

Info Session Study Organization

Mannheim Master in Management (MMM)



Welcome!

Team Program Management (Dean's Office of the Business School)



(from left to right)

Sophie Holschneider, M.A.
Dr. Lea Oberländer
Julia Dreisbach, M.A.
Antonia Fleischer, M.Sc.

We are always happy to help you!



Your new best friend: Website for current students



Business School ■ Programs ■ Master's Programs ■ Mannheim Master in Management ■ Information for Students

Mannheim Master in Management



Courses and Degree
Planning



Everything you need to
know about your exams



Degree



Consultation Services



Well-being

Consultation Services

- + Program Management
- + Examination Committee
- + Student Services
- + Questions related to Study Abroad Options
- + International Degree-Seeking Students
- + Business School Student Council

Well-being

- + Psychological Counseling Service
- + Institut of Sports
- + Food and Drink
- + Course Offer of the University Library
- + Friends for Life

Important information
provided by the program
management.

Not only for first-year-
students but designed as
your first point of contact
throughout your studies.

Link to Website: <https://www.bwl.uni-mannheim.de/en/programs/master/mmm/information-for-students>



Agenda



1

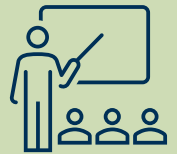
MMM Key-Facts



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- ✓ ILIAS



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Q&A



1. MMM Key Facts

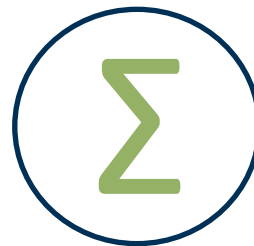


Academic Calendar

Lecture period, 2024 fall semester	02.09.2024 – 06.12.2024
Examination period, 2024 fall semester	09.12.2024 – 21.12.2024 / (01.02.2025 – 08.02.2025)
Lecture period, 2025 spring semester	10.02.2025 – 30.05.2025
Easter Break 	14.04.2025 – 25.04.2025
Examination period, 2025 spring semester	31.05.2025 – 14.06.2025 / (23.08.2025 – 30.08.2025)



Regular duration of study:
4 semesters
Maximum duration of study:
7 semesters



Total number of
ECTS required for
graduation:
120 ECTS



Degree:
**Master of Science
(M.Sc.): Mannheim
Master in
Management**



2. Courses

2.a. MMM Curriculum



Core Courses (28 ECTS)

Methods & Key Qualifications 16
ECTS

Business Economics 12
ECTS

Flexible Courses (92 ECTS)

Master Thesis 24
ECTS

Business Administration 44 – 68
ECTS

Optional Elective 0 – 24
ECTS



2. Courses

2.a. MMM Curriculum: Core Courses (28 ECTS)

Methods and Key Qualifications (16 ECTS)

CC 501 <u>Decision Analysis: Business Analytics II</u>	6 ECTS	Fall & Spring
EITHER CC 502 <u>Applied Econometrics</u>	6 ECTS	Fall
OR CC 503 <u>Empirical Methods: Business Analytics I</u>	6 ECTS	Fall & Spring
CC 504 <u>Corporate Social Responsibility</u>	4 ECTS	Fall & Spring

Business Economics (12 ECTS)

BE 510 <u>Business Economics I</u>	6 ECTS	Fall
BE 511 <u>Business Economics II</u>	6 ECTS	Spring



You can take the courses in any order and in any semester, they are offered in.

You must pass all 5 core courses to graduate (CC 501, CC 504, BE 510, BE 511 and either CC 502 or CC 503)

2. Courses

2.a. MMM Curriculum: Elective modules in Business Administration (44-68 ECTS)



Areas of the Business School



You will get more information about each area in the **student council's area market** and in the **areas' presentations** (see [first year students' website](#)).

You can take courses from as many areas as you like.

There are **no set tracks** to which you must adhere, nor do you have to account to anyone for your course choices.



2. Courses

2.a. MMM Curriculum: Elective modules in Business Administration (44-68 ECTS)



5xx classes

- Basic knowledge of particular fields of business administration is required
- E.g. ACC 530 Group Accounting

6xx classes

- These classes often require the completion of certain 500 courses
- E.g. FIN 620 Behavioral Finance

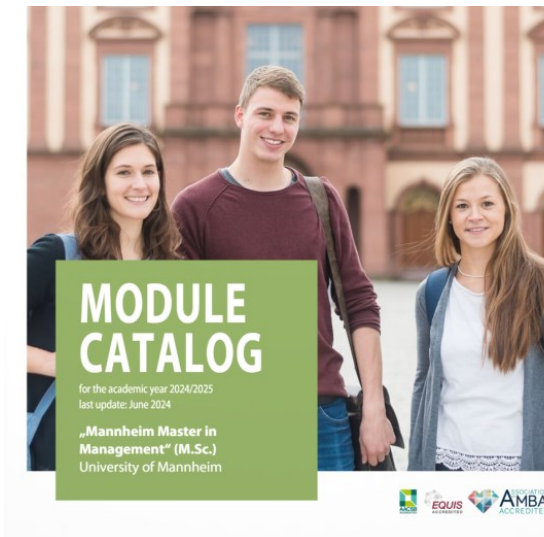
7xx classes

- Required seminars for the completion of the Master thesis in a particular area or chair
- E.g. IS 752 Seminar on Process and Management Analytics



2. Courses

2.a. MMM Curriculum: Module catalog



Module: TAX 521 Specialisation in Company Taxation

DE

Contents

- Tax planning for partnerships
- Tax planning for corporations
- Real estate transfer tax
- Changes of corporate form
- Reorganizations, business acquisitions


Learning outcomes

- The students study in detail specific rules which are particularly important for the tax planning of partnerships and corporations.
- The students learn to optimize business structuring for tax purposes.
- Particular attention is paid to business reorganizations and the development of efficient tax solutions.

Prerequisites for participation

Necessary:

Recommended: Basic knowledge of company taxation

Forms of teaching and learning	Contact hours	Independent study time
Lecture	2 SWS	9 SWS
ECTS credits	4	
Graded	yes	
Workload	120h	
Language	German	
Form of assessment	Written exam (45 min)	
Restricted admission	no	
Further information	https://www.bwl.uni-mannheim.de/en/doorenberg/	
Examiner	 Prof. Dr. Philipp Dörenberg Prof. Dr. Matthias Rogall	
Performing lecturer		
Frequency of offering	Spring semester	
Duration of module	1 semester	
Range of application	M.Sc. MMM, M.Sc. Bus. Edu., M.Sc. Econ., M.Sc. Bus. Inf., LL.M.	
Preliminary course work	–	
Program-specific Competency Goals	CG 1	

Prerequisites for participation

Necessary: –

Recommended: Basic knowledge of company taxation

Language

German

Form of assessment

Written exam (45 min)

Restricted admission

no

The MMM module catalog is updated once a year in summer (usually July) and is valid for one Academic Year.



Always check “**necessary prerequisites**” and “**language**” to see if you are eligible for this course. You will not be admitted to the exam if you are not eligible!

The “**restricted admission**” field provides information on whether everyone who registers can take part or whether there is a limited number of places that are allocated by lot.



2. Courses

2.a. MMM Curriculum: Elective (0-24 ECTS)



Business School

Business Education

School of Humanities

English and American Studies*

German Studies

Romance Studies

Philosophy

History

School of Social Sciences

Psychology

Sociology

Political Science

Departments of Law and Economics

Business Law

Economics*

School of Business Informatics and Mathematics

Mathematics

Computer Science



You can pick **one elective** and change **once** during your studies.

Details on each elective can be found in the [module catalog](#).

If your elective consists of less than 24 ECTS, you must fill up the remaining ECTS with Business Administration Modules.

*in English

2. Courses

2.a. MMM Curriculum: Exemplary Study Plans



Example only!

Semester 1 (Fall)

CC 501 Decision Analysis:
Business Analytics II (6)

CC 504 CSR (4)

BE 510 Business
Economics I (6)

Marketing course (6)

Management course (6)

28 ECTS

Semester 2 (Spring)

CC 503 Empirical
Methods: Business
Analytics I (6)

BE 511 Business
Economics II (6)

Marketing course (6)

Management course (4)

Management course (4)

Elective Psychology (4)

30 ECTS

Semester 3 (Fall)

Information Systems
course (6)

Management course (4)

Marketing course (6)

Marketing course (2)

Marketing seminar (6)

Elective Psychology (4)

Elective Psychology (4)

32 ECTS

Semester 4 (Spring)

Master thesis (24)

Information Systems
course (6)

Elective Psychology (4)

34 ECTS

Σ 124 ECTS



2. Courses

2.a. MMM Curriculum: Exemplary Study Plans



Semester 1 (Fall)

CC 504 CSR (4)

Accounting course (8)

Taxation course (6)

Finance course (6)

24 ECTS

Example only!

Semester 2 (Spring)

CC 501 Decision Analysis:
Business Analytics II (6)

BE 511 Business
Economics II (6)

Accounting course (6)

Taxation course (6)

Finance course (5)

Management course (6)

35 ECTS

Semester 3 (Fall)

CC 502 Applied
Econometrics (6)

BE 510 Business
Economics I (6)

Accounting course (6)

Taxation course (6)

Taxation course (8)

Taxation seminar (6)

38 ECTS

Semester 4 (Spring)

Master Thesis (24)

24 ECTS

Σ 121 ECTS



2. Courses

2.a. MMM Curriculum: Exemplary Study Plans



Example only!

Semester 1 (Fall)

CC 504 CSR (4)
CC 502 Applied
Econometrics (6)
BE 510 Business
Economics I (6)
Finance course (6)
Finance course (6)
Finance course (6)

34 ECTS

Semester 2 (Spring)

CC 501 Decision Analysis:
Business Analytics II (6)
BE 511 Business
Economics II (6)
Finance course (4)
Finance course (4)
Finance course (2)
Finance seminar (6)

28 ECTS

Semester 3 (Fall)

Semester abroad
Up to 30 ECTS



30 ECTS

Semester 4 (Spring)

Master Thesis (24)
Finance course (4)

28 ECTS



Semester abroad possible in the 3rd or 4th semester. You will receive more information in the corresponding info sessions on September 13.

Σ 120 ECTS



2. Courses

2.a. MMM Curriculum: How to create your Study Plan



- 1 Pick courses you are interested in and note in which semester they are offered.
- 2 There is **no minimum number of ECTS** credits that you must complete per semester. Guideline: ~30 ECTS per semester (usually 5-6 courses) (4 semesters and 120 ECTS in total).
- 3 Don't forget to plan in the five **compulsory courses** (CC and BE).
- 4 Think about the area in which you would like to write your **Master's thesis** and attend the relevant **seminar**. Also note which "necessary prerequisites" the seminar has and plan accordingly.
- 5 Bear in mind that the **module catalog changes annually** and that some courses may be dropped, and new ones added. This ensures that our range of courses is always up to date. **The MMM is flexible - you can be too!**



Stay relaxed! It is not necessary to plan all your courses in the first semester. Feel free to try things out and adapt your plan to your needs and interests.



2. Courses

2.b. Course registration



Deadlines Fall Semester 2024

Reminder: You find information about course restrictions in the [module catalog](#).

	Unrestricted courses	Restricted courses
Registration period	15 August – throughout the semester	15 August – 29 August (11.59 p.m.)
De-registration period	anytime	until 8 September (11.59 p.m.)
Course admission	immediate	30 August

The registration periods for seminars and Master's theses may differ. Please check the chairs' websites.



We guarantee you a place in unrestricted courses.

Places in restricted courses are drawn by lot - **no “first come first served rule”**.

Please be fair and stick to the de-registration deadline if you don't want to participate after all, so that your fellow students can use your place.

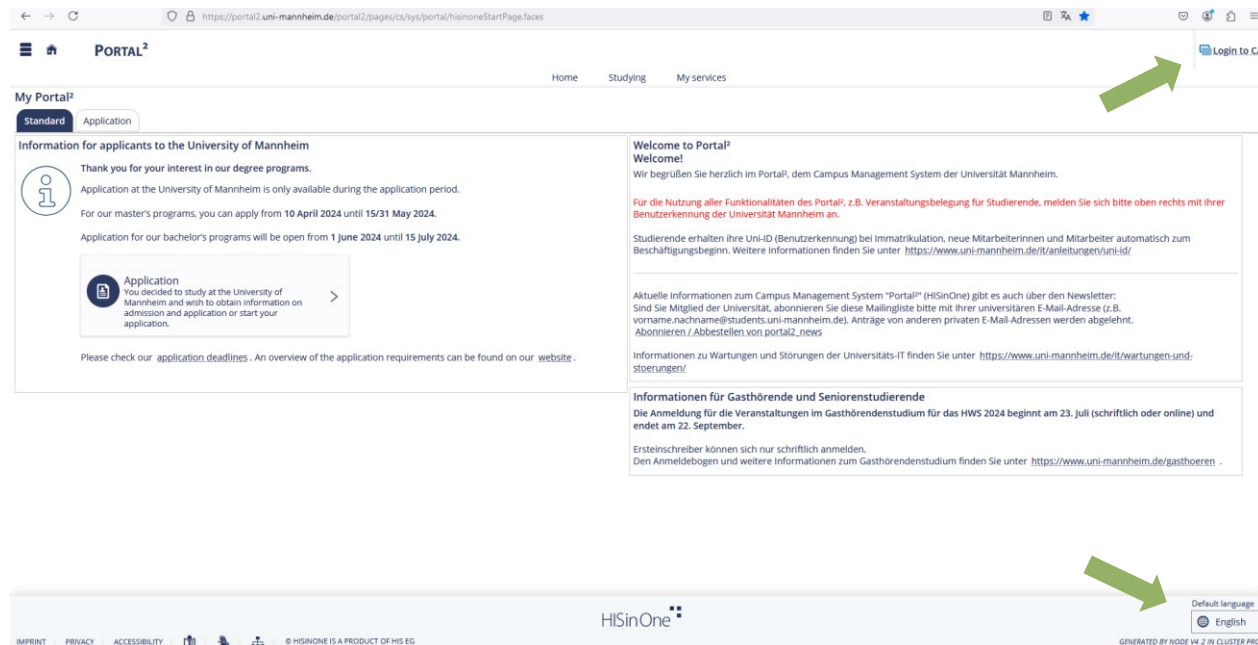


2. Courses

2.b. Course registration



1. Select the courses you are interested in from the module catalog.
2. Check if the admission is restricted and if you are eligible for it (language, necessary prerequisites).
3. Log in to the student portal (Portal²) with your Uni-ID and password.



→ Switch to English on the bottom right side of the page

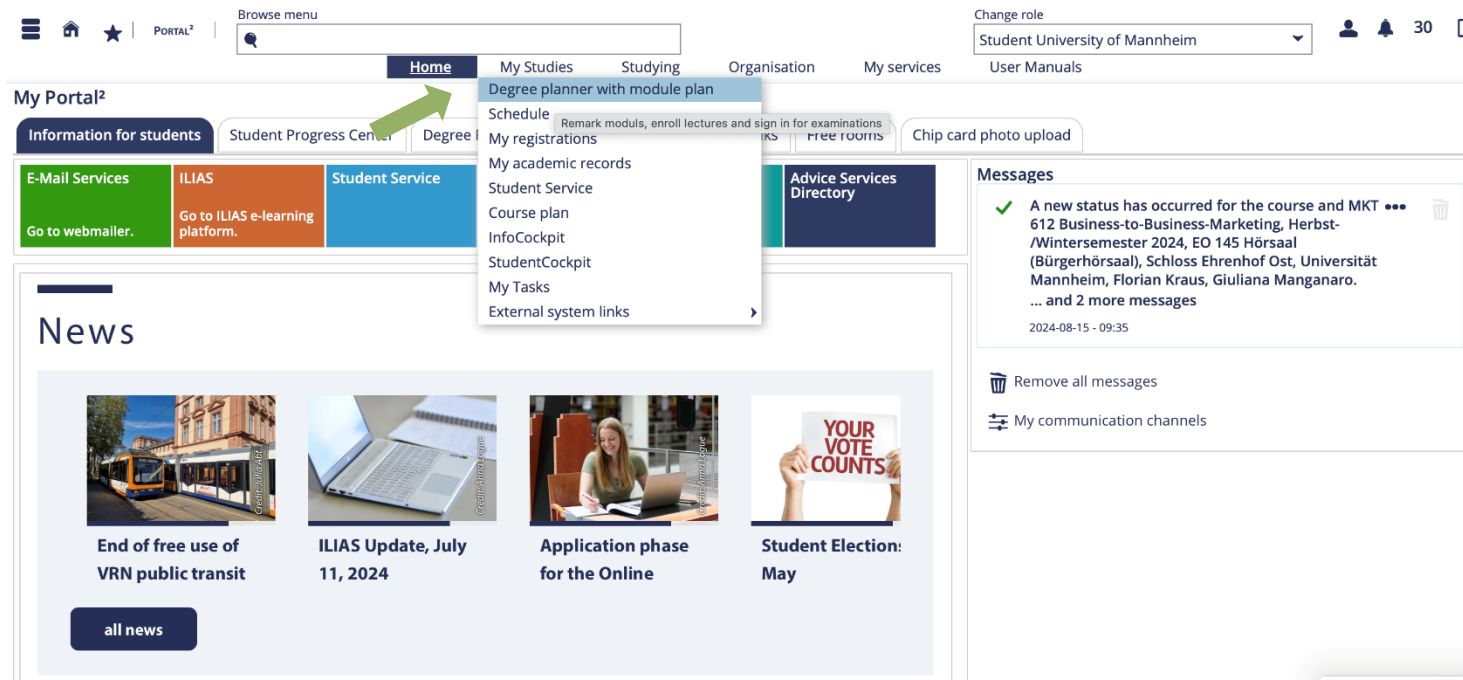


2. Courses

2.b. Course registration



4. Select "My Studies" and "Degree Planner".



2. Courses

2.b. Course registration



5. Select the semester and search for the module you would like to register for (use Ctrl f).
6. Expand the module by clicking on the small arrow sign to the left of the module name and register by clicking on the "Apply" button.

The screenshot shows a web interface for course registration. A list of modules is displayed, each with a small arrow icon to its left. The module "MAN 665 Sustainability Management Simulation: Net Zero - 2.0 ECTS credits" is selected, and its details are expanded. A green "Apply" button is visible next to the expanded module. A green success message box is overlaid on the interface, stating "Success: One Registration for Event". The message box has a close button labeled "Close [ESC]". The interface also shows the status of the user's registration, indicating they are "registered" for the examination term "HWS 2024/25".

MAN 654 Corporate Restructuring - 6.0 ECTS credits

MAN 655 Corporate Strategy: Managing Business Groups - 4.0 ECTS credits

MAN 656 Mergers & Acquisitions - 6.0 ECTS credits

MAN 659 Understanding and Tackling Societal Challenges through Management Research - 6.0 ECTS credits

MAN 665 Sustainability Management Simulation: Net Zero - 2.0 ECTS credits

MAN 665 Sustainability Management Simulation: Net Zero - Intensive course

MAN 668 Leadership in Organizations - Compulsory

MAN 675 Selected Challenges in Nonprofit Management - 6.0 ECTS credits

MAN 648 Incentives and Performance - 6.0 ECTS credits

MAN 649 Human Resource Recruitment

MAN 654 Corporate Restructuring - 6.0 ECTS credits

MAN 655 Corporate Strategy: Managing Business Groups - 4.0 ECTS credits

MAN 656 Mergers & Acquisitions - 6.0 ECTS credits

MAN 659 Understanding and Tackling Societal Challenges through Management Research - 6.0 ECTS credits

MAN 665 Sustainability Management Simulation: Net Zero - 2.0 ECTS credits

MAN 665 Sustainability Management Simulation: Net Zero - Intensive course

MAN 668 Leadership in Organizations - Compulsory

Success: One Registration for Event

Close [ESC]

Your actual status: **element available**
Term of the examination: HWS 2023/24

Your actual status: **registered**
Term of the examination: HWS 2024/25

Register/Withdraw



2. Courses

2.b. Course registration



7. Your status for this course will now read “registered” (restricted courses) or “admitted” (unrestricted courses).

HWS 2024/25	
Register/Withdraw	Your actual status: registered
	Term of the examination: HWS 2024/25

HWS 2024/25	
Register/Withdraw	Your actual status: admitted
	Term of the examination: HWS 2024/25
Your actual	



2. Courses

2.b. Course registration



8. Get information about where and when the course takes place and create a timetable

A screenshot of the Mannheim Business School portal. The top navigation bar includes 'Home', 'My Studies', 'Studying', 'Organisation', 'My services', and 'User Manuals'. The 'My Studies' menu is open, showing options like 'Degree planner with module plan', 'Schedule', 'My registrations' (highlighted), 'My academic records', 'Student Service', 'Course plan', 'InfoCockpit', 'StudentCockpit', 'My Tasks', and 'External system links'. The main content area lists courses with green puzzle-piece icons: 'FIN 685 Banking Regulation - 6.0 ECTS', 'FIN 686 Sustainable Finance and Im...', 'FIN 687 Python in Finance - Comput...', 'FIN 703 Seminar in Financial Market...', 'FIN 731 Seminar Corporate Governan...', 'FIN 740 Corporate Finance Seminar...', 'FIN 780 Seminar in Asset Managemen...', and 'FIN 790 Seminar in Financial Markets and Financial Institutions - 6.0 ECTS credits'. At the bottom, there is a section for '4060 - Information Systems - 0.0 ECTS credits'.



2. Courses

2.b. Course registration



8. Get information about where and when the course takes place and create a timetable

Registrations

You are seeing your current enrollments for the selected semester.

Choose term

Term

Herbst-/Wintersemester 2024

Actions

Belegungen und Prüfungsanmeldungen

Enrollments and admissions

Hide lectures Hide examinations

You have not applied for any examinations yet.

Course: Lecture MKT 612 Business-to-Business-Marketing

Dates and rooms	Status	Actions
1. parallelgroup MKT 612 Business-to-Business-Marketing <ul style="list-style-type: none">each Friday (9/6/24 to 10/11/24) from 10:15 AM to 1:30 PM weekly in Room EO 145 Hörsaal (Bürgerhörsaal) (Schloss Ehrenhof Ost)Examination format online:Friday, 10/18/24 from 10:15 AM to 11:45 AM single dateExamination format online:	Your actual status: admitted Term of the examination: HWS 2024 Current attempt: 1	More details withdraw withdraw

Course: Intensive course MAN 665 Sustainability Management Simulation: Net Zero

Dates and rooms	Status	Actions
1. parallelgroup MAN 665: Sustainability Management Simulation: Net Zero <ul style="list-style-type: none">Thursday, 9/19/24 from 10:15 AM to 11:45 AM single date in Room O 131 Wilhelm Müller Hörsaal (Schloss Ostflügel)Examination format online:Lecturer: Minnerup, AliciaThursday, 10/10/24 from 12:30 PM to 6:30 PM single date in Room 358 Pool-Raum (L 7, 3-5)Examination format online:Lecturer: Minnerup, Alicia	Your actual status: registered Term of the examination: HWS 2024	More details withdraw



2. Courses

2.c. ILIAS



- ILIAS = E-Learning platform (here you will find lecture recordings, course slides, course materials, etc.)
- Log in with your Uni ID and password
- You will either be automatically added to the ILIAS course if you registered for the course on Portal², or you have to sign up for the course on ILIAS yourself

Switch to English: log in first and then click on the icon with your initials > "Einstellungen" > "Sprache"



2. Courses

2.c. ILIAS






 Join our Mannheim Master in Management (MMM) ILIAS course!

Repository > Einrichtungen > Hochschule > Universität Mannheim > Fakultät für Betriebswirtschaftslehre > Fachbereich Betriebswirtschaftslehre > Mannheim Master in Management (MMM)


Mannheim Master in Management (MMM) Actions ▾

Content Info Unsubscribe from Course

Folders

-  Rund ums Studium/study-related matters ▾
-  Auslandsoptionen/study abroad options
Study Abroad Semester, EMT, Free Mover, GIC, ENGAGE.EU, Summer Schools ▾
-  Double Degree Programs ▾

Forums

-  MMM
Articles (Unread): 0 (0) ▾



3. Exams

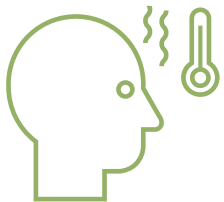
3a. Exam registration



For questions regarding exam registration, de-registration, and withdrawal from exams, please directly contact **Ines Schäfer** at the **student services office** (mail to master-bwl@uni-mannheim.de or [book an appointment](#)).

The student services office will also help you with the topics:

- [academic leave of absence](#)
- [enrollment](#) and [dis-enrollment](#)
- [contributions and fees](#)
- [parallel studies](#)
- transcript of records and posting of grades
- [formalities](#) (e.g. change of name or address)



If you are unable to take an exam due to an illness, you must submit a doctor's certificate and the form "request for de-registration from an exam due to valid reasons" **without delay** to the student services office. "Without delay" means without deliberate hesitation and at the earliest possible time.

3. Exams

3.a. Exam registration



Exam registration is **mandatory for all forms of graded assessment**, including term papers, essays, case studies or presentations!

If you are registered for a course and do not wish to take an exam, simply do not register for the exam.

Reminder: If you want ECTS and a grade, register for the exam!



Exam registration period, fall semester 2024

For all MMM modules (CC, BE, Bus. Adm.)	18.09.2024 – 03.10.2024
For electives offered by other schools	23.10.2024 – 06.11.2024
Deadline for posting grades	10.01.2025

Please be aware that the MMM has an earlier registration period than other programs!



3. Exams

3.a. Exam registration



First and second examination period:

	First / regular exam period	Second / alternative exam period
CC and BE courses	Exam registration possible	Exam registration possible
Bus. Adm. Elective modules	Exam registration possible	No registration possible Only available if you fail or deregister due to illness
Electives	Exam registration possible	No registration possible Only available if you fail or deregister due to illness

Find more information here:
[Students](#) | [University of Mannheim](#)



3. Exams

3.a. Exam registration



Examination Period:

- **9 – 21 December 2024** (including Saturdays)
- Exact exam dates will be announced on Portal²
- Examination registration period is separate from course registration period

Examination Formats:

- Mostly written on-campus exams
- Also: term papers, case studies, (group) presentations



3. Exams

3.b. Examination regulations



The examination regulations are the legal basis for your studies.

They govern all questions relating to your studies, examinations and graduation.

It is your responsibility to familiarize yourself with the rules.



3. Exams

3.b. Examination regulations

Re-sit exam *(all details can be found in the examination regulations)*

- Each failed examination can be retaken once. A passed examination cannot be retaken.
- For the mandatory modules (CC 501, CC 504, BE 510, and BE 511), you have a **third attempt** ("Joker") **once** during your studies.
- If you fail an exam on the first date, you will automatically be registered for the second date. If you fail an examination on the second date, you must register for a retake in the next possible semester.



If you ultimately fail

an elective course (i.e. fail twice)	you must take another elective course instead. The failed course will not appear on your transcript.
a compulsory course (i.e. fail three times or fail twice and no longer have a joker),	you lose your right to take examinations and your studies are terminated.
a mandatory elective course (CC 502 or CC 503) (i.e. fail twice)	you must pass the other mandatory elective course, otherwise your studies will be terminated.

3. Exams

3.c. Grading System



- Grades can be checked online via Portal² in end of January / beginning of February
- **Transcript of records:**
 - You can download your transcript of records via Portal² as soon as all your grades are available



Numerical Grade	Grade
1.0 or 1.3	Excellent
1.7, 2.0 or 2.3	Good
2.7, 3.0 or 3.3	Satisfactory
3.7 or 4.0	Sufficient
5.0	Failed



3. Exams

3.d. Dean's List and Honors Program



- The Dean's List is an award for particularly high-performing students on the Mannheim Master in Management degree program. It is compiled after the second and fourth semester. The list will be compiled at the end of the spring semester. Students will receive an award.
- Students who are on the Dean's List after the second semester, can apply for the Honors Program. There will be an info session about the Honors Program in May next year.



3. Exams

3.d. Dean's List criteria



Second semester:

- A minimum of 51 ECTS must be achieved after the second semester
- Due to the application for the Honors Program, only the regular examination dates for the minimum number of ECTS credits can be considered in the second semester.

Fourth semester:

- A minimum of 120 ECTS must be achieved after the fourth semester
- The Dean's List is compiled after the alternate examination dates, allowing all achievements of the semester to be considered.

→The students are ranked based on their average grade, and the top 10% are nominated for the Dean's List.



4. Important Remarks

4.a. E-Mails



E-mails are the official communication channel of the university. You will receive important information via e-mail. You are obliged to read your university e-mails regularly.

- Log in with your Uni-ID and password here:
<https://exauth.uni-mannheim.de/login/LogonPoint/tmindex.html>
- More information on e-mail-clients etc. is provided by the University IT.



4. Important Remarks

4.b. IT Services for students



The University IT (UnIT) provides numerous IT services for students.

E-Mail and
Calendar

Data
storage and
exchange

Wireless
Access

Media Courses

Reduced-price
software (Microsoft
Office, STATA,
MATLAB etc.)

VPN Access

Print online

**And much
more!**



4. Important Remarks

4.c. ecUM (Electronic Card University of Mannheim)



The ecUM serves as an ID card, cashless payment method, library card, and access authorization.

- Log in to Portal² and upload your photo (*My services / photo upload chip card*)
- After your successful enrollment, you receive an email with information on when and how you will receive your ecUM.
- International degree-seeking students, please refer to the central international office of the University of Mannheim with all questions regarding receiving the ecUM.

4. Important Remarks

4.d. Submission of Bachelor's certificate

- All students must present their original Bachelor's certificate by the end of the semester at the latest (31.01.2025).
- Preferably at the Express Service (opening hours online) or on Tuesdays during Ines Schäfer's open office hours (every Tuesday from 9-11am).
- Certificate must be in German or English; alternatively, a certified translation + original can be provided.
- Student services will make a copy on site and the certificates can of course be taken back with you.
- You might not only have this requirement, but also have to provide proof of your successful Bachelor's degree (a certificate without a transcript is also possible) by October 15. This can be sent by e-mail to master-bwl@uni-mannheim.de

Every student has individual requirements on their letter of admission and all important information and deadlines are listed there. Please check your letter of admission for all your specific requirements!

4. Important Remarks

4.e. Study Abroad Info Sessions



Info Session on	Date	Mode	Application Deadline
Double Degrees (in English)	30 August, 2:00 p.m.	online	30 September 2024
Semester Abroad (in German)	13 September, 10:15 a.m.	online	31 October 2024
Semester Abroad (in English)	13 September, 3:30 p.m.	online	
European Management Track (in English)	20 September, 10:15 a.m.	online	31 October 2024



Any questions in the meantime? Please go to the website of the international affairs team or contact our colleagues there directly.

Attend the sessions via Portal²





Area Market Introduction

Fachschaft BWL

HWS 2024



Agenda

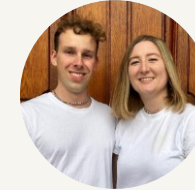
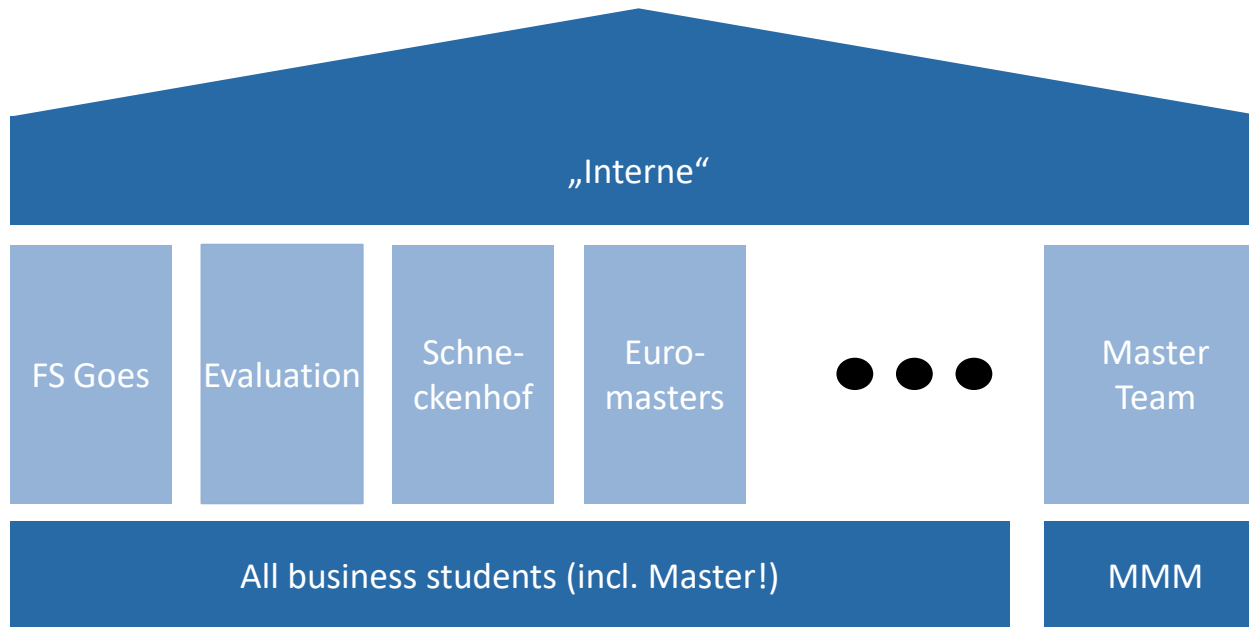
TOP 1: FSBWL Academics Team

TOP 2: Introduction Area Market

TOP 3: Semester Surveys

TOP 4: Exemplary Study Plans

Overview of the Fachschaft and the Master Academics Team



Sophia & Jonas

Master Team Leads



Nicolas & Stefan

Academics Team Leads

- **Area Market** to help you pick your courses
- Frequent exchanges with Dean & faculty to improve study conditions
- Point of contact for questions and issues

Reach us at:

mmm.academics@fsbwl.de

The FSBWL Area Market

Dean's Office also answering
your general questions here

Ask your questions
anonymously, students from
higher semesters will try to
answer them

Join the area market by
entering your email address
You can use it to enter with
any device afterwards

Switch between the
categories/areas

20:01 4G 33



Welcome to
**FSBWL-MMM Area Market
HWS24**
Aug 20 – Sep 14, 2024

Email address*

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Replies

Anonymous 6 months ago 8

How is the grading & input-output-relation of MKT 511 (Marketing Analytics), MKT 520 (Market Research), and MKT 545 (Customer, Markets, Firm Strategy)? Can you recommend these courses? Thanks!

2 replies

Anonymous 6 months ago

I have only taken MKT 545, but I really enjoyed it. It was an easy course with good grading, especially if you have taken MKT 510 Price&Product Management before. It also includes some (easy) elements from BE2 which you have to learn anyways. I can definitely recommend the course!!

Anonymous 6 months ago

If you're interested in Marketing Analytics, I'd recommend MKT 511. The exam is very fair, you just have to be willing to memorize the content. The videos on R might be difficult at first and require effort, but you don't need to know how to code for the exams. just need to

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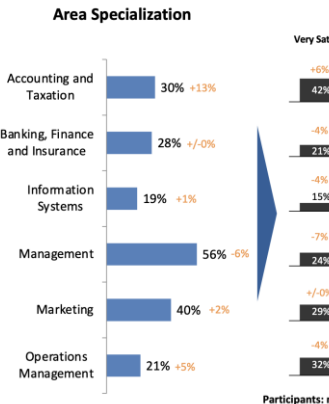
The survey results can help you to plan your studies

At the end of every semester, FSBWL conducts a **semester survey** which mainly covers:

- General MMM topics (specialisations, course admittance, etc.)
- Specific **course feedback** (rating & comments)

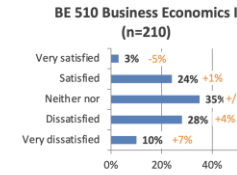
→ A useful tool for you to make decisions regarding courses and for us to find out where action should be taken

MMM-Areas: Specialization



Course Quality: Core Courses (I)

How would you rate the quality of this course?

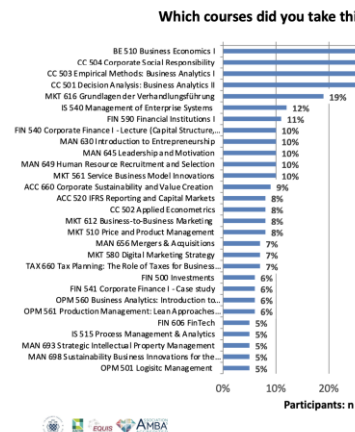


Remark:
Rating for BE I quality has been constantly decreasing since 2019, when 73% were (very) satisfied.



Remark:
Rating for CC 504 quality has significantly decreased, possibly due to the change in course format.

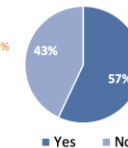
Fall Term 2023: Course Choice



Fall Term 2023: Course Admittance

Were you not accepted into a course due to capacity restrictions?

Participants: n=287



Into which course(s) did you not get accepted? (n ≥ 5)

- MAN 645 Leadership and Motivation (n = 73)
- MAN 656 Mergers & Acquisitions (n = 41)
- MKT 580 Digital Marketing Strategy (n = 33)
- OPM 593 Negotiation (n = 22)
- FIN 541 Corporate Finance I - Case Study (Capital Structure, Cost of Capital and Valuation) (n = 16)
- MKT 623 Strategic Marketing Management Simulation (n = 16)
- MAN 698 Sustainable Business Innovations for the Circular Economy (n = 15)
- MAN 665 Sustainability Management Simulation: Net Zero (n = 14)
- MKT 664 Brand Strategy Seminar (n = 12)
- IS 557 Introduction to Scientific Programming with Python (n = 9)

Supply-Demand gap especially for Marketing and Management Courses

MASTER Survey Semester End HWS 2023 14

All this depends on your participation in the survey during future semesters!

Find them on
our website



<https://fsbwl.de/nuetzliches/downloads>

We have prepared exemplary study plans as inspiration for you

AREA FINANCE / MANAGEMENT

STUDY PLAN BY JONAS, 3. SEMESTER



1. SEMESTER (32 ECTS)

- Business Economics I *
- Corporate Social Responsibility *
- Corporate Finance Lecture
- Corporate Finance Case Study
- Mergers & Acquisitions
- Grundlagen der Verhandlungsführung
- Arbeits- und Organisationspsychologie

2. SEMESTER (24 ECTS)

- Business Economics II *
- Corporate Strategy
- Seminar Thesis
- Sozialpsychologie I
- Sozialpsychologie II

3. SEMESTER (24 ECTS)

- Decision Analysis *
- Empirical Methods *
- Investments
- Leadership & Motivation

4. SEMESTER

- Semester abroad at Stellenbosch University, South Africa

5. SEMESTER (30 ECTS)

- Bond Markets
- Master Thesis

* Core Courses

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Key Take-Aways of this session



- 1 Team program management is here for you. We are always available, either by e-mail or during consultation hours.
- 2 You can find the answers to most questions about studying on our website for current students. If not, please feel free to contact us.
- 3 Read your university-e-mails regularly.
- 4 Familiarize yourself with the examination regulations.
- 5 Course registration and exam registration are different processes. Please pay attention to the deadlines.



At the University of Mannheim, we treat you as an adult. This means a lot of freedom, but we also expect you to take responsibility. **It is your liability to inform yourself** about the examination regulations, study organization, and to keep deadlines. We will of course be happy to assist you with any questions you may have.

