course	6
ACC XXX	Equivilant course	6

max. 18 ECTS International Course

30 ECTS

## 4th Semester - Spring

Course	Course Title	ECTS
CC 504	Corporate Social Responsibility	4
ACC 626	Transaction Accounting	4
Thesis	Prof. Weber	24

32 ECTS

$\Sigma = 122$  ECTS

Pflichtkurse/Core courses

# Specialist - Operations Management/Information Systems

Suitable for German/English and English Track

## 1st Semester - Fall

Course	Course Title	ECTS
BE 510	Business Economics I	6
OPM 501	Logistics Management	6
OPM 502	Inventory Management	6
OPM 561	Lean Production Management	6
IS 540	Management of Enterprise Systems	6

30 ECTS

## 3rd Semester - Fall

Course	Course Title	ECTS
CC 501	Decision Analysis	6
OPM 662	Modeling and Optimization	8
OPM 701	Research Seminar Supply Chain Management	6
IS 602	Business Intelligence & Management Support Systems	6
IS 613	Applied Project in Design Thinking and Lean Software Development	6

32 ECTS

## 2nd Semester - Spring

Course	Course Title	ECTS
BE 511	Business Economics II	6
CC 503	Empirical Methods	6
CC 504	Corporate Social Responsibility	4
OPM 601	Supply Chain Management	6
IS 510	Process Management	6

28 ECTS

Alternative  
CC 502

Min. OPM  
501/502/561/  
581/582

## 4th Semester - Spring

Course	Course Title	ECTS
OPM 581	Service Operations Management	6
Thesis	Prof. Fleischmann	24

30 ECTS

OPM 6XX + 701/761/781/791/792

$\Sigma = 120$  ECTS

Pflichtkurse/Core courses

# Generalist + Elective „European and International Business Law“

Suitable for German/English and English Track

## 1st Semester - Fall

Course	Course Title	ECTS
BE 510	Business Economics I	6
CC 501	Decision Analysis	6
Elective	European Competition Law	3
IS 554	Computational Thinking	8
ACC 511	Group Accounting	6
OPM 501	Logistics Management	6

35 ECTS

## 2nd Semester - Spring

Course	Course Title	ECTS
BE 511	Business Economics II	6
CC 503	Empirical Methods	6
CC 504	Corporate Social Responsibility	4
Elective	International Trade Law	3
IS 722	Seminar: Trends in Distributed Systems	6

25 ECTS

## 3rd Semester Semester Abroad - Fall

Course	Course Title	ECTS
FIN XXX	Equivilant course	4
ACC XXX	Equivilant course	6
OPM XXX	Equivilant course	8
MKT XXX	International course Marketing	6
MKT XXX	Equivilant course	6

max. 18 ECTS International Course

30 ECTS

keine  
Belegung/  
not taken  
MKT 530,  
532

Alternative  
CC 502

Keine  
Belegung/  
not taken  
MKT 660

IS 554

## 4th Semester - Spring

Course	Course Title	ECTS
MKT 614	Communication Management	4
MKT 661	Consumer Behaviour	2
Thesis	Prof. Höhle	24

30 ECTS

IS 7XX

$\Sigma = 120$  ECTS

Pflichtkurse/Core courses



# Generalist + Elective „Asienkompetenz Chinesisch“

Suitable for German/English Track only

## 1st Semester - Fall

Course	Course Title	ECTS
BE 510	Business Economics I	6
CC 503	Empirische Methoden	6
MAN 645	Leadership and Motivation	6
Elective	Chinesisch I	4
Elective	China-Seminar	3
FIN 500	Investments	6

31 ECTS

Alternative  
CC 502

Min. Level B1

MAN  
640/641/642/  
645/646/647/  
648

## 3rd Semester - Fall

Course	Course Title	ECTS
CC 501	Decision Analysis	6
MKT 510	Price and Product Management	6
MKT 560	Services Marketing	4
MAN 646	HR Analytics	6
IS 651	Behavioral Perspectives on E-Business	4
FIN 660	Quantitatives Risikomanagement	4
MAN 741	Seminar on HRM Leadership	6

36 ECTS

## 2nd Semester - Spring

Course	Course Title	ECTS
BE 511	Business Economics II	6
CC 504	Corporate Social Responsibility	4
Elective	Chinesisch II	4
Elective	Gastvorlesung	3
MAN 647	Strategic and International Human Resource Management	6
IS 512	IT Management in the Digital Age	6

29 ECTS

Chinesisch I

## 4th Semester - Spring

Course	Course Title	ECTS
Thesis	Prof. Biemann	24

24 ECTS

MAN  
640/641/642/  
645/646/647/  
648 + MAN  
741/742

$\Sigma = 120$  ECTS

Pflichtkurse/Core courses