

### Course 6: Intercultural Competence

(3 ECTS Credits)

Various lecturers

Interacting with people from different cultural backgrounds has become an important part of our daily lives. To benefit from cultural diversity, this course is designed to develop your intercultural competence in two areas: understanding culture and its impact on behaviour in an international working environment and developing communication strategies and skills to work successfully in international teams.

### Course 7: Language Training – German A 1.1 Beginners

(6 ECTS Credits)

Various lecturers

German language course for beginners or little knowledge of German. This course focuses on developing listening and reading comprehension, active use of German as well as on acquiring learning techniques and communicative competence needed to study successfully at a German university.

Please note that German courses on all levels are available and can be exchanged for this course.

### Course 8: Language Training – European and non-European languages

(2-6 ECTS Credits)

Various lecturers

Apart from German language courses, the course range comprises: Arabic, Chinese, English, French, Italian, Polish, Portuguese, Russian, Spanish. This includes courses for beginners as well as for advanced learners.

Further information can be found on the Internet.

## Institute of Management and Economics

The Institute of Management and Economics traditionally follows a quantitative approach to economics and management science with an analytical optimization and an experimental component. Research in resource-constrained project scheduling, batch and continuous process scheduling, workforce scheduling as well as new approaches for optimizing supply chains constitute major areas of research. Experimental economics is another field of interest. By continuously expanding the institute, a third field of research has emerged knowledge and value based management.

## International Center Clausthal (IZC)

In cooperation with the university management and the institutes, the IZC coordinates the international relations and activities of the university. IZC is the central service point for international and German students as well as for university staff and faculty. Here you get information on studies and internships abroad as well as on language courses and events of the IZC.

The Language Center of the IZC offers a wide range of language courses. For students and university staff participation in these courses is free. Furthermore, the Language Center coordinates language tandems.

We are looking forward to welcoming you!

## Contact

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## International Business Management Semester (IBMS)

Winter Term 2011/2012



Internationales Zentrum Clausthal (IZC)  
International Center Clausthal (IZC)



In winter term 2011/12 TU Clausthal is offering an International Business Management Semester. It is organized jointly by the Institute of Management and Economics and the International Center Clausthal (IZC). This is a great chance for all students who wish to orient their lives and studies internationally towards a globalized world.

**Course 1:  
Human Resource Management and Leadership**  
(3 ECTS-Credits)  
Professor Dr. Ernst Deuer

In the future, not only product and service policy will decide on the success of a company but also, and particularly, personnel policy. In the context of demographic change and the global “war for talents”, the importance of human resources for corporate success has increased significantly. It has thus become a distinct responsibility of any executive to find and retain those employees that are critical to corporate success.



**Course 2:  
Environmental Economics**  
(3 ECTS-Credits)  
Professor Dr. Roland Menges

- Individual and Market Demand
- Analysis of Competitive Markets
- Market Failure
- Externalities and Public Goods
- Environmental Challenges
- Valuing the Environment: Concepts
- Valuing the Environment: Methods
- Case Studies: Valuing Green Electricity
- Dynamic Efficiency and Sustainability
- Allocation of Depletable and Renewable Resources

**Course 3:  
Economic Analysis of Institutions:  
Contracts and the Nature of the Firm**  
(3 ECTS –Credits)  
Professor Dr. Mathias Erlei

- The Method of Institutional Economics
- Pre- and semi-formal Agency Theory
- Principal and Agent: Moral Hazard
- Multi-task Principal Agent Theory
- Adverse Selection: Screening and Signaling
- Transaction Cost Economics
- Theory of Incomplete Contracts: Property Rights Model
- Informal Institutions: Self-enforcement and Reputation
- Influence Costs

**Course 4:  
TOPSIM – Global Management**  
(5 ECTS-Credits)  
Professor Dr. Wolfgang Pfau

Global Management is a strategic management simulation that establishes a link between management theory and business practice. Participants manage an Electronic Manufacturing Services company that produces electronic

components and custom solutions for the international market. Participants are asked to interpret market situations and market results, to carry out critical analyses of complex business inter-relationships, to make targeted decisions based on their findings, and to gain clarity on the consequences of decisions that have been taken. This simulation aims to help participants improve their strategic thinking, teamwork and organization skills.

**Course 5:  
Current Issues on  
International Financial Accounting**  
(5 ECTS Credits)  
Professor Dr. Inge Wulf

Within this seminar students are dealing with specific questions concerning the recognition and measurement of balance sheet items. Seminar work is based on accounting rules according to German Commercial Code or IFRS (International Financial Reporting Standards), annual reports of selected companies and/or research papers.

