

Examination Regulations for the College of Business
at the Heinrich Heine University of Düsseldorf
for the English language Master's program "General Management"
at the Düsseldorf Business School GmbH (DBS)
from December 17, 2014

Based on § 2 Para. 4 and § 64 Para. 1 of the Statute Concerning the Universities of the Federal German Province of North Rhine-Westphalia (Higher Education Act - HG), last revised September 16, 2014 (GV.NRW. Page 543), the Heinrich Heine University of Düsseldorf has issued the following regulation:

Table of Contents

§ 1	Area of Study
§ 2	Admission Requirements
§ 3	Master's Degree
§ 4	Study Load and Master's Degree Examination
§ 5	Examination Board
§ 6	Examiners and Observers
§ 7	Transfer Credit for Study Time, Course Achievements, and Examination Achievements
§ 8	Absence, Withdrawal, Cheating, Violation of Regulations, Inability to be Present for an Exam
§ 9	Requirements for Admission and Admission Procedures for Exams and the Master's Thesis
§ 10	Types of Examinations
§ 11	ECTS Points: European Credit Transfer System
§ 12	Master's Thesis
§ 13	Repetition of Examinations
§ 14	Evaluation of Examinations and Determination of the Final Grade for the Course of Study
§ 15	Certificate
§ 16	Academic Degree
§ 17	Inspection of Examination Files
§ 18	Protection Provision according to the Maternity Protection Law and Parental Leave
§ 19	Affirmative Action
§ 20	Revocation of the Master's Degree
§ 21	Transitional Provisions
§ 22	Coming into Effect and Publication

Appendix 1: Structure and Modules of the English Language MBA Program "General Management"

§ 1 Area of Study

(1) The Düsseldorf Business School GmbH will offer the following programs as part of its Continuing Education Studies:

- a) A German language course of study leading to the degree “Master of Business Administration (MBA) General Management” and
- b) An English language course of study leading to the degree “Master of Business Administration (MBA) General Management.”

(2) This regulation concerns study and examinations in the course of study specified in Para. 1 Letter b) leading to the English language degree “Master of Business Administration (MBA) in General Management.”

(3) Studies will normally last 21 months. Students will receive teaching and training with regard to the requisite knowledge, abilities, and methods with special emphasis on challenges provided by and changes in the professional world. Graduates should be able to use their knowledge of economic principles to engage in independent business undertakings in a manner that displays responsible behavior as well as civic and social engagement.

(4) At the conclusion of each respective course of study, successful completion of the master’s examination will be necessary for a degree to be bestowed. The master’s examination will be used to determine if the candidate has sufficiently thorough technical knowledge so that he or she can independently apply the economic findings and methods contained in the examination subjects.

§ 2 Admission Requirements

(1) Prerequisites for admission to the course of study put forth under § 1 Paragraph 1 Letter b) above are:

- a) A domestic or foreign first degree, where at least 240 ECTS points were achieved, or a similar equal degree, the similarity of which will be determined by the examination board. In case of doubt in regard to equivalence, the board will consult the Central Office for Foreign Education (ZAB).
- b) Applicants whose first degree consisted of fewer than 240 ECTS points, but at least 180 ECTS points may be accepted when they can prove the necessary competence level for completion of a Master’s program. This can be proven through the consideration of additional studies and test qualifications as well as practical job experience. In the case that the applicant can prove the expected subject related knowledge, but has not yet achieved 240 ECTS points, the applicant will be informed by the advisory board that the completion of a Master’s exam will result in fewer than 300 ECTS points.

English Language MBA Program “General Management”

- c) Accuracy of fit with regards to content of the first degree for the English language MBA program “General Management.” In case of doubt, the applicant may be asked to orally explain his or her achievements to date.
- d) Sufficient job experience of two years, with regard given to relevance to the first degree.
- e) Proof of very good knowledge of the English language, written and spoken. Proof shall be provided in the form of a TOEFL or IELTS Test. Alternatively, relevant proof of qualification from the first degree or further education may also be accepted, as well as English language job experience. Such knowledge can be decided in an interview.

(2) The Academic Advisory Council may decree more detailed implementation rules.

(3) It is for the Board of Examiners (§ 5) to determine if applicants are academically qualified for admission. If a candidate is deemed so qualified, then his or her application materials are to be sent to the Düsseldorf Business School GmbH.

(4) Should a selection interview take place, as laid out in Section 1 Letter c), this interview will be conducted by a member of the Academic Advisory Council or the academic director of the DBS. The interview will be documented for the examination board.

(5) Acceptance to the program may be limited for organizational reasons, as well as in the name of didactic method, and for spatial considerations. If such a limitation is necessary, only the grade from the first degree and the accuracy of fit will be taken into consideration.

(6) The Academic Advisory Council of the Düsseldorf Business School GmbH makes the final decision on admission to study based on the admission procedure outlined in Paragraphs 3 and 5 and is responsible for notifying applicants of its decision.

§ 3 Master’s Degree

The College of Business of the Heinrich Heine University of Düsseldorf will bestow the academic degree of “Master of Business Administration“ (MBA) on students who pass their master’s degree examinations.

§ 4 Study Load and Master’s Degree Examination

(1) The study load is 1,800 hours. The course of study will generally be completed by students who are also working.

(2) Appendix 1 presents the course of study in detail.

(3) The master’s degree examination consists of the master’s thesis and the tests in the required and elective modules as governed by Appendix 1.

§ 5 Examination Board

- (1) The College of Business of the Heinrich Heine University of Düsseldorf has established an examination board for every course of study at the DBS. The examination boards organize and administer tests.
- (2) The Examination Board is an agency for purposes of the law of administrative proceedings and procedure.
- (3) The Examination Board works to insure that the examination regulations are followed. It reports regularly the College of Business of the Heinrich Heine University of Düsseldorf and to the Academic Advisory Council of the Düsseldorf Business School GmbH regarding the development of examinations and study times. It makes suggestions on how to improve examination and study regulations.
- (4) The Examination Board will consist of the following members: the Chair, the Assistant Chair, and two further members. With the exception of the Chair and the Assistant Chair, for each member, a deputy member will be appointed. The term of office for members is three years, as a rule. Reappointment is possible. The term of office for deputy members expires with that of their respective member. Three students enrolled in the continuing education courses of study will take part in an advisory capacity. They will hold office for as long as they are enrolled in their respective master’s degree program. The examination committee must be gender balanced, with the exception of individual and factually well-founded exceptions.
- (5) The Chair, the Assistant Chair, and two further members will be chosen from among the professors in the College of Business of the Heinrich Heine University of Düsseldorf. The Faculty Board will appoint three student representatives from among those enrolled in the continuing education courses of study.
- (6) The Examination Board has a quorum when at least three professors are present. Proposed measures pass when a simple majority of the professors present vote on it. Should there be a tie vote, the deciding vote is that of the Chair or, in his or her absence, the Assistant Chair.
- (7) Meetings of the Examination Board are not open to the public. Members and deputy members are under the duty of official secrecy. The student representatives under Paragraph 4, second to last sentence, are to be sworn to secrecy by the Chair or the Assistant Chair.
- (8) The members as well as the deputy members of the Examination Board have the right to be present at examinations.
- (9) The Examination Board is at the disposal of the administration of the Düsseldorf Business School GmbH for carrying out the organizational aspects of examinations. The administration is to be sworn to secrecy by the Chair or the Assistant Chair.
- (10) The Chair or, should the Chair be indisposed, the Assistant Chair, represents the Examination Board both judicially and extra-judicially. The Chair calls meetings of the Examination Board, leads them, and implements decisions that they have made. The Chair is to carry out all tasks given him or her by the Examination Board, as well as any necessary tasks pertaining to the work of the Board that do not require a decision. In the case of urgent matters the Chair can act on his or her own, subject to subsequent decisions to the contrary by the Board. The examination committee reserves the right to contradict previous decisions.

(11) The Chair of the Examination Board can issue regulations, set dates and deadlines, as well as communicate other matters of concern to the Examination Board through use of the Board’s electronic blackboard. Such announcements can be of a general nature pertaining to all relevant parties and are legally binding.

§ 6 Examiners and Observers

(1) The Examination Board appoints examiners and observers. It can delegate this authority to the Chair.

(2) All professors can be examiners, as well others authorized to administer examinations under § 65 Para. 1 HG. Those so authorized should have carried out a responsible teaching activity in the subject they are serving as examiner in during the last study period before the examination. After the conclusion of this authorization period, he or she may be appointed as examiner for a period of up to a further two years in the respective course of study.

(3) The following persons may be appointed as observers: those who have completed a relevant final examination at an academic institution and who are public employees of the College of Business of the Heinrich Heine University of Düsseldorf or at the Düsseldorf Business School GmbH.

(4) The Chair of the Examination Board is to announce the names of the examiners at least two weeks before the first possible opportunity to take the test.

(5) Candidates can request examiners for their master’s thesis. When possible, such requests will be met. However, candidates have no legal right in this regard.

(6) Examiners are to decide independently and free of all outside influence.

(7) Examiners are to be sworn to secrecy by the Chair of the Examination Board.

§ 7 Transfer Credit for Study Time, Course Achievements, and Examination Achievements

(1) Transfer credit is allowed for study time, course achievements, and examination achievements in the case of similar courses of study, to the extent such equivalence has been determined. Equivalence exists when study time, course achievements, and examination achievements are essentially equivalent in content, extent, and demands to the corresponding courses at the Düsseldorf Business School GmbH. In determining equivalence the relationship of performance with the achievement of the goals of the degree and the intended purpose of the exams will be taken into account according to §1 Section 3. The awarding of credits from previous periods of study and exams will take place upon request, in accordance with the German Higher Education Framework Act.

(2) The examination committee is responsible for the awarding of transfer credits, as laid out in Paragraph 1. In order for this acknowledgement, a request must be made. These requests should include the necessary documentation.

(3) Substantial differences, which may exclude the transfer of previous achievements, are to be decided and justified by the examination committee.

(4) If transfer credit is granted then the grades of credits completed at other institutions will be recalculated according to § 14 and calculated into the final grade. It may be notated in the academic transcript which courses were completed at other institutions.

(5) Equivalent proficiencies, acquired outside of studies, can replace up to 50% of the course of studies.

§ 8 Absence, Withdrawal, Cheating, Violation of Regulations, Inability to be Present for an Exam

(1) Performance on an examination is considered to be “insufficient” (5.0) if a student, after being permitted to take an examination, is not present and has no reasonable explanation for his or her failure to appear (absence). Performance is evaluated in the same manner when a student leaves an examination without reasonable grounds after beginning to take it (withdrawal). The same applies when a written response to examination questions is not produced within the allocated time.

(2) A student can remove his name from the list of those taking an examination without stating any reason, at the latest, up to one week before it is to take place. In this case, the rules in Paragraph 1 do not apply.

(3) If a student wishes to produce an excuse for absence or withdrawal, then it is his or her responsibility to present this excuse promptly and in a manner that makes it credible to the chair of the Examination Board. In the case of illness the student must present a written doctor’s excuse unless there is substantial evidence to suspect an actual ability to take the exam or other documentation seems to be acceptable. In some cases, upon presentation of a doctor’s excuse, the Chair of the Examination Board may require, on their own costs, a medical certificate from an independent medical examiner designated by the Examination Board. The student must be allowed to choose between several medical consultants.

(4) The student will be informed in writing whether the Chair of the Examination Board accepts the ameliorating circumstances he presents. If he does, then the student is to make up the examination at the earliest possible date.

(5) If a student seeks to influence the results of an examination by the use of prohibited means or by deceitful behavior, then the examination in which this was done will be deemed “insufficient” (5.0). In particularly serious cases or when such behavior is repeated then, in addition, the Examination Board may declare that the same result applies to the entire course of study.

(6) A student who disturbs the proper administration of an examination may be prohibited from finishing it if, after receiving a warning, he or she does not refrain from disruptive conduct. The warning and exclusion from the exam may issue from the Chair of the Examination Board, the Examiners present, or from others supervising the exam. The examination of the student who caused the disturbance will be deemed to be “insufficient” (5.0). A record is to be made of the incident. In particularly serious cases or when such behavior is repeated then, in addition, the Chair of the Examination Board may ban the student from any further examinations.

(7) The student has one month after being informed of a decision under Paragraph 5 or Paragraph 6 to request that this decision be reviewed by the Examination Board. Inculpatory decisions are to be promptly communicated to the student in writing with instructions regarding the student’s possible legal remedies and a statement of the reasons for the decision. The student is to be accorded the right to a hearing.

§ 9 Requirements for Admission and Admission Procedures for Exams and the Master’s Thesis

- (1) The examinations accompany their related courses.
- (2) In order to be admitted to the examinations one must be admitted as a student to the Düsseldorf Business School GmbH. At the time the student matriculates he or she also applies for admission to the examinations.
- (3) An additional requirement for permission to write a master’s thesis is that the student have accumulated 24 ECTS points (cf. § 11 Paragraph) in the elective modules.

§ 10 Types of Examinations

(1) The following types of examinations (qualifying examinations) may be given in connection with a course:

- Written Examination (Paragraph 2)
- Oral Examination (Paragraphs 3 & 4)
- Term Paper (Paragraph 5)
- Report / Presentation (Paragraph 6)
- Case Study (Paragraph 7)

(2) The written examination is designed to allow the student to show that he or she can, under supervision, in a limited amount of time and with limited resources, use the standard methods of his or her area of study to recognize and solve a problem. The written examination for a required course lasts 180 minutes and can be divided up into separate parts. Written examinations for elective courses are not to exceed 60 minutes. The length of the examination (or partial examination) is to be announced by the examiner in advance.

(3) The oral examination is an individual examination that takes place before several examiners or a single examiner. In either case an observer is present. The observer has a supervisory role, making certain that the exam takes place in the proper manner, and he or she also takes minutes. Before the grade for the oral examination is finalized, the observer speaks with the examiner(s).

(4) Depending on the student, the oral examination lasts between 15 and 20 minutes. The central aspects of the oral examination and the evaluation of the student’s performance are to be recorded in the minutes. The minutes are signed by the examiner(s) and the observer. The student is informed of the results of the oral examination at its conclusion.

(5) A term paper is an independent, written treatment of a specific subject or of a theme that touches upon a subject-specific or interdisciplinary topic. The time allowed for and the length of the paper is to be determined by the examiner and communicated to the student in advance. When the term paper is submitted, the professor will seek verification from the student that it is his or her own work. The bibliography and further proof of the paper’s origin (as necessary) should provide an objective basis for establishing independent research.

(6) In a seminar paper the student undertakes an independent investigation of a problem through an analysis of the relevant literature as well as a statement of its content, followed by an oral presentation and discussion that puts forth the results of the research. The time allowed for the presentation and the

length of the paper are to be determined by the examiner and communicated to the student in advance. The candidate shall be given the opportunity to be heard.

(7) Case Studies involve projects that are centered on concrete, entrepreneurial issues. Students are expected to demonstrate that they can put the knowledge gained through their studies to work by providing workable suggestions on how to solve business problems. The time allowed for the case study and the manner in which it to be handled are to be determined by the examiner and communicated to the student in advance. The candidate shall be given the opportunity to be heard.

(8) Other appropriate types of examinations; for example, group work, are allowed after the examiner makes application to the Examination Board. The evaluation of each member of the group will take into account his or her contribution to the project as a whole but must also be based on individual work on aspects of the project or some other objective criteria that separates the work of each student from the other. As a rule, groups should not consist of more than three people.

(9) Each module is to be concluded by taking the examination associated with it. Module examinations can also be taken as segments; this shall be disclosed in the course description. For each segment the student’s work must receive a grade of at least “sufficient” (cf. § 14 Paragraph 2). The individual examinations take place directly following the module or module segments they are associated with. The time and nature of the examination is determined by the examiner. Enrolling in the module creates an obligation to take the test. If the student does not take the test, then he or she is to take it at the next possible opportunity, as long as the student is not culpable in missing it initially.

(10) The examiner for each module will give out grades in accordance with § 14 Paragraph 2 and Paragraph 3.

§ 11 ECTS Points: European Credit Transfer System

In the “English Language MBA Course of Study” every student with a grade of “satisfactory” (4.0) or better in the required modules 1 to 5 receive 6 ECTS points for each module in accordance with Appendix 1. Those receiving this grade or better in required module 6 receive 5 ECTS points, for required modules 7 & 8 students receive 4 ECTS points for each module, in elective modules 1 ECTS point for each module. For the master’s thesis a grade of satisfactory or better gives students 15 ECTS points. One credit point refers here to 30 hours of student study load.

§ 12 Master’s Thesis

(1) The master’s thesis is an examination. It is designed to show whether or not a student, working within an established time period, can deal with a problem independently and arrive at an appropriate solution.

(2) The subject of the master’s thesis must be derived from a required or elective module in the respective course of study. Subjects that deal with topics derived from several modules are permissible. In accordance with § 6 Paragraph 2, the subject of the master’s thesis can be established by any examiner responsible for an area of study.

(3) The Chair of the Education Board appoints the person who will determine the subject of the master’s thesis. The masters’ degree candidate can make suggestions in regard to the thesis subject. The candidate will be informed of the subject of the thesis after being admitted to work on a master’s thesis by the Chair of the Examination Board and at the same time that he or she is informed of the date that constitutes the

English Language MBA Program “General Management”

last day for turning in the master’s thesis. A record is to be made of the date on which each candidate is informed of the subject of their thesis.

(4) The preparation time for the Master’s Thesis in the English language MBA program is 15 weeks. The Chair of the Examination Board may - after consulting with the examiner who proposed the subject - grant candidates an extra two weeks if they present compelling reasons in writing to do so.

(5) The subject of the master’s thesis can be changed once without stating any reasons for doing so within the first three weeks it was assigned. In such cases the master’s thesis is treated as if it had not been started.

(6) As long as § 8 Paragraph 5 applies, if a candidate suffers a long period of illness then he or she can return the subject without regard to the deadline established in Paragraph 5. In such cases Paragraph 5 Sentence 2 applies.

(7) The master’s thesis may not be used in the context of another examination that has not yet been presented – not in the same or a similar form, not in whole or part.

(8) An index of sources is to be turned in with the master’s thesis. Moreover, the candidate must submit a declaration at the same time he or she submits the thesis stating that all work was done independently and without use of sources other than those stated, as well as that that all passages that use the work of others, either by quoting literally or by means of paraphrase, have been acknowledged as such.

(9) The Master’s Thesis is to be turned in at the end of the preparation time according to Paragraph 4 in three bound copies and one electronic copy, in order to allow for inspection with plagiarism software. The date of submission is to be recorded.

(10) Two examiners are responsible for evaluating the master’s thesis. Exceptions can only be made for compelling reasons, regarding which a record is to be made. The examiners are to be appointed by the Chair of the Examination Board. The first examiner should be the person who assigned the subject.

(11) Evaluation of the master’s thesis is to be undertaken in accordance with § 14 Paragraphs 2 & 3. If two examiners have evaluated the thesis and neither of them has given it a “not satisfactory,” then the grade accorded the thesis will be the average of the two grades given to it by the examiners. § 13 applies accordingly. If both evaluations are “not satisfactory,” then the master’s thesis is rejected.

(12) If only one of the examiners has given the master’s thesis an evaluation of “not satisfactory,” then the Chair of the Examination Board will appoint a third examiner. If the third evaluation is “not satisfactory,” then the master’s thesis is rejected. Otherwise the grade accorded the thesis will be the average of the two better grades given by the examiners. § 13 applies accordingly.

(13) At the latest, a candidate is to be informed of the results of the evaluation of his master’s thesis eight weeks after he or she has turned it in.

§ 13 Repetition of Examinations

(1) Every failed examination can be repeated if the student requests to do so within four months. A second repetition is only possible when the module or module segment is offered again. If the second repetition is also failed, then the failure becomes final. Further repetitions are not possible.

(2) If the master’s thesis is not passed because the thesis received a grade of “not sufficient,” then the master’s candidate can take on a new thesis subject within three months of being informed of the grade of the first thesis. Under these circumstances a return of the subject in accordance with § 12 Paragraph 2 is not allowed. The results of other examinations taken remain unaffected. If the repetition of the master’s thesis receives a grade of “not satisfactory,” then the thesis is to be permanently regarded as failed.

(3) If an examination has been deemed permanently failed the student will receive notification that includes instructions regarding his or her possible legal remedies.

§ 14 Evaluation of Examinations and Determination of the Final Grade for the Course of Study

(1) The examination has been completely passed once a candidate has accumulated all 60 ECTS points.

(2) In order to evaluate performance on individual examinations, the following grades are used:

- 1 = very good (outstanding performance)
- 2 = good (performance that is well above the average requirements)
- 3 = satisfactory (performance that meets the average requirements)
- 4 = sufficient (performance that despite shortcomings meets the average requirements)
- 5 = not sufficient (performance that does not meet requirements due to shortcomings)

(3) The numerical marks can all be raised or lowered by 0.3 with the exception of the grades 0.7, 4.3, 4.7, and 5.3. If an examination is evaluated by several examiners or an examination is divided up into different segments, the final grade for the examination is the average of the separate evaluations. The grade will be calculated to the second decimal point.

(4) If the student has successfully passed the examination according to Paragraph 1, then the grade point average will be determined by averaging the module grades – with the elective modules weighted with a factor of 0.5 – and the master’s thesis – weighted with the factor of two – with the following results:

- “very good” for an average up to 1.5
- “good” for an average above 1.5 and to 2.5
- “satisfactory” for an average above 2.5 and to 3.5
- “sufficient” for an average above 3.5 and to 4.0

(5) In addition to the final grade of the Master’s exam, an ECTS rating table with the KMK structure guidelines in the form of a percentage performance record will be attached to the degree documents. The reference figures will be the results of the final exams for the last three years.

(6) The Chair of the Examination Board (see § 5 Paragraph 10) is responsible for a rapid disclosure of examination grades to students. The evaluation of an examination should be communicated to students in six weeks, at the latest.

§ 15 Certificate

(1) A certificate and a transcript of records in English will be issued to attest to successful completion of the master’s program. It will contain the evaluation of every module, the subject and the evaluation of the master’s thesis, the grade point average and the ECTS level. At the student’s request the evaluation of

English Language MBA Program “General Management”

additional elective modules can be designated in the certificate, modules that were not included in the determination of the grade point average in accordance with § 14 Paragraph 4 and Paragraph 5.

(2) A diploma supplement will be attached to the certificate that contains a general description of the course of study.

(3) The certificate will be dated the day on which the last examination was completed and the date of issuance.

(4) The certificate is to be signed by the Chair of the Examination Board.

(5) If the master’s program has not been completed, then upon the request of the student, an attestation will be issued that lists the completed modules and course modules with the thereby accumulated ECTS points as well as the complete examinations and the grades received for them, the examinations not completed that are necessary for the master’s program, as well as a note that the master’s degree in this course of study has not been completed or that it now cannot be completed.

(6) The certificate or attestation will be promptly given or sent to the student, if possible within four weeks.

§ 16 Academic Degree

(1) In addition to the certificate students will be presented with a notarized document bearing the date on which the certificate was issued, in which the academic degree of a “Master of Business Administration” (“MBA”) is bestowed.

(2) The document will contain the overall grade. It will be signed by the Dean of the College of Business and by the Chair of the Examination Board. It will bear the seal of the College of Business of the Heinrich Heine University of Düsseldorf.

§ 17 Inspection of Examination Files

(1) After completing the examination procedure students, upon request, will be allowed to inspect their written examinations.

(2) The request is to be made within one month after the Chair of the Examination Board has issued the examination certificate. The Chair of the Examination Board will determine the time and place of the inspection.

§ 18 Protection Provision according to the Maternity Protection Law and Parental Leave

Laying claim to the protection provisions defined by the §§ 3, 4, 6, and 8 MuSchG as well as the relevant terms of the laws for Parental Benefits and Parental Leave (Bundeselterngeld- und Elternzeitgesetz-BEEG in the version set forth December 5, 2006 – BGB1 I S 2748) will be allowed as the case permits.

§ 19 Affirmative Action

Special efforts will be taken to ensure equal opportunity for handicapped as well as chronic physically or mentally ill students. The examination committee will examine the necessary action after receipt of a written request describing the needs of the individual student, i.e. an increase in test time by up to 50% of the normal time. A certificate of the examination handicap is to be provided by the student, with a doctor’s certificate which explains that he or she, because of a temporary or permanent, physical or mental handicap is not able to take the test completely or partially in the planned format. The application must be submitted to the examination committee in a timely manner. If it is submitted late, it will only be applied to future examinations.

§ 20 Revocation of the Master’s Degree

The master’s degree can be revoked if it is subsequently discovered that it was acquired through deceit or when essential requirements for its bestowal were incorrectly believed to have been met. The Examination Board makes the decision regarding revocation.

§ 21 Transitional Provisions

These rules apply for all students who begin their studies after January 1, 2015 as described in §1 Paragraph 1 Letter b).

§ 22 Coming into Effect and Publication

These examination regulations go into effect on the day that they are published in the academic announcements of the Heinrich Heine University of Düsseldorf.

Issued as a result of a resolution by the Academic Advisory Council of the College of Business of the Heinrich Heine University of Düsseldorf on November 26, 2014

Düsseldorf, December 17, 2014

The Rector of the Heinrich Heine University,

Dr. Anja Steinbeck

English Language MBA Program “General Management”

Appendix 1:

Structure and Modules of the English Language MBA Program “General Management”

Modules and Partial Modules	Study Load in Hours	Credit Points according to ECTS
First Term		
Module 1 “Fundamentals of Management”		6
1a) Introduction to General Management	90	
1b) Economics for Business	90	
Module 2 “Fundamentals of Controlling and Accounting”		6
2a) Financial and Management Accounting	90	
2b) Operative and Strategic Controlling	90	
Second Term		
Module 3 “Markets and the Value Chain”		6
3a) Project and Cost Management	90	
3b) Marketing and Service Management	90	
Module 4 “Finance”		6
4a) Investments and Portfolio Management	90	
4b) Financial Management and Risk	90	
Third Term		
Module 5 “Relationships and Value Creation”		6
5a) Business-to-Business Marketing and Relationship Management	90	
5b) Human Resources	90	
Module 6 “The Firm and its Environment”		5
6a) Business Ethics & Sustainability Management	90	
6b) International Economics	60	
First Elective Module	30	1
Fourth Term		
Module 7 “Strategies for Competitive Advantages”		4
7a) Strategic and International Management	60	
7b) Innovation and Entrepreneurship	60	
Module 8 “Integration Management”		4
8a) International Group Accounting	60	

English Language MBA Program “General Management”

8b) Organizational Behaviour and Leadership	60	
Second Elective Module	30	1
Master’s Thesis	450	15
Total	1800	60

Elective Modules (each bearing one ECTS Point)

EC1: Acquisition Management

EC2: Coaching for Leadership

EC3: Credit-Risk Management

EC4: Financial Analysis

EC5: Insolvency and Restructuring

EC6: Market Research and Analysis

EC8: Project Management