Module Handbook
Information Engineering and Management B.Sc.
SPO 2015
Summer term 2019
Date: 04.03.2019
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</table>
1 Welcome to the new module handbook of your study programme

We are delighted that you have decided to study at the KIT Department of Economics and Management and wish you a good start into the new semester!

The following contact persons are at your disposal for questions and problems at any time.

For modules and courses with INFO-id:

**KIT Department of Informatics, Informatics Study Program Service**
Personal counselling

📞 +49 721 608-44031
✉ bachelor@wirtschaftsinformatik.kit.edu

For modules and courses with WIWI-Id

**KIT Department of Economics and Management, Examination Office**
Personal counselling

📞 +49 721 608-43768
✉ master@wirtschaftsinformatik.kit.edu

Editorial responsibility

**Dr. André Wiesner, KIT Department of Economics and Management**
Editorial responsibility

📞 +49 721 608-44061
✉ modul@wiwi.kit.edu
2 About this handbook

2.1 Notes and rules

The program exists of several subjects (e.g. business administration, economics, operations research). Every subject is split into modules and every module itself consists of one or more interrelated module component exams. The extent of every module is indicated by credit points (CP), which will be credited after the successful completion of the module. Some of the modules are obligatory. According to the interdisciplinary character of the program, a great variety of individual specialization and deepening possibilities exists for a large number of modules. This enables the student to customize content and time schedule of the program according to personal needs, interest and job perspective. The module handbook describes the modules belonging to the program. It describes particularly:

- the structure of the modules
- the extent (in CP),
- the dependencies of the modules,
- the learning outcomes,
- the assessment and examinations.

The module handbook serves as a necessary orientation and as a helpful guide throughout the studies. The module handbook does not replace the course catalog, which provides important information concerning each semester and variable course details (e.g. time and location of the course).

2.1.1 Begin and completion of a module

Each module and each examination can only be selected once. The decision on the assignment of an examination to a module (if, for example, an examination in several modules is selectable) is made by the student at the moment when he / she is registered for the appropriate examination. A module is completed or passed when the module examination is passed (grade 4.0 or better). For modules in which the module examination is carried out over several partial examinations, the following applies: The module is completed when all necessary module partial examinations have been passed. In the case of modules which offer alternative partial examinations, the module examination is concluded with the examination with which the required total credit points are reached or exceeded. The module grade, however, is combined with the weight of the predefined credit points for the module in the overall grade calculation.

2.1.2 Module versions

It is not uncommon for modules to be revised due to, for example, new courses or cancelled examinations. As a rule, a new module version is created, which applies to all students who are new to the module. On the other hand, students who have already started the module enjoy confidence and remain in the old module version. These students can complete the module on the same conditions as at the beginning of the module (exceptions are regulated by the examination committee). The date of the student's "binding declaration" on the choice of the module in the sense of §5(2) of the Study and Examination Regulation is decisive. This binding declaration is made by registering for the first examination in this module.

In the module handbook, all modules are presented in their current version. The version number is given in the module description. Older module versions can be accessed via the previous module handbooks in the archive at http://www.wiwi.kit.edu/Archiv_MHB.php.

2.1.3 General and partial examinations

Module examinations can be either taken in a general examination or in partial examinations. If the module examination is offered as a general examination, the entire learning content of the module will be examined in a single examination. If the module examination is subdivided into partial examinations, the content of each course will be examined in corresponding partial examinations. Registration for examinations can be done online at the campus management portal. The following functions can be accessed on https://campus.studium.kit.edu/:

- Register/unregister for examinations
- Check for examination results
- Create transcript of records

For further and more detailed information, https://studium.kit.edu/Seiten/FAQ.aspx.

2.1.4 Types of exams

Exams are split into written exams, oral exams and alternative exam assessments. Exams are always graded. Non exam assessments can be repeated several times and are not graded.
2.1.5 Repeating exams

Principally, a failed written exam, oral exam or alternative exam assessment can repeated only once. If the repeat examination (including an eventually provided verbal repeat examination) will be failed as well, the examination claim is lost. A request for a second repetition has to be made in written form to the examination committee two months after loosing the examination claim. A counseling interview is mandatory.

For further information see http://www.wiwi.kit.edu/hinweiseZweitwdh.php.

2.1.6 Additional accomplishments

Additional accomplishments are voluntarily taken exams, which have no impact on the overall grade of the student and can take place on the level of single courses or on entire modules. It is also mandatory to declare an additional accomplishment as such at the time of registration for an exam. Additional accomplishments with at most 30 CP may appear additionally in the certificate.

2.1.7 Further information

More detailed information about the legal and general conditions of the program can be found in the examination regulation of the program (http://www.sle.kit.edu/amtlicheBekanntmachungen.php).
3 The Bachelor's degree program in Information Engineering and Management

3.1 Qualification objectives of the Bachelor's degree in Information Engineering and Management

Graduates with a Bachelor's degree in Information Engineering and Management are equipped with strategically oriented basic knowledge in the fields of informatics (theoretical computer science, algorithms, programming technology and software engineering), economic sciences (business-related topics from the financial industry, information industry, production management, marketing and accounting as well as economic correlations of microeconomics) and law (basics of private law, private business law and of the constitutional and administrative law) as well as mathemactics, statistics and operation research.

Through the comprehensive methodological basis, the graduates are in a position to acknowledge and apply specialized basic concepts, methods, models and approaches. They can acknowledge, describe and communicate economic, IT and legal problems. This hereby entails planning, analyzing, comparing, reviewing and optimizing products, systems and processes. They make decisions, develop specialized solutions and implement their innovative ideas using methods and models from different disciplines within the framework of the available resources. They know how to illustrate, validate, review and guarantee the quality of the results achieved.

The practical use of their know-how also takes into account the social, scientific and ethical aspects.

Through the interdisciplinary nature of the course, the graduates can effectively respond at the interface of the different topics as well as set up targeted communication between the respective disciplines.

The graduates are in a position to work in a team and cope with challenges, e.g., those encountered in information and communication technology fields.

They have the ability to exercise career-related activities in the industry, service sector or in trade, start their own firms or take up a Master's degree program in Information Engineering and Management or any other related course.

3.2 Structure of the Bachelor's degree program in Information Engineering and Management SPO 2015

The Bachelor's degree program in Information Engineering and Management SPO 2015 has 6 terms. The first four terms have a methodological orientation and provides the student with the foundations of informatics, business administration, economics and law. Terms 5 and 6 aim at the specialization and application of this knowledge. Figure 2 shows the structure of the subjects and the credits (CP) allocated to the subjects.

According to the European Credit Transfer System, one credit corresponds to a workload of 30 hours.
Based on a solid mathematical education, the modules of the first four terms of the Bachelor programme in information engineering and management are allocated in the proportion 40/40/20 to informatics (informatics, applied informatics, and computer engineering), economic sciences (business administration, economics, operations research), and law. The internship prepares the student for his profession. Figure 3 shows the allocation of courses to modules and the curriculum for the first four terms.
3 THE BACHELOR'S DEGREE PROGRAM IN INFORMATION ENGINEERING AND MANAGEMENT

Structure of the Bachelor's degree program in Information Engineering and Management SPO 2015

Information Engineering and Management B.Sc.
Module Handbook as of 04.03.2019

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Figure 3: Curriculum in the terms 1-4

In the 3rd year (5th and 6th term) of the Bachelor program the student must pass

- module(s) with 18 credits in informatics
- a module with 9 credits in the subject Business Administration
- a module with 9 credits in the subject BA/OR/EC,
- a module with 6 credits in law,
- two out of the three seminar modules with 3 credits each,
- and the bachelor thesis with 12 credits.

Information Engineering and Management B.Sc.
Module Handbook as of 04.03.2019

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# 4 Field of study structure

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## 4.1 Orientation Exam

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*First usage possible from 4/1/2018.*
### 4.12 Advanced Studies in Economics and Management

**Election block: Betriebswirtschaftslehre Wahl (1 item)**

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<td>Energy Economics</td>
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<td>Real Estate Management</td>
<td>9 CR</td>
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<td>Foundations of Marketing</td>
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<td>Fundamentals of Digital Service Systems</td>
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**Election block: Wirtschaftswissenschaften Wahl (1 item)**

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<td>Specialization in Customer Relationship Management</td>
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4.13 Advanced Studies in Law

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4.14 Research Course

| Election block: Forschungsfach Wahl (2 aus 3 Modulen) (2 items) |
|---------------------------------------------------------------|---------|
| M-WIWI-101826 Seminar Module Economic Sciences                | 3 CR    |
| M-INFO-101218 Seminar Module Law                              | 3 CR    |
| M-INFO-102058 Seminar Module Informatics                      | 3 CR    |
### 5 Modules

#### 5.1 Module: Advanced Object Orientation [M-INFO-100809]

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**Responsible:** Prof. Dr.-Ing. Gregor Snelting  
**Organisation:** KIT Department of Informatics  
**Part of:** Advanced Studies in Informatics

**Mandatory**

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**Annotation**  
This is not a lecture on object-oriented software development! Rather, knowledge of object-oriented software engineering (e.g. Java, UML, Design Patterns) is required.

**Content**

- Behaviour and semantics of dynamic dispatch  
- Implementation of single and multiple inheritance  
- Genericity, refactoring  
- Traits and mixins, virtual classes  
- Cardelli's type system  
- Analyses on the call graph, points-to analyses  
- Operational semantics, type safety  
- Bytecode JVM, bytecode verifier, dynamic compilation
5.2 Module: Algorithmic Methods for Hard Optimization Problems [M-INFO-101237]

Responsible: Prof. Dr. Dorothea Wagner
Organisation: KIT Department of Informatics
Part of: Advanced Studies in Informatics

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<td>5 CR</td>
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Competence Goal
The goal of this course is to familiarize the students with hard problems and possible approaches to solve them. Online problems may also be part of the course.

Content
There are many practical problems that cannot be solved optimally - some not at all and some not in a reasonable amount of time. An example is the "bin packing problem" where a collection of objects must be packed using a possibly small number of bins. Moreover, problems sometimes arise where knowledge about the future (or even about the present) is incomplete, but a decision is required nevertheless (“online problems”). Regarding bin packing, for example, there must be a point in time when you close the bins and send them away. Even if there are some more objects arriving later.
5.3 Module: Algorithms for Planar Graphs [M-INFO-101220]

Responsible: Prof. Dr. Dorothea Wagner
Organisation: KIT Department of Informatics
Part of: Advanced Studies in Informatics

<table>
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Mandatory
T-INFO-101986 Algorithms for Planar Graphs 5 CR Wagner

Content
A planar graph is defined as a graph that can be drawn in the plane such that no edges intersect. Planar graphs have many interesting properties that can be used to solve several problems in a particularly simple, fast and elegant way. In addition, some problems that are (NP-)hard in general graphs can be efficiently solved in planar graphs. The lecture presents a selection of these problems and corresponding algorithmic approaches.

Annotation
The module is offered irregularly.

Workload
approx. 150 h
5.4 Module: Algorithms I [M-INFO-100030]

**Responsible:** Prof. Dr. Peter Sanders

**Organisation:** KIT Department of Informatics

**Part of:** Informatics

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### 5.5 Module: Algorithms II [M-INFO-101173]

**Responsible:** Prof. Dr. Hartmut Prautzsch  
Prof. Dr. Peter Sanders  
Prof. Dr. Dorothea Wagner

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

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5.6 Module: Applications of Operations Research [M-WIWI-101413]

Responsible: Prof. Dr. Stefan Nickel

Organisation: KIT Department of Economics and Management

Part of: Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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<td>T-WIWI-102704 Facility Location and Strategic Supply Chain Management 4,5 CR Nickel</td>
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<tr>
<td>T-WIWI-102714 Tactical and Operational Supply Chain Management 4,5 CR Nickel</td>
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<td>T-WIWI-106199 Modeling and OR-Software: Introduction 4,5 CR Nickel</td>
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<td>T-WIWI-106545 Optimization under Uncertainty 5 CR Rebennack</td>
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Competence Certificate
The assessment is carried out as partial exams (according to § 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module.

The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
The student
- is familiar with basic concepts and terms of Supply Chain Management,
- knows the different areas of Supply Chain Management and their respective optimization problems,
- is acquainted with classical location problem models (in the plane, on networks and discrete) as well as fundamental methods for distribution and transport planning, inventory planning and management,
- is able to model practical problems mathematically and estimate their complexity as well as choose and adapt appropriate solution methods.

Prerequisites
At least one of the courses Facility Location and Strategic Supply Chain Management and Tactical and Operational Supply Chain Management has to be taken.

Content
Supply Chain Management is concerned with the planning and optimization of the entire, inter-company procurement, production and distribution process for several products taking place between different business partners (suppliers, logistics service providers, dealers). The main goal is to minimize the overall costs while taking into account several constraints including the satisfaction of customer demands.

This module considers several areas of Supply Chain Management. On the one hand, the determination of optimal locations within a supply chain is addressed. Strategic decisions concerning the location of facilities like production plants, distribution centers or warehouses are of high importance for the rentability of supply chains. Thoroughly carried out, location planning tasks allow an efficient flow of materials and lead to lower costs and increased customer service. On the other hand, the planning of material transport in the context of Supply Chain Management represents another focus of this module. By linking transport connections and different facilities, the material source (production plant) is connected with the material sink (customer). For given material flows or shipments, it is considered how to choose the optimal (in terms of minimal costs) distribution and transportation chain from the set of possible logistics chains, which asserts the compliance of delivery times and further constraints.

Furthermore, this module offers the possibility to learn about different aspects of the tactical and operational planning level in Supply Chain Management, including methods of scheduling as well as different approaches in procurement and distribution logistics. Finally, issues of warehousing and inventory management will be discussed.

Recommendation
The courses Introduction to Operations Research I and II are helpful.
Annotation
The planned lectures and courses for the next three years are announced online.

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.7 Module: Applied Informatics [M-WIWI-101430]

**Responsible:** Prof. Dr. Andreas Oberweis

**Organisation:** KIT Department of Economics and Management

**Part of:** Informatics

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**Mandatory**

| T-WIWI-102652 | Applied Informatics I - Modelling | 4 CR | Oberweis, Sure-Vetter |
| T-WIWI-109445 | Applied Informatics II - Principles of Internet Computing: Foundations for Emerging Technologies and Future Services | 4 CR | Sunyaev |

**Competence Certificate**

The learning controls for Applied Informatics I [2511030] and II [2511032] each take the form of a written examination (60 minutes) in accordance with § 4(2), 1 SPO.

The module grade consists of the credit-weighted average of the grades for Applied Informatics I and II.

**Competence Goal**

The student should:

- Becomes familiar with relevant modelling languages for describing application domains and aspects of early software system design.
- Gains insight into methods and systems of computer science for the design and development of distributed information systems (supporting electronic business),
- is able to select, design, and apply these methods and systems in a way that is appropriate for the application context.

**Prerequisites**

None.

**Content**

The course Applied Informatics I [2511030] mainly addresses the early phases of the development of database-supported information systems, distributed systems for information services, intelligent systems and software systems in general. Main topics are modelling concepts and languages for describing application domains as well as static and dynamic aspects of early software system design. The course addresses in detail the following approaches: Entity-Relationship model, advanced aspects of UML, description logic, relational model, Petri nets, and event-driven process chains.

The course Applied Informatics II [2511032] provides insights into fundamental concepts and future technologies of distributed systems and Internet computing. Students should be able to select, design and apply the presented concepts and technologies. The course first introduces basic concepts of distributed systems (e.g. design of architectures for distributed systems, internet architectures, web services, middleware).

In the second part of the course, emerging technologies of Internet computing will be examined in depth. These include, among others:

- Cloud Computing
- Edge & Fog Computing
- Internet of Things
- Blockchain
- Artificial Intelligence

**Recommendation**

Knowledge of the module Basic Notions of Computer Science as well as Algorithms I is expected.

**Workload**

See german version.
Module: Applied Microeconomics [M-WIWI-101499]

Responsible: Prof. Dr. Johannes Philipp Reiß
Organisation: KIT Department of Economics and Management
Part of: Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

Credits 9
Recurrence Each term
Language Deutsch
Level 3
Version 2

Election block: Wahlpflichtangebot (at least 9 credits)

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<td>Public Revenues</td>
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Competence Certificate
The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
Students

- are introduced to the basic theoretical analysis of strategic interaction situations and shall be able to analyze situations of strategic interaction systematically and to use game theory to predict outcomes and give advice in applied economics settings, (course "Introduction to Game Theory");
- are exposed to the basic problems of imperfect competition and its implications for policy making; (course "Industrial Organization");
- are provided with the basic economics of network industries (e.g., telecom, utilities, IT, and transport sectors) and should get a vivid idea of the special characteristics of network industries concerning planning, competition, competitive distortion, and state intervention, (course "Competition in Networks").

Prerequisites
None.

Content
The module's purpose is to extend and foster skills in microeconomic theory by investigating a variety of applications. Students shall be able to analyze real-life problems using microeconomics.

Recommendation
None.

Workload
The total workload for this module is approximately 270 hours. For further information see German version.
5.9 Module: Basic Notions of Computer Science [M-INFO-101170]

**Responsible:** Dr. Sebastian Stüker
Thomas Worsch

**Organisation:** KIT Department of Informatics

**Part of:** Informatics

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**Competence Goal**

- Students know the most important techniques for definitions and are able to read and understand such definitions.
- Students know the difference between syntax and semantics.
- Students know the most important notions from discrete mathematics and computer science and are able to use them for the description of problems and in proofs.

**Content**

- informal notion of algorithm, basics of correctness proofs
- computational complexity measures, hard problems
- big $\Theta$ notation, master theorem
- alphabets, words, formal languages
- finite acceptors, contextfree grammars
- inductive/recursive definitions, proofs by induction, closure
- relations and functions
- graphs

**Workload**

180 h
5.10 Module: Business Administration [M-WIWI-101492]

**Responsible:** Prof. Dr. Marliese Uhrig-Homburg  
Prof. Dr. Christof Weinhardt

**Organisation:** KIT Department of Economics and Management

**Part of:** Business Administration

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<td>T-WIWI-102818</td>
<td>Business Administration: Production Economics and Marketing</td>
<td>4 CR</td>
<td>Fichtner, Klarmann, Lützkendorf, Ruckes, Schultmann</td>
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**Competence Certificate**

The assessments of the courses are written examinations (90 minutes each) according to §4(2), 1 of the examination regulation.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

The student should be able to

- deal with advanced topics in accounting,
- describe the impacts and features of marketing instruments,
- knows the problem formulation and theories of production management, including the areas of energy, construction, real-estate and ergonomics,
- evaluate information as a competitive factor and is in control of the terminology and the methods to assess information.

**Prerequisites**

None

**Content**

The institutional framework and the modelling and formal description of a company's decisions play an essential role in this module. This module contains problems in procurement and materials management as well as in logistics. Modern production processes for goods and services are systematically presented. Marketing research and knowledge of the range of marketing instruments are fundamental for decisions in a competitive market environment. Advanced topics in accounting are also taught.

**Recommendation**

It is highly recommended to fulfil this module only after completing the module Foundations in Business Administration.

**Workload**

See German version.
5.11 Module: Business Processes and Information Systems [M-WIWI-101476]

**Responsible:** Prof. Dr. Andreas Oberweis  
**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Informatics

**Credits:** 9  
**Recurrence:** Each term  
**Duration:** 1 semester  
**Level:** 3  
**Version:** 3

### Election block: Wahlpflichtangebot (between 1 and 2 items)

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### Competence Certificate

The assessment mix of each course of this module is defined for each course separately. The final mark for the module is the average of the marks for each course weighted by the credits and truncated after the first decimal.

### Competence Goal

Students

- design architecture models of enterprise information systems and compare alternative designs,
- explain the concepts and principles of process modeling languages and methods, apply the methods in a concrete situation and evaluate the results,
- choose an appropriate modeling language according to a given context for analysing, modeling and improving business processes.

### Prerequisites

At least one of the courses Workflowmangement or Modellierung von Geschäftsprozessen has to be attended.

### Content

Modeling the relevant aspects of a business process is the basis for efficient and effective support of this process in an enterprise information system. Detailed knowledge of languages, methods and software tools for supporting business process modeling is taught in this module.

Additionally fundamentals of software quality management are considered in this module. Maturity models like CMMI or SPICE for evaluation and improvement of a software development process are introduced.
## 5.12 Module: Commercial Law [M-INFO-101191]

**Responsible:** Prof. Dr. Thomas Dreier  
**Organisation:** KIT Department of Informatics  
**Part of:** Law

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### 5.13 Module: Communication and Database Systems [M-INFO-101178]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm  
Prof. Dr. Martina Zitterbart

**Organisation:** KIT Department of Informatics  
Part of: Advanced Studies in Informatics

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<td>Database Systems</td>
<td>Böhm</td>
<td>4 CR</td>
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<td>T-INFO-102015</td>
<td>Introduction in Computer Networks</td>
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**Competence Goal**

The students will

- have learned fundamentals of data communication as well as the design of communication systems,
- be familiar with the composition of the different protocols and their mechanisms and be able to design simple protocols on their own,
- have understood the relationships between the different communication layers,
- be able to explain the benefits of database technology at the end of the course,
- have understood the development of database applications and be able to set up and access simple databases,
- be familiar with the terminology and the underlying database theory.

**Content**

Distributed information systems are worldwide information repositories which are accessible by everybody at any place of the world at any time. The physical distance is bridged by telecommunication systems, while database management technology manages and coordinates data for arbitrary periods of time. In order to understand globally running processes, one has to understand both data transmission techniques and database technology. Besides the telecommunication and database technologies on their own, an understanding of their cooperation is required, too.

**Workload**

approx. 240 h
## 5.14 Module: Computer Architecture [M-INFO-100818]

**Responsible:** Prof. Dr.-Ing. Jörg Henkel  
Prof. Dr. Wolfgang Karl

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

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# 5.15 Module: Computer Engineering [M-INFO-101836]

**Responsible:** Prof. Dr. Wolfgang Karl  
**Organisation:** KIT Department of Informatics  
**Part of:** Advanced Studies in Informatics

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5.16 Module: Constitutional and Administrative Law [M-INFO-101192]

**Responsible:** Prof. Dr. Nikolaus Marsch

**Organisation:** KIT Department of Informatics

**Part of:** Law

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**Workload**

See German version.
Module: CRM and Service Management [M-WIWI-101460]

Responsible: Prof. Dr. Andreas Geyer-Schulz
Organisation: KIT Department of Economics and Management
Part of: Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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Competence Certificate
The assessment is carried out as partial exams (according to § 4 (1) S. 2nd clause of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
The student

- understands service management as the managerial foundation of customer relationship management and the resulting implications for strategic management, the organisational structure, and the functional areas of the company,
- develops and designs service concepts and service systems on a conceptual level,
- works in teams on case studies and respects project dates, integrates international literature of the discipline,
- knows the current developments in CRM in science as well as in industry,
- knows the scientific methods (from business administration, statistics, informatics) which are most relevant for analytic CRM and he autonomously applies these methods to standard cases,
- designs, implements, and analyzes operative CRM processes in concrete application domains (e.g. campaign management, call center management, ...).

Prerequisites
None

Content
In the module CRM and Service Management we teach the principles of modern customer-oriented management and its support by system architectures and CRM software packages. Choosing customer relationship management as a company's strategy requires service management and a strict implementation of service management in all parts of the company.

For operative CRM we present the design of customer-oriented, IT-supported business processes based on business process modelling and we explain these processes in concrete application scenarios (e.g. marketing campaign management, call center management, sales force management, field services, ...).

Analytic CRM is dedicated to improve the use of knowledge about customers in the broadest sense for decision-making (e.g. product-mix decisions, bonus programs based on customer loyalty, ...) and for the improvement of services. A requirement for this is the tight integration of operative systems with a data warehouse, the development of customer-oriented and flexible reporting systems, and – last but not least – the application of statistical methods (clustering, regression, stochastic models, ...).

Annotation
The lecture Customer Relationship Management [2540508] is given in English.
Workload
The total amount of work for this module is approximately 270 hours (9 credits). The subdivision is based on the credits of the courses of the module.
The total number of hours per course results from the time of visiting the lectures and exercises, as well as from the exam periods and the time that is required to achieve the objectives of the module as an average student with an average performance.
5.18 Module: Database Systems in Theory and Practice [M-INFO-101229]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

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**Election block: Datenbanksysteme in Theorie und Praxis (at least 1 item as well as at least 5 credits)**

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<tr>
<td>T-INFO-101305</td>
<td>Big Data Analytics</td>
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**Modelled conditions**

The following conditions have to be fulfilled:

1. The course T-INFO-101497 - Database Systems must have been passed.

**Workload**

120 h
Module: Design, Construction and Sustainability Assessment of Buildings [M-WIWI-101467]

**Responsible:** Prof. Dr.-Ing. Thomas Lützkendorf  
**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)  
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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<td>T-WIWI-102743</td>
<td>Design, Construction and Sustainability Assessment of Buildings II</td>
<td>4,5 CR</td>
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**Competence Certificate**
The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the core course and further single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately. The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**
The student

- knows the basics of sustainable design, construction and operation of buildings with an emphasis on building ecology
- has knowledge of building ecology assessment procedures and tools for design and assessment
- is capable of applying this knowledge to assessing the ecological advantageousness of buildings as well as their contribution to a sustainable development.

**Prerequisites**
None

**Content**
Sustainable design, construction and operation of buildings currently are predominant topics of the real estate sector, as well as “green buildings”. Not only designers and civil engineers, but also other actors who are concerned with project development, financing and insurance of buildings or portfolio management are interested in these topics. On the one hand the courses included in this module cover the basics of energy-efficient, resource-saving and health-supporting design and construction of buildings. On the other hand fundamental assessment procedures for analysing and communicating the ecological advantageousness of technical solutions are discussed. With the basics of green building certification systems the lectures provide presently strongly demanded knowledge. Additionally, videos and simulation tools are used for providing a better understanding of the content of teaching.

**Recommendation**
The combination with the module Real Estate Management is recommended. Furthermore a combination with courses in the area of

- Industrial production (energy flow in the economy, energy politics, emissions)
- Civil engineering and architecture (building physics, building construction)

is recommended.

**Workload**
The total workload for this module is approximately 270 hours. For further information see German version.
### 5.20 Module: Digital Circuits Design [M-INFO-102978]

**Responsible:** Prof. Dr.-Ing. Uwe Hanebeck  
**Organisation:** KIT Department of Informatics  
**Part of:** Advanced Studies in Informatics

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Information Engineering and Management B.Sc.  
Module Handbook as of 04.03.2019
Module: eBusiness and Service Management [M-WIWI-101434]

**5.21 Module: eBusiness and Service Management [M-WIWI-101434]**

**Responsible:** Prof. Dr. Christof Weinhardt

**Organisation:** KIT Department of Economics and Management

**Part of:**
- Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
- Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Election block: Wahlpflichtangebot (9 credits)**

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<td>Digital Services neu</td>
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<td>T-WIWI-109941</td>
<td>eFinance: Information Systems for Securities Trading neu</td>
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<td>T-WIWI-109816</td>
<td>Foundations of Interactive Systems neu</td>
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<td>T-WIWI-109936</td>
<td>Platform Economy neu</td>
<td>Weinhardt</td>
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<td>T-WIWI-109940</td>
<td>Special Topics in Information Systems neu</td>
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<td>T-WIWI-109808</td>
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**Competence Certificate**

The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

The students

- understand the strategic and operative design of information and information products,
- analyze the role of information on markets,
- evaluate case studies regarding information products,
- develop solutions in teams.

**Prerequisites**

None

**Content**

This module gives an overview of the mutual dependencies of strategic management and information systems. The central role of information is exemplified by the structuring concept of the information life cycle.

The single phases of this life cycle from generation over allocation until dissemination and use of the information are analyzed from a business and microeconomic perspective, applying classical and new theories. The state of the art of economic theory on aspects of the information life cycle are presented. The lecture is complemented by exercise courses. The courses “Platform Economy”, “eFinance: Information systems in finance” and “eServices” constitute three different application domains in which the basic principles of the Internet Economy are deepened. In the core lecture “Platform Economy” the focus is set on markets between two parties that act through an intermediary on an Internet platform. Topics discussed are network effects, peer-to-peer markets, blockchains and market design. The course is held in English and teaches parts of the syllabus with the support of a case study in which students analyze a platform.

The course "eFinance: information systems for securities trading" provides theoretically profound and also practical-oriented background about the functioning of international financial markets. The focus is placed on the economic and technical design of markets as information processing systems.

In "eServices" the increasing impact of electronic services compared to the traditional services is outlined. The Information- and Communication Technologies enable the provision of services, which are mainly characterized by interactivity and individuality. This course provides basic knowledge about the development and management of ICT-based services.

The theoretic fundamentals of Information systems can be enriched by a practical experience in Special Topics in Information Engineering and Management. Any practical Seminar at the IM can be chosen for the course Special Topics in Information systems.
Annotation
All practical Seminars offered at the IM can be chosen for Special Topics in Information Systems. Please update yourself on www.iism.kit.edu/im/lehre

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.22 Module: Economic Policy I [M-WIWI-101668]

**Responsible:** Prof. Dr. Ingrid Ott

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl) (Usage from 4/1/2019)

**Election block: Wahlpflichtangebot (9 credits)**

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<td>Macroeconomic Theory <strong>neu</strong></td>
<td>4,5 CR</td>
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<td>Public Revenues <strong>neu</strong></td>
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**Competence Certificate**

The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The exams are offered at the beginning of the recess period about the subject matter of the latest held lecture. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.

The overall grade for the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

Students shall be given the ability to

- understand and deepen basic concepts of micro- and macroeconomic theories
- apply those theories to economic policy issues
- understand government interventions in the market and their legitimation from the perspective of economic welfare
- learn how theory-based policy recommendations are derived

**Prerequisites**

None.

**Content**

- Intervention in the market: micro-economic perspective
- Intervention in the market: macroeconomic perspective
- Institutional economic aspects
- Economic policy and welfare economics
- Carriers of economic policy: political-economic aspects

**Recommendation**

Basic knowledge of micro- and macroeconomics is assumed, as taught in the courses Economics I [2610012], and Economics II [2600014].

**Workload**

Total expenditure of time for 9 credits: 270 hours.

Attendance time per lecture: 3x14h

Preparation and wrap-up time per lecture: 3x14h

Rest: Exam Preparation

The exact distribution is subject to the credits of the courses of the module.
### 5.23 Module: Economic Theory [M-WIWI-101501]

**Responsible:** Prof. Dr. Clemens Puppe  
**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

<table>
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<th>Level</th>
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#### Election block: Wahlpflichtangebot (9 credits)

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<tbody>
<tr>
<td>T-WIWI-102609</td>
<td>Advanced Topics in Economic Theory</td>
<td>4,5 CR</td>
<td>Mitusch</td>
</tr>
<tr>
<td>T-WIWI-102876</td>
<td>Auction &amp; Mechanism Design</td>
<td>4,5 CR</td>
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<tr>
<td>T-WIWI-102892</td>
<td>Economics and Behavior</td>
<td>4,5 CR</td>
<td>Szech</td>
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<td>T-WIWI-102850</td>
<td>Introduction to Game Theory</td>
<td>4,5 CR</td>
<td>Puppe, Reiß</td>
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<td>T-WIWI-102844</td>
<td>Industrial Organization</td>
<td>4,5 CR</td>
<td>Reiß</td>
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<td>T-WIWI-109121</td>
<td>Macroeconomic Theory</td>
<td>4,5 CR</td>
<td>Brumm</td>
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<td>T-WIWI-102610</td>
<td>Welfare Economics</td>
<td>4,5 CR</td>
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**Competence Certificate**

The assessment is carried out as partial exams (according to Section 4(2), 1 or 2 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

See German version.

**Prerequisites**

None

**Content**

The lecture Introduction to Game Theory focuses on the basics of non-cooperative game theory. Model assumptions, solution concepts and applications are discussed in detail both for simultaneous games (normal form games) and for sequential games (extensive form games). Classical equilibrium concepts like the Nash equilibrium or the subgame perfect equilibrium, but also advanced concepts will be discussed in detail. If necessary, a brief insight into cooperative game theory will also be given.

The course Auction & Mechanism Design starts with the basic theory of equilibrium behavior and yield management in single object standard auctions. After introducing the yield equivalence theorem for standard auctions, the focus shifts to mechanism design and its applications for single-object auctions and bilateral exchanges.

The course Economics and Behavior introduces fundamental topics of behavioural economics in terms of content and methodology. Students will also gain insight into the design of economic experimental studies. Students will also be introduced to the reading of and critical examination of current research in behavioural economics.

**Recommendation**

None

**Annotation**

The course T-WIWI-102609 - Advanced Topics in Economic Theory is currently not available.
5.24 Module: Economics [M-WIWI-101431]

Responsible: Prof. Dr. Clemens Puppe
Organisation: KIT Department of Economics and Management
Part of: Economics

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<tr>
<td>T-WIWI-102708</td>
<td>Economics I: Microeconomics</td>
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<td>Puppe, Reiß</td>
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Competence Certificate
The assessment of the module is a written examination according to §4(2), 1 of the examination regulation. The grade of the module corresponds to the grade of this examination. The re-examination is offered at the same examination period. Only repeating candidates are entitled for taking place the re-examination. For a detailed description on the exam regulations see the information of the respective chair.

Attention: This module is part of the Orientierungsprüfung according to §10 (1), SPO 2009 resp. §8 (1) SPO 2005. The examen needs to be passed until the end of the examination period of the second semester or in case of repetition until the the end of the examination period of the third semester.

Competence Goal
It is the main aim of this module to provide basic knowledge in economic modelling. In particular, the student should be able to analyze market processes and the determinants of market results. Furthermore, she should be able to evaluate the effects of economic policy measures on market behavior and propose alternative, more effective policy measures.

In particular, the student should learn

- to apply simple microeconomic concepts,
- to analyze the structure of real world economic phenomena,
- to judge the possible effects of economic policy measures on the behavior of economic agents (in simple decision problems),
- to suggest alternative policy measures,
- to analyze as a participant of a tutorial simple economic problems by solving written exercises and to present the results of the exercises on the blackboard,
- to become familiar with the basic literature on microeconomics.

The student should gain basic knowledge in order to help in practical problems

- to analyze the structure of microeconomics relationships and to present own problem solutions,
- solve simple economic decision problems.

Prerequisites
None

Content
In the two main parts of the course, problems of microeconomic decision making (household and firm behavior) and problems of commodity allocation on markets (market equilibria and their efficiency properties of markets) are discussed. In the final part of the course, basics of imperfect competition (oligopolistic markets) and of game theory as well as welfare economics are presented.

Annotation
When personal resources are available students' tutorials will be established.

Workload
See German version.
Module: eFinance [M-WIWI-101402]

**Responsible:** Prof. Dr. Christof Weinhardt

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Credits** | **Recurrence** | **Duration** | **Level** | **Version**
--- | --- | --- | --- | ---
9 | Each term | 2 semester | 3 | 5

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### Mandatory

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<td>T-WIWI-109941</td>
<td>eFinance: Information Systems for Securities Trading</td>
<td>4,5</td>
<td>Weinhardt</td>
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<td>T-WIWI-102625</td>
<td>Exchanges</td>
<td>1,5</td>
<td>Franke</td>
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<td>T-WIWI-102643</td>
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<td>T-WIWI-102646</td>
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<td>3</td>
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### Election block: Ergänzungsangebot (4,5 credits)

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### Competence Certificate

The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the core course and further single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

### Competence Goal

The students

- are able to understand and analyse the value creation chain in stock broking,
- are able to adequately identify, design and use methods and systems to solve problems in finance,
- are able to evaluate and criticize investment decisions by traders,
- are able to apply theoretical methods of econometrics,
- learn to elaborate solutions in a team.

### Prerequisites

The course *eFinance: Information Systems for Securities Trading* [2540454] is compulsory and must be examined.

### Content

The module "eFinance: Information engineering and management in finance" addresses current problems in the finance sector. It is investigated the role of information and knowledge in the finance sector and how information systems can solve or extenuate them. Speakers from practice will contribute to lectures with their broad knowledge. Core courses of the module deal with the background of banks and insurance companies and the electronic commerce of stocks in global finance markets. In addition the course Derivatives offers an insight into future and forward contracts as well as the assessment of options. Exchanges and International Finance are also alternatives which provide a supplementary understanding for capital markets.

Information management topics are in the focus of the lecture "eFinance: information engineering and management for securities trading". For the functioning of the international finance markets, it is necessary that there is an efficient information flow. Also, the regulatory frameworks play an important role. In this context, the role and the functioning of (electronic) stock markets, online brokers and other finance intermediaries and their platforms are presented. Not only IT concepts of German finance intermediaries are presented, but also international system approaches will be compared. The lecture is supplemented by speakers from the practice (and excursions, if possible) coming from the Deutsche Börse and the Stuttgart Stock Exchange.

### Annotation

The current seminar courses for this semester, which are complementary to this module, are listed on following webpage:
http://www.iism.kit.edu/im/lehre

### Workload

The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.26 Module: Energy Economics [M-WIWI-101464]

Responsible: Prof. Dr. Wolf Fichtner
Organisation: KIT Department of Economics and Management

Part of:
Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Election block: Ergänzungsangebot (3,5 credits)**

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<td>T-WIWI-102607</td>
<td>Energy Policy</td>
<td>3,5 CR</td>
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**Competence Certificate**
The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) about the lecture Introduction into Energy Economics [2581010] and one optional lecture of the module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**
The student

- is able to understand interdependencies in energy economics and to evaluate ecological impacts in energy supply,
- is able to assess the different energy carriers and their characteristics,
- knows the energy political framework conditions,
- gains knowledge about new market-based conditions and the cost and potentials of renewable energies in particular.

**Prerequisites**
The lecture Introduction into Energy Economics [2581010] has to be examined.

**Content**
Introduction to Energy Economics: Characterisation (reserves, suppliers, cost, technologies) of different energy carriers (coal, gas, oil, electricity, heat etc.)

Renewable Energy - Resources, Technology and Economics: Characterisation of different renewable energy carriers (wind, solar, hydro, geothermal etc.)

Energy Policy: Management of energy flows, energy-political targets and instruments (emission trading etc.)

**Recommendation**
The courses are conceived in a way that they can be attended independently from each other. Therefore, it is possible to start the module in winter and summer term.

**Annotation**
Additional study courses (e.g. from other universities) can be transferred to the grade of the module on special request at the institute.

**Workload**
The total workload for this module is approximately 270 hours. For further information see German version.
5.27 Module: Essentials of Finance [M-WIWI-101435]

Responsible: Prof. Dr. Martin Ruckes
Prof. Dr. Marliese Uhrig-Homburg

Organisation: KIT Department of Economics and Management

Part of: Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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<td>T-WIWI-102604</td>
<td>Investments</td>
<td>4,5</td>
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<td>T-WIWI-102605</td>
<td>Financial Management</td>
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Competence Certificate
The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.
The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
The student

- has fundamental skills in modern finance
- has fundamental skills to support investment decisions on stock, bond and derivative markets
- applies concrete models to assess investment decisions on financial markets as well as corporate investment and financing decisions.

Prerequisites
None

Content
The module Essentials of Finance deals with fundamental issues in modern finance. The courses discuss fundamentals of the valuation of stocks. A further focus of this module is on modern portfolio theory and analytical methods of capital budgeting and corporate finance.

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.28 Module: Foundations in Business Administration [M-WIWI-101491]

**Responsible:** Prof. Dr. Marliese Uhrig-Homburg  
Prof. Dr. Christof Weinhardt  

**Organisation:** KIT Department of Economics and Management  
**Part of:** Business Administration

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<td>T-WIWI-102819</td>
<td>Business Administration: Finance and Accounting</td>
<td>4 CR</td>
<td>Ruckes, Uhrig-Homburg, Wouters</td>
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<tr>
<td>T-WIWI-102757</td>
<td>Introduction to Information Engineering and Management</td>
<td>4 CR</td>
<td>Geyer-Schulz, Weinhardt</td>
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**Competence Certificate**

The assessment is carried out as partial exams (according to §4(2), 1-3 of the examination regulation) of the single courses of this module. The assessment procedures are described for each course of the module separately. The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

The objectives of this module are that the student is capable of dealing with issues in finance, investments, accounting and information engineering and management.

**Prerequisites**

None

**Content**

The institutional framework and the modelling and formal description of a company's decisions play an essential role in this module. The basic idea and the foundations of static and dynamic investment rules are presented and applied to problems in procurement and materials management as well as in logistics. Modern production processes for goods and services are systematically presented. Marketing research and knowledge of the range of marketing instruments are fundamental for decisions in a competitive market environment. The foundations of corporate finance are treated with a strong emphasis of the links to the capital market. Investment rules and corporate finance are instrumental for answering questions of source and application of funds, comparable to the lending and deposit business in banking. Also an introduction to financial and management accounting is provided. The organisation of company and the problems of management and control constitute an other important aspect of business administration and management science. Finally, the process of value creation and distribution as well as the principles of the taxation of a company are treated with an emphasis on the analysis of the profit and loss statement.

Two case studies, namely the foundation of an innovative information service company and the process chain of a B2B direct marketing company from the customer to the producer, focus on the interdisciplinary links between legal framework, advanced information technology, and the resulting design options for business processes.

**Workload**

See German version.
Module: Foundations of Information Systems [M-INFO-101193]

Responsible:  Prof. Dr.-Ing. Klemens Böhm
Organisation:  KIT Department of Informatics
Part of:  Advanced Studies in Informatics

Election block: Grundlagen von Informationssystemen (at least 1 item as well as at least 4 credits)

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<td>Selling IT-Solutions Professionally</td>
<td>1,5 CR</td>
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<td>T-INFO-101975</td>
<td>Consulting in Practice</td>
<td>1,5 CR</td>
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<td>T-INFO-101976</td>
<td>Project Management in Practice</td>
<td>1,5 CR</td>
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<td>T-INFO-103552</td>
<td>Lab: Working with Database Systems</td>
<td>4 CR</td>
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<td>Big Data Analytics 2</td>
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<td>T-INFO-101305</td>
<td>Big Data Analytics</td>
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<td>T-INFO-101317</td>
<td>Deployment of Database Systems</td>
<td>5 CR</td>
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<td>T-INFO-101257</td>
<td>Mechanisms and Applications of Workflow Systems</td>
<td>5 CR</td>
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Election block: Grundlagen von Informationssystemen — Pflichtblock (at least 1 item as well as at least 5 credits)

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<td>Deployment of Database Systems</td>
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<td>T-INFO-101257</td>
<td>Mechanisms and Applications of Workflow Systems</td>
<td>5 CR</td>
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</table>

Competence Goal
The students
- see the necessity of specialised systems for information management and are able to define and deploy decision criteria for purchasing such software,
- are aware of the fundamental approaches in information systems and are able to judge their potential applications,
- understand database applications and develop simple database applications on their own,
- are able to communicate at a professional level about technical aspects of information and knowledge management.

Prerequisites
None

Content
This module aims at exposing students to modern information systems. Beyond fundamental theory and concepts, this module covers the deployment of such technology.

Recommendation
It is recommended to take this module after completion of the module Communication and Database Systems [IW3INKD].

Annotation
The courses in this module are offered irregularly, however, the exam can be taken anytime.

Workload
approx. 300 h
For further details see the German version.
Module: Foundations of Marketing [M-WIWI-101424]

**Responsible:** Prof. Dr. Martin Klarmann

**Organisation:** KIT Department of Economics and Management

**Part of:**
- Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
- Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Mandatory**

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<td>T-WIWI-102805</td>
<td>Managing the Marketing Mix <strong>neu</strong></td>
<td>4,5 CR</td>
<td>Klarmann</td>
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**Election block: Ergänzungsangebot (at least 4,5 credits)**

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<tr>
<td>T-WIWI-102806</td>
<td>Services Marketing and B2B Marketing <strong>neu</strong></td>
<td>3 CR</td>
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<tr>
<td>T-WIWI-102807</td>
<td>International Marketing <strong>neu</strong></td>
<td>1,5 CR</td>
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**Competence Certificate**

The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the core course and further single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Prerequisites**

The course *Marketing Mix* is compulsory and must be examined.

**Content**

The core course of the module is “Marketing Mix”. This course is compulsory and must be examined. “Marketing Mix” contains instruments and methods that enable you to goal-oriented decisions in the operative marketing management (product management, pricing, promotion and sales management).

To deepen the marketing knowledge students can complete the courses “Services- and B2B-Marketing” and “International Marketing”.

**Annotation**

For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).

**Workload**

The total workload for this module is approximately 270 hours. For further information see German version.
5.31 Module: Fundamentals of Digital Service Systems [M-WIWI-102752]

**Responsible:** Prof. Dr. Gerhard Satzger  
Prof. Dr. Christof Weinhardt

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)  
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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<td>T-WIWI-109938 Digital Services <strong>neu</strong></td>
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<tr>
<td>T-WIWI-109816 Foundations of Interactive Systems <strong>neu</strong></td>
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<td>T-WIWI-105711 Practical Seminar Digital Services <strong>neu</strong></td>
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**Competence Certificate**
The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO), whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

**Students**

- understand services from different perspectives and the concept of value creation in service networks
- know about the concepts, methods and tools for the design, modelling, development and management of digital services and are able to use them
- understand the basic characteristics and effects of integrated information system as an integral element of digital services
- gain experience in group work as well as in the analysis of case studies and the professional presentation of research results
- practice skills in the English language in preparation of jobs in an international environment

**Prerequisites**
None

**Content**
Global economy is increasingly determined by services: in industrialized countries nearly 70% of gross value added is achieved in the tertiary sector. Unfortunately, for the design, development and the management of services traditional concepts focused on goods are often insufficient or inappropriate. Besides, the rapid technical advance in the information and communication technology sector pushes the economic importance of digital services even further thus changing the competition environment. ICT-based interaction and individualization open up completely new dimensions of shared value between clients and providers, dynamic and scalable “service value networks” replace established value chains, digital services are provided globally crossing geographical boundaries. This module establishes a basis for further specialization in service innovation, service economics, service design, service modelling, service analytics as well as the transformation and coordination of service networks.

**Recommendation**
None

**Annotation**
This module is part of the KSRI teaching profile "Digital Service Systems". Further information on a service-specific profiling is available under www.ksri.kit.edu/teaching.
Workload
The total workload for this module is approximately 270 hours. For further information see German version.
5.32 Module: Human Resources and Organizations [M-WIWI-101513]

**Responsible:** Prof. Dr. Petra Nieken  
**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)  
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Elective block: Ergänzungsangebot (between 4.5 and 5.5 credits)**

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<td>4,5</td>
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<td>Managing Organizations</td>
<td>3,5</td>
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<td>T-WIWI-102871</td>
<td>Problem Solving, Communication and Leadership</td>
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**Competence Certificate**

The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately. The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

The student

- knows and analyzes basic concepts, instruments, and challenges of present human resource and organizational management.
- uses the techniques he / she has learned to evaluate strategic situations which occur in human resource and organizational management.
- evaluates the strengths and weaknesses of existing structures and rules based on systematic criterions.
- Discusses and evaluates the practical use of models and methods by using case studies.
- has basic knowledge of fit and challenges of different scientific methods in the context of personnel and organizational economics.

**Prerequisites**

The course Personalmanagement (Human Resource Management) is compulsory and must be examined.

**Content**

Students acquire basic knowledge in the field of human resource and organizational management. Strategic as well as operative aspects of human resource management practices are analyzed. The module offers an up-to-date overview over basic concepts and models. It also shows the strengths and weaknesses of rational concepts in human resources and organizational management.

The students learn to apply methods and instruments to plan, select, and manage staff. Current issues of organizational management or selected aspects of personnel politics are examined and evaluated.

The focus lies on the strategic analysis of decisions and the use microeconomic or behavioral approaches. Empirical results of field or lab studies are discussed critically.

**Recommendation**

Completion of module Business Administration is recommended. Basic knowledge of microeconomics, game theory and statistics is recommended.

**Workload**

The total workload for this module is approximately 270 hours.
### 5.33 Module: Industrial Production I [M-WIWI-101437]

**Responsible:** Prof. Dr. Frank Schultmann  
**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)  
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Election block: Ergänzungsangebot (3,5 credits)**

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**Competence Certificate**

The assessment is carried out as partial exams (according to section 4 (2), 1 SPO) of the core course “Fundamentals of Production Management” [2581950] and one further single course of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

- Students shall be aware of the important role of industrial production and logistics for production management.
- Students shall use relevant concepts of production management and logistics in an adequate manner.
- Students shall be able to reflect on decision principles in firms and their circumstances in the light of the production management aspects studied.
- Students shall be proficient in describing essential tasks, difficulties and solutions to problems in production management and logistics.
- Students shall be able to describe relevant approaches of modeling production and logistic systems.
- Students shall be aware of the important role of material and energy-flows in production systems.
- Students shall be proficient in using exemplary methods for solving selected problems.

**Prerequisites**

The course “Fundamentals of Production Management” [2581950] and one additional activity have to be chosen.

**Content**

This module is designed to introduce students into the wide area of industrial production and logistics management. It focuses on strategic production management under the aspect of sustainability. The courses use interdisciplinary approaches of systems, also theory to describe the central tasks of industrial production management and logistics. Herein, attention is drawn upon strategic corporate planning, research and development as well as site selection. Students will obtain knowledge in solving internal and external transport and storage problems with respect to supply chain management and disposal logistics.

**Workload**

Total effort will account to 270 hours (9 credit points) and can be allocated according to the credit point rating. Therefore, a course with 3.5 credits requires an effort of approximately 105h and a course with 5.5 credits 165h.

The total effort for each course consists of attending lectures and tutorials, examination times and the time an average student needs to prepare himself in order to pass the exam with an average grade.
5.34 Module: Information Security [M-WIWI-104069]

Responsible:  Prof. Dr. Melanie Volkamer
Organisation:  KIT Department of Economics and Management
Part of:  Advanced Studies in Informatics  (Usage from 4/1/2018)

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Election block: Wahlpflichtangebot (at least 9 credits)

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<td>T-WIWI-108439</td>
<td>Advanced Lab Security, Usability and Society</td>
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<td>T-WIWI-109786</td>
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Competence Certificate
The module examination is carried out in the form of partial examinations on the selected courses of the module, with which the minimum requirement at creditpoints is fulfilled. The learning control is described in each course. The overall score of the module is made up of the sub-scores weighted with creditpoints and is cut off after the first comma point.

Competence Goal
The student

- can explain and apply the basics of information security
- knows appropriate measures to achieve different protection goals and can implement these measures
- can assess the quality of organisational protective measures, i.e. among other things knows what has to be taken into account when using the individual measures
- Understanding the differences between information security in the enterprise and in the private context
- knows the areas of application of a variety of relevant standards and knows their weaknesses
- knows and can explain the problems of information security which may arise from human-machine interaction
- can assess messages about detected security problems in a critical way
- can structure a software project in the field of information security and explain and present results in oral and written form
- can use the techniques of Human Centred Security and Privacy by Design to create user-friendly software.

Prerequisites
None

Content

- Basics and concepts of information security
- Understanding the protection objectives of information security and various attack models (including associated assumptions)
- introduction of measures to achieve the respective protection goals, taking into account different attack models
- Note: In contrast to the IT Security lecture, measures such as encryption algorithms are treated only abstractly, i.e. the idea of the measure, assumptions to the attacker and the deployment environment.
- Presentation and analysis of problems of information security arising from human-machine interaction and presentation of the Human Centered Security by Design approach.
- Introduction into organisational protective measures and standards to be observed for companies.

Annotation
This new module can be chosen from summer term 2018.

Workload
The total workload for this module is approximately 270 hours.
Module: Information Services in Networks [M-WIWI-101440]

Responsible: N.N.
Prof. Dr. Hartmut Schmeck

Organisation: KIT Department of Economics and Management

Part of: Advanced Studies in Informatics

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Election block: Wahlpflichtangebot (between 9 and 10 credits)

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<td>T-WIWI-103523</td>
<td>Advanced Lab Informatics</td>
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<td>T-INFO-101284</td>
<td>Integrated Network and Systems Management</td>
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<tr>
<td>T-INFO-101276</td>
<td>Data and Storage Management</td>
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Competence Certificate
The assessment mix of each course of this module is defined for each course separately. The final mark for the module is the average of the marks for each course weighted by the credits and truncated after the first decimal.

Prerequisites
None

Workload
The total workload for this module is approximately 270 hours. For further information see German version.
5.36 Module: Intellectual Property and Data Protection [M-INFO-101253]

Responsible: Prof. Dr. Thomas Dreier
Organisation: KIT Department of Informatics
Part of: Advanced Studies in Law

Credits | Recurrence | Duration | Language | Level | Version
---|---|---|---|---|---
6 | Each winter term | 1 semester | Deutsch | 3 | 1

Mandatory
- T-INFO-101304 Industrial Property and Copyright Law 3 CR Dreier
- T-INFO-101303 Data Protection Law 3 CR Marsch

Content
Building onto what the students have learned in law during the first two years of Bachelor studies, the module Law in the third Bachelor years has the purpose of both deepening and specialising the legal studies in areas of practical importance for information economics and management...
5.37 Module: Internship [M-WIWI-101433]

Responsible: Prof. Dr. Sebastian Abeck
Studiendekan der KIT-Fakultät für Wirtschaftswissenschaften

Organisation: KIT Department of Economics and Management
Part of: Internship

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<td>Abeck, Lindstädt</td>
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Competence Certificate
The assessment is in the form of a certificate of employment about at least 6 weeks, a written report (typewritten, not handwritten) and a short presentation. The internship is not graded.

Competence Goal
This module serves to impart interdisciplinary key qualifications:

The student

- carries out professional tasks in the context of Information Engineering and Management to learn about the requirements on the engineer,
- describes in a short report the executed activities precisely and coherent, and judges about them critically,
- presents effectively is experiences gained during the internship using appropriate media support and gets involved professionally in the subsequent discussion, and
- trains via concrete and constructive criticism his/her competence for problem solving.

The presentation primarily serves for the communication between student, company, and examiner with the goal of initiating further cooperation in the context of the Bachelor thesis and/or a project

Prerequisites
None

Content
It is the responsibility of the students to apply for an internship in a suitable company or public organization at which the internship can be fulfilled.

The process for the internship has the following (sequential) steps:

1. Choice of the examiner and of the company or organization by the student.
   During the internship each student is attended by an examiner of the degree programme and by an advisor of the company. In case a student does not succeed in finding an examiner for the internship, he can request the assignment of an examiner from the examination board of the Bachelor programme in Information Engineering and Management. When enrolling for the internship, the student fills the form for the internship and he hands the form over to the examiner and the students' secretary. If required, the students' secretary certifies the compulsory character of the internship as part of the Bachelor programme in Information Engineering and Management.

2. Internship
   The student passes the internship in the chosen company or organization.

3. Preparation of a short report and presentation:
   At the end of the internship, the employment is proven by a certificate of employment. The examiner receives a report (maximal 2 A4 pages) and the student gives feedback on the internship with a short presentation (approx. 15 minutes) followed by a short discussion (approx. 5 minutes).

4. Presentation and proof of performance.
   The short presentation may be given in the form of a talk with the examiner, in a colloquium or in a seminar. The form is fixed at the registration of the internship with the examiner. The certificate of employment of the company and the short report must be delivered at the examiner before the presentation. Based on these, a certificate of performance if produced and transferred to the office of study (“Studienbüro”).
**Recommendation**
It is recommended that the internship is taken between the 4th and the 5th term of the Bachelor programme Information Engineering and Management.

**Annotation**
The internship is regulated in §14a of the examination regulation.
Examiners are all lecturers of the degree programme.
The choice of the examiner has to be **prior** to the start of the internship (cf. content description).
The form for the internship is available at the examination offices of the two faculties participating in the programme.

**Workload**
See German version.
## Module: Introduction to Civil Law [M-INFO-101190]

### Responsible:
Prof. Dr. Thomas Dreier

### Organisation:
KIT Department of Informatics

### Part of:
Law

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Module: Introduction to Data and Information Management [M-INFO-101235]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

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<td>T-INFO-101305</td>
<td>Big Data Analytics</td>
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<td>T-INFO-101317</td>
<td>Deployment of Database Systems</td>
<td>5</td>
<td>Böhm</td>
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<td>1,5</td>
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<td>Consulting in Practice</td>
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<td>T-INFO-101976</td>
<td>Project Management in Practice</td>
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<td>T-INFO-101257</td>
<td>Mechanisms and Applications of Workflow Systems</td>
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<td>T-INFO-103552</td>
<td>Lab: Working with Database Systems</td>
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**Election block: Grundlagen des Daten- und Informationsmanagements (at least 1 item as well as at least 5 credits)**

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**Competence Goal**

The students

- see the necessity of specialised systems for information and data management and are able to define and deploy decision criteria for purchasing such software,
- are aware of the fundamental approaches in information and database systems and are able to judge their potential applications,
- understand database applications and develop simple database applications on their own,
- are able to communicate at a professional level about technical aspects of information and knowledge management

**Prerequisites**

None

**Content**

This module aims at exposing students to modern information and database systems. Beyond fundamental theory and concepts, this module covers the deployment of such technology.
Module: Introduction to Operations Research [M-WIWI-101418]

Responsible:  
Prof. Dr. Stefan Nickel  
Prof. Dr. Steffen Rebennack  
Prof. Dr. Oliver Stein

Organisation:  
KIT Department of Economics and Management

Part of:  
Operations Research

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Nickel, Rebennack, Stein

Competence Certificate
The assessment of the module is carried out by a written examination (120 minutes) according to Section 4(2), 1 of the examination regulation.

In each term (usually in March and July), one examination is held for both courses.

Competence Goal
The student

• names and describes basic notions of the essential topics in Operations Research (Linear programming, graphs and networks, integer and combinatorial optimization, nonlinear programming, dynamic programming and stochastic models),
• knows the indispensable methods and models for quantitative analysis,
• models and classifies optimization problems and chooses the appropriate solution methods to solve optimization problems independently,
• validates, illustrates and interprets the obtained solutions.

Module grade calculation
The overall grade of the module is the grade of the written examination.

Prerequisites
None

Content
This module treats the following topics: linear programming, network models, integer programming, nonlinear programming, dynamic programming, queuing theory, heuristic models.

This module forms the basis of a series of advanced lectures with a focus on both theoretical and practical aspects of Operations Research.

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.41 Module: Introduction to Statistics [M-WIWI-101432]

Responsible: Prof. Dr. Oliver Grothe  
Prof. Dr. Melanie Schienle

Organisation: KIT Department of Economics and Management

Part of: Statistics

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<td>T-WIWI-102738</td>
<td>Statistics II</td>
<td>5 CR</td>
<td>Each term</td>
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</tbody>
</table>

Competence Certificate  
The assessment of this module consists of two written examinations according to Section 4(2), 1 of the examination regulation (one for each of the courses Statistics I and II).  
The overall grade of the module is the average of the grades of these two written examinations.

Competence Goal
See German version.

Module grade calculation
The overall grade of the module is the average of the grades of these two written examinations.

Prerequisites
Keine

Content
The module contains the fundamental methods and scopes of Statistics.
A. Descriptive Statistics: univariate und bivariate analysis
B. Probability Theory: probability space, conditional and product probabilities, transformation of probabilities, parameters of location and dispersion, most important discrete and continuous distributions, covariance and correlation, limit distributions
C. Theory of estimation and testing: sufficiency of statistics, point estimation (optimality, ML-method ), internal estimations, linear regression

Workload
The total workload for this module is approximately 300 hours. For further information see German version.

**Responsible:** Prof. Dr. Hannes Hartenstein

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

<table>
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</table>

**Mandatory**

| T-INFO-101323 | IT-Security Management for Networked Systems | 5 CR | Hartenstein |
Competence Goal
The participants are able to design and construct a robot with motors and sensors using the Lego Mindstorms kit. The students are familiar with programming the Lego EV3 components using the Java programming language. They are able to understand and solve several key problems in mobile robotics, such as autonomous navigation, detection of landmarks and objects as well as obstacle avoidance. The students know how to efficiently and independently solve problems in a small group in a given time frame and are able to systematically document their work and results.

Content
In this practical course, teams of three students build and program a mobile robot using Lego Mindstorms and the Java programming language. The robots are challenged to complete a versatile parkour including sections like the traversal of a maze, following a line, crossing a bridge or avoiding obstacle. After initial building of the robots, a section of the parkour will be set up each week and tackled by the robots, for which the students have to prepare their code beforehand. A final race of the robots on the entire parkour will be held at the end of the semester.

Recommendation
Basic knowledge in JAVA is necessary for successful completion of this course.
5.44 Module: Mathematics I [M-MATH-101311]

Responsible: Prof. Dr. Andreas Rieder
Prof. Dr. Christian Wieners

Organisation: KIT Department of Mathematics
Part of: Mathematics

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Mandatory

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<td>Mathematics I for Information Engineering and Management - Exam</td>
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Competence Certificate

The assessment in this module consists of

1. a graded certificate of exercise following §4(2), 3 of the examination regulation from the exercises to mathematics I (1 credit) and
2. a written examination of 60 minutes on the lectures mathematics I following §4(2), 1 of the examination regulations (7 credits).

The grade of the module is computed as a weighted sum, where the grade of the written examination has a weight of 80% and the certificate a weight of 20%.

Competence Goal

Mathematical models are an important part in economical sciences. Therefore, the students need a basic knowledge in mathematics. The aim is the instruction in a comprehension of basic methods in analysis and linear algebra.

The students learn

• to use simple concepts and structures in mathematics;
• to recognize the mathematical structure of practical applications and to solve in simple cases mathematical problems;
• to comprehend the mathematical structure of more complex applications;
• to understand the mathematical basics to develop mathematical models for applications in cooperation with experts;
• to explain as a group member in the tutorial elementary mathematical structures and to stimulate in the discussion of examples the success of the group;
• to be in time for the tutorial group and for the preparation of homeworks;
• to work with basic mathematical literature.

The provides the foundations for

• comprehending the mathematical structure of more complex applications;
• developing mathematical models for applications in cooperation with experts;
• constructing algorithmical solutions of mathematical models for applications in cooperation with experts.

Prerequisites

None

Content

The lectures mathematics I and II give an overview in basic mathematical knowledge which is required to understand modern computer science and economical sciences. Part I consist of linear algebra including the basic algebraic structures, vector spaces and linear mappings. Many algebraic concepts are important for computer science. Part II consists of analysis including an introduction into the calculus of functions of one or several variables.

Annotation

None.
Workload
See German version.
5.45 Module: Mathematics II [M-MATH-101312]

Responsible: Prof. Dr. Andreas Rieder  
Prof. Dr. Christian Wieners

Organisation: KIT Department of Mathematics

Part of: Mathematics

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<td>Rieder, Weiß, Wieners</td>
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<td>Rieder, Weiß, Wieners</td>
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Competence Certificate

The assessment in this module consists of

1. a graded certificate of exercise following §4(2), 3 of the examination regulation from the exercises to mathematics II (1 credit) and
2. a written examination of 60 minutes on the lectures mathematics II following §4(2), 1 of the examination regulations (7 credits).

The grade of the module is computed as a weighted sum, where the grade of the written examination has a weight of 80% and the certificate a weight of 20%.

Competence Goal

Mathematical models are an important part in economical sciences. Therefore, the students need a basic knowledge in mathematics. The aim is the instruction in a comprehension of basic methods in analysis and linear algebra.

The students learn

- to use simple concepts and structures in mathematics;
- to recognize the mathematical structure of practical applications and to solve in simple cases mathematical problems;
- to comprehend the mathematical structure of more complex applications;
- to understand the mathematical basics to develop mathematical models for applications in cooperation with experts;
- to explain as a group member in the tutorial elementary mathematical structures and to stimulate in the discussion of examples the success of the group;
- to be in time for the tutorial group and for the preparation of homeworks;
- to work with basic mathematical literature.

The provides the foundations for

- comprehending the mathematical structure of more complex applications;
- developing mathematical models for applications in cooperation with experts;
- constructing algorithmical solutions of mathematical models for applications in cooperation with experts.

Content

The lectures mathematics I and II give an overview in basic mathematical knowledge which is required to understand modern computer science and economical sciences. Part I consist of linear algebra including the basic algebraic structures, vector spaces and linear mappings. Many algebraic concepts are important for computer science. Part II consists of analysis including an introduction into the calculus of functions of one or several variables.

Workload

See German version.
5.46 Module: Mechano-Informatics and Robotics [M-INFO-100757]

**Responsible:** Prof. Dr.-Ing. Tamim Asfour

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

<table>
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**Mandatory**

| T-INFO-101294 | Mechano-Informatics and Robotics | 4 CR | Asfour |

**Competence Goal**

Based on the example of robotics students understand the synergistic effects and interdisciplinarity of mechatronics and informatics, the embedded systems, the control, and the methods and the algorithms. They are acquainted with the basic terminology and the methods which are common in robotics, signal processing, action representation, machine learning and cognitive systems. They are capable of applying fundamental state-of-the-art methods and tools for the development and programming of robots. Based on examples originating from current research conducted in the fields of humanoid robotics, the students interactively learn how to identify and formalize problems and tasks and how to develop solutions in an analytical and goal-directed way.

**Content**

The lecture addresses various engineering and algorithmic aspects and topics in robotics which are illustrated and explained based on examples originating from current research conducted in the field of humanoid robotics. First, this lecture gives an introduction into the mathematical fundamentals which are needed to describe a robotic system as well as the basic algorithms commonly applied in motion planning. Subsequently, models and methods are introduced with which dynamical systems can be formalized and which can be used to encode and represent robot actions. To do so, we will discuss linear time-invariant systems in statespace as well as non-linear systems described as a set of differential equations which are driven by canonical systems. Further topics include perception, exploration, and classification of objects using haptics, and the basics as well as advanced applications of (deep) neural networks. Applications and approaches are presented which address current problems in robotics such as grasping, walking, visual and tactile visual servoing, and the classification of actions.

**Recommendation**

Siehe Teilleistung.
**Module: Methodical Foundations of OR [M-WIWI-101936]**

**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

<table>
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**Election block: Wahlpflichtangebot (at least 1 item as well as between 4,5 and 9 credits)**

- T-WIWI-102726 Global Optimization I 4,5 CR Stein
- T-WIWI-103638 Global Optimization I and II 9 CR Stein
- T-WIWI-102724 Nonlinear Optimization I 4,5 CR Stein
- T-WIWI-103637 Nonlinear Optimization I and II 9 CR Stein

**Election block: Ergänzungsangebot (at most 1 item)**

- T-WIWI-102727 Global Optimization II 4,5 CR Stein
- T-WIWI-102725 Nonlinear Optimization II 4,5 CR Stein
- T-WIWI-102704 Facility Location and Strategic Supply Chain Management 4,5 CR Nickel

**Competence Certificate**
The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately. The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**
The student
- names and describes basic notions for optimization methods, in particular from nonlinear and from global optimization,
- knows the indispensable methods and models for quantitative analysis,
- models and classifies optimization problems and chooses the appropriate solution methods to solve also challenging optimization problems independently and, if necessary, with the aid of a computer,
- validates, illustrates and interprets the obtained solutions.

**Prerequisites**
At least one of the courses "Nonlinear Optimization I" and "Global Optimization I" has to be examined.

**Content**
The modul focuses on theoretical foundations as well as solution algorithms for optimization problems with continuous decision variables. The lectures on nonlinear programming deal with local solution concepts, whereas the lectures on global optimization treat approaches for global solutions.

**Annotation**
The planned lectures and courses for the next three years are announced online (http://www.ior.kit.edu).

**Workload**
The total workload for this module is approximately 270 hours. For further information see German version.
Module: Mobile Computing and Internet of Things [M-INFO-101249]

**Responsible:** Prof. Dr.-Ing. Michael Beigl

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

<table>
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<th>Level</th>
<th>Version</th>
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**Mandatory**

| T-INFO-102061 | Mobile Computing and Internet of Things | 5 CR | Beigl |

**Prerequisites**

None
5.49 Module: Mobile Robots – Practical Course [M-INFO-101184]

**Responsible:** Prof. Dr.-Ing. Tamim Asfour  
**Organisation:** KIT Department of Informatics  
**Part of:** Advanced Studies in Informatics

<table>
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<th>Language</th>
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<th>Version</th>
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<td>Each summer term</td>
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**Mandatory**

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<tbody>
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<td>T-INFO-101992</td>
<td>Mobile Robots – Practical Course</td>
<td>4 CR</td>
</tr>
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</table>

**Competence Goal**
The student is able to understand circuit diagrams and can assemble, test and debug complex PCBs. The student is familiar with programming microcontroller-based embedded systems using the C language and cross compilers. The student is able to use methods for controlling robotic sensors and actuators, can conduct experiments with robots and solve tasks in this context independently and in small groups.

**Content**
In this practical course, students assemble an ASURO robot in groups of two. Each student will be provided with his own robot, which he has to put into operation. While using the robots, a new set of problems will be solved each week. The students will need to prepare for each week given the provided material. Sets of problem be solved using the C language and focus on controlling the robot’s sensors and actuators as well as on the generation of reflex-based behavior. The course ends with a race, where the robots have to tackle an obstacle course.
**5.50 Module: Module Bachelor Thesis [M-WIWI-101611]**

**Responsible:** Studiendekan der KIT-Fakultät für Informatik  
Studiendekan der KIT-Fakultät für Wirtschaftswissenschaften

**Organisation:** KIT Department of Economics and Management

**Part of:** Bachelor Thesis

<table>
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<tbody>
<tr>
<td>12</td>
<td>Deutsch</td>
<td>3</td>
<td>2</td>
</tr>
</tbody>
</table>

**Competence Certificate**  
The Bachelor thesis is examined by an examiner following the examination regulation. The examiner has to be involved in the degree programme. Involved in the degree programme are the persons that coordinate a module or a lecture of the degree programme.

**Competence Goal**  
The student can independently work on a relevant topic in accordance with scientific criteria within the specified time frame.

He/she is in a position to research, analyze the information, abstract and identify basic principles and regulations from less structured information.

He/she reviews the task ahead, can select scientific methods and techniques and apply them to solve a problem or identify further potential. This is basically also done under consideration of social and/or ethical aspects.

He/she can interpret, evaluate and if required, graphically present the obtained results.

He/she is in a position to clearly structure a research paper and communicate in writing using the technical terminology.

**Prerequisites**  
The regulations for the Bachelor thesis can be found in §14 of the examination regulation.

**Modelled conditions**  
The following conditions have to be fulfilled:

1. You need to earn at least 120 credits in the following fields:
   - Internship
   - Business Administration
   - Research Course
   - Informatics
   - Operations Research
   - Law
   - Statistics
   - Advanced Studies in Informatics
   - Advanced Studies in Law
   - Advanced Studies in Economics and Management
   - Mathematics
   - Economics
2. The field Business Administration must have been passed.
3. The field Economics must have been passed.
4. The field Informatics must have been passed.
5. The field Mathematics must have been passed.
6. The field Operations Research must have been passed.
7. The field Statistics must have been passed.
8. The field Law must have been passed.

**Content**  
The Bachelor thesis is a written report which shows that the student can autonomously investigate a scientific problem in Information Engineering and Management. The work load for the Bachelor thesis should be 360h. The recommended project time is 6 months, the maximal project time is 9 months. The Bachelor thesis may also be written in English.
**Workload**
The total workload for this module is approximately 360 hours. For further information see German version.
Module: Optimization under Uncertainty [M-WIWI-103337]

**Responsible:** Prof. Dr. Steffen Rebennack

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

**Mandatory**

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<td>Introduction to Stochastic Optimization</td>
<td>4,5</td>
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**Recurrence block: Ergänzungsangebot (at most 1 item)**

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<td>Nonlinear Optimization I</td>
<td>4,5</td>
<td>Stein</td>
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<td>T-WIWI-102714</td>
<td>Tactical and Operational Supply Chain Management</td>
<td>4,5</td>
<td>Nickel</td>
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**Competence Certificate**
The assessment is carried out as partial exams (according to § 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module.

The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**
The student

- denonimates and describes basic notions for optimization methods under uncertainty, in particular from stochastic optimization,
- knows the indispensable methods and models for quantitative analysis,
- models and classifies optimization problems under uncertainty and chooses the appropriate solution methods to solve also challenging optimization problems independently and, if necessary, with the aid of a computer,
- validates, illustrates and interprets the obtained solutions, in particular of stochastic optimization problems.

**Prerequisites**
The course *Introduction to Stochastic Optimization* has to be taken.

**Content**
The module focuses on modeling and analyzing mathematical optimization problems where certain data is not fully present at the time of decision-making. The lectures on the introduction to stochastic optimization deal with methods to integrate distribution information into the mathematical model. The lectures on the optimization approaches under uncertainty offer alternative approaches such as robust optimization.

**Recommendation**
Knowledge from the lectures "Introduction to Operations Research I" and "Introduction to Operations Research II" are helpful.

**Annotation**
The curriculum, planned for three years in advance, can be found on the Internet at http://sop.ior.kit.edu/28.php.

**Workload**
The total workload for this module is approximately 270 hours (9 credits). The allocation is made according to the credit points of the courses of the module. The total number of hours per course is determined by the amount of time spent attending the lectures and exercises, as well as the exam times and the time required to achieve the module's learning objectives for an average student for an average performance.
5.52 Module: Orientation Exam [M-WIWI-101528]

Organisation: University
Part of: Orientation Exam

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<td>Basic Notions of Computer Science</td>
<td>6 CR</td>
<td>Stüker, Worsch</td>
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<td>Programming</td>
<td>5 CR</td>
<td>Koziolek, Reussner</td>
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<td>T-WIWI-102708</td>
<td>Economics I: Microeconomics</td>
<td>5 CR</td>
<td>Puppe, Reiß</td>
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<td>0 CR</td>
<td>Stüker, Worsch</td>
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<td>T-INF-101967</td>
<td>Programming Pass</td>
<td>0 CR</td>
<td>Koziolek, Reussner</td>
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</table>

Modelled deadline
This module must be passed until the end of the 3. term.

Prerequisites
None
5.53 Module: Programming [M-INFO-101174]

Responsible: Prof. Dr.-Ing. Anne Koziolek
Prof. Dr. Ralf Reussner
Prof. Dr.-Ing. Gregor Snelting

Organisation: KIT Department of Informatics

Part of: Informatics

Credits: 5
Recurrence: Each winter term
Duration: 1 semester
Language: Deutsch
Level: 1
Version: 1

Mandatory

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<td>Koziolck, Reussner</td>
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Competence Goal

Students should learn:

- basic structures of the programming language Java and how to apply them; in particular control and simple data structures, object orientation and implementation of basic algorithms
- basics of programming methodology and the ability to autonomously write executable small to medium sized Java programs

Content

- objects and classes
- types, values and variables
- methods
- control structures
- recursion
- references, lists
- inheritance
- input and output
- exceptions
- programming methodology
- implementation of basic algorithms in Java (such as sorting algorithms)
5.54 Module: Public Finance [M-WIWI-101403]

**Responsible:** Prof. Dr. Berthold Wigger

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl) (Usage from 4/1/2019)

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**Election block: Wahlpflichtangebot (9 credits)**

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<td>T-WIWI-102877</td>
<td>Introduction to Public Finance</td>
<td>4,5 CR</td>
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<td>T-WIWI-108711</td>
<td>Basics of German Company Tax Law and Tax Planning</td>
<td>4,5 CR</td>
<td>Each term</td>
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<td>3</td>
<td>4</td>
<td>Gutekunst, Wigger</td>
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<tr>
<td>T-WIWI-102739</td>
<td>Public Revenues</td>
<td>4,5 CR</td>
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<td>3</td>
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<td>T-WIWI-109590</td>
<td>Public Sector Finance</td>
<td>4,5 CR</td>
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<td>3</td>
<td>4</td>
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**Competence Certificate**
The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The exams are offered at the beginning of the recess period about the subject matter of the latest held lecture. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.

The overall grade for the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**
See German version.

**Prerequisites**
None.

**Content**
As a branch of Economics, Public Finance is concerned with the theory and policy of the public sector and its interrelations with the private sector. It analyzes the economic role of the state from a normative as well as from a positive point of view. The normative view examines efficiency- and equity-oriented motives for government intervention and develops fiscal policy guidelines. The positive view explains the actual behavior of economic agents in public sector affairs. Special fields of Public Finance are public revenues, i.e. taxes and public debt, public expenditures for publicly provided goods, and welfare programs.

**Recommendation**
It is recommended to attend the course 2560129 after having completed the course 2560120.

**Annotation**
The course T-WIWI-102790 "Specific Aspects in Taxation" will no longer be offered in the module as of winter semester 2018/2019.

**Workload**
The total workload for this module is approximately 270 hours. For further information see German version.
**Module: Real Estate Management [M-WIWI-101466]**

**Responsible:** Prof. Dr.-Ing. Thomas Lützkendorf  
**Organisation:** KIT Department of Economics and Management  
**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)  
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Competence Certificate**
The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the core course and further single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately. The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**
The student
- possesses an overview concerning the different facets and interrelationships within the real estate business, the important decision points in real estate lifecycle and the different views and interests of the actors concerned, and
- is capable of applying basic economic methods and procedures to problems within the real estate area.

**Prerequisites**
None

**Content**
The real estate business offers graduates very interesting jobs and excellent work- and advancement possibilities. This module provides an insight into the macroeconomic importance of this industry, discusses problems concerned to the administration of real estate and housing companies and provides basic knowledge for making decisions both along the lifecycle of a single building and the management of real estate portfolios. Innovative operating and financing models are illustrated, as well as the current development when looking at real estate as an asset-class. This module is also suitable for students who want to discuss macroeconomic, business-management or financial problems in a real estate context.

**Recommendation**
The combination with the module *Design Constructions and Assessment of Green Buildings* is recommended. Furthermore a combination with courses in the area of
- Finance
- Insurance
- Civil engineering and architecture (building physics, building construction, facility management)

is recommended.

**Workload**
The total workload for this module is approximately 270 hours. For further information see German version.
Module: Security [M-INFO-100834]

**Responsible:** Prof. Dr. Jörn Müller-Quade

**Organisation:** KIT Department of Informatics

**Part of:** Advanced Studies in Informatics

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Hofheinz, Müller-Quade
Module: Semantic Knowledge Management [M-WIWI-101438]

**Responsible:** Prof. Dr. York Sure-Vetter

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Informatics

### Credits

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<td>Applications of Artificial Intelligence</td>
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<td>T-WIWI-102697</td>
<td>Business Process Modelling</td>
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<td>T-WIWI-103523</td>
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<td>Special Topics of Web Science</td>
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### Election block: Ergänzungsangebot (at least 5 credits)

**Competence Certificate**

The assessment mix of each course of this module is defined for each course separately. The final mark for the module is the average of the marks for each course weighted by the credits and truncated after the first decimal.

### Competence Goal

**Students**

- know the motives for the application of knowledge management in organizations
- know the basic design dimensions of holistic knowledge management (organization, human, information technology, corporate culture)
- know the main group of IT systems for knowledge management and are able to describe the relevant application scenarios and basic operating modes of these systems
- know how to use the different IT systems for knowledge management in practice
- know the basic standards for the modeling of information and processes and are able to describe their formal structures
- know how to apply the different modeling languages
- know criteria to evaluate the success of knowledge management systems and are able to apply them to assess defined knowledge management scenarios

### Prerequisites

Lecture *Semantic Web Technologien [2511310]* is mandatory.

### Content

In modern companies the availability and usability of knowledge is an essential factor of success for central managerial tasks and duties such as the improvement of business processes, product innovation and the amelioration of customer satisfaction.

This module illustrates the typical problems of knowledge management in organizations and presents IT methods to approach these questions. The relevant groups of knowledge management systems are analyzed and expanded in the subject areas knowledge representation/semantic modeling and document management/groupware systems.

### Workload

The workload is app. 300 hours.
Module: Semantic Web and Applications [M-WIWI-101439]

**Responsible:** Prof. Dr. York Sure-Vetter

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Informatics

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**Competence Certificate**

The assessment mix of each course of this module is defined for each course separately. The final mark for the module is the average of the marks for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

The student
- understands the concepts behind Semantic Web and Linked Data technologies
- develops ontologies to be employed in semantic web-based applications and chooses suitable representation languages,
- is familiar with approaches in the area of knowledge representation and modelling,
- is able to transfer the methods and technologies of semantic web technologies to new application sectors,
- evaluates the potential of semantic web for new application sectors,
- understands the challenges in the areas of Data and system integration on the web is able to develop solutions.

**Prerequisites**

None

**Content**

The following topics are covered:
- Resource Description Framework (RDF) and RDF Schema (RDFS)
- Web Architecture and Linked Data
- Web Ontology Language (OWL)
- Inquiry language SPARQL
- rule languages
- applications

**Workload**

The total workload for this module is approximately 240 hours. For further information see German version.
**5.59 Module: Seminar Module Economic Sciences [M-WIWI-101826]**

**Responsible:** Studiendekan der KIT-Fakultät für Wirtschaftswissenschaften

**Organisation:** KIT Department of Economics and Management

**Part of:** Research Course

**Credits:** 3  **Language:** Deutsch  **Level:** 3  **Version:** 1

### Election block: Wahlpflichtangebot (1 item)

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<tr>
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<td>Grothe, Schienle</td>
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</table>

### Competence Certificate

The assessment is done by a seminar with at least 3 CP. The assessment of the seminar (following §4(2), 3 ER) is described at the course description.

### Competence Goal

- Students are able to independently deal with a defined problem in a specialized field based on scientific criteria.
- They are able to research, analyze the information, abstract and derive basic principles and regularities from unstructured information.
- They can solve the problems in a structured manner using their interdisciplinary know-how.
- They know how to validate the obtained results.
- Finally, they are able to logically and systematically present the results both orally and in written form in accordance with scientific guidelines (structuring, technical terminology, referencing). They can argue and defend the results professionally in the discussion.

### Prerequisites

None.

### Content

The module consists of a seminar, that is related to the research field of economic sciences. A complete list of available seminars is published in the internet.

### Annotation

The mentioned seminars in this module handbook are place holders. For each semester, a complete list of seminars are published in the Vorlesungsverzeichnis or at the web pages of the participating institutes. Often, the seminar topics for a given semester are published at the end of the preceding semester. Some seminars require an early sign-in deadline at the end of the of the preceding semester.
**Workload**
The total workload for this module is approximately 90 hours.
### 5.60 Module: Seminar Module Informatics [M-INFO-102058]

**Organisation:** KIT Department of Informatics  
KIT Department of Economics and Management

**Part of:** Research Course

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**Election block: Seminar Informatik (1 item)**

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### 5.61 Module: Seminar Module Law [M-INFO-101218]

**Responsible:** Prof. Dr. Thomas Dreier  
**Organisation:** KIT Department of Informatics  
**Part of:** Research Course

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<td>T-INFO-101997</td>
<td>Seminar: Legal Studies I</td>
<td>3</td>
<td>3 CR</td>
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5.62 Module: Software Engineering I [M-INFO-101175]

**Responsible:** Prof. Dr.-Ing. Anne Koziolek, Prof. Dr. Ralf Reussner, Prof. Dr. Walter Tichy

**Organisation:** KIT Department of Informatics

**Part of:** Informatics

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**Mandatory**

| T-INFO-101968 | Software Engineering I | 6 CR, Koziolek, Reussner, Tichy |
| T-INFO-101995 | Software Engineering I Pass | 0 CR, Tichy |

**Competence Goal**
The students acquire basic knowledge about the principles, methods and tools of software engineering. They learn how to build and to maintain complex software systems in a systematic way.

**Content**
The content of the lecture is the entire lifecycle of software, spanning project planning, system analysis, cost estimation, design, implementation, validation, verification, and finally the maintaining of software. The covered topics include UML, design patterns, software tools, programming environments and configuration control/versioning systems.

**Workload**
approx. 180 h
5.63 Module: Software Engineering II [M-INFO-100833]

**Responsible:** Prof. Dr.-Ing. Anne Koziolek  
Prof. Dr. Ralf Reussner  
Prof. Dr. Walter Tichy

**Organisation:** KIT Department of Informatics  
**Part of:** Advanced Studies in Informatics

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<td>Software Engineering II</td>
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</table>

**Content**

Requirements engineering, software development processes, software quality, software architectures, MDD, Enterprise Software Patterns software maintainability, software security, dependability, embedded software, middleware, statistic testing
5.64 Module: Specialization in Customer Relationship Management [M-WIWI-101422]

**Responsibility:** Prof. Dr. Andreas Geyer-Schulz

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)

Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

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**Credits:** 9

**Language:** Deutsch

**Level:** 3

**Version:** 3

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**Election block: Wahlpflichtangebot (between 1 and 2 items)**

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<td>Operative CRM</td>
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**Election block: Ergänzungsangebot (at most 1 item)**

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<td>T-WIWI-100005</td>
<td>Competition in Networks</td>
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**Competence Certificate**

The assessment is carried out as partial exams (according to Section 4(1), S. 2 2nd clause of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

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**Competence Goal**

The student

- knows the scientific methods (from business administration, statistics, informatics) which are most relevant for analytic CRM and he autonomously applies these methods to standard cases,
- gains an overview of the market for CRM software,
- designs, implements, and analyzes operative CRM processes in concrete application domains (e.g. campaign management, call center management, ...),
- is aware of the problems of protecting the privacy of customers and the implications of privacy law.

---

**Prerequisites**

It is only possible to choose this module in combination with the module CRM and Servicemanagement. The module is passed only after the final partial exam of CRM and Servicemanagement is additionally passed.

At least, one of the courses Analytic CRM [2540522] and Operative CRM [2540520] has to be taken.

---

**Modelled conditions**

The following conditions have to be fulfilled:

1. The module M-WIWI-101460 - CRM and Service Management must have been started.
Content
In this module, analysis methods and techniques for the management and improvement of customer relations are presented. Furthermore, modelling, implementation, introduction, change, analysis and valuation of operative CRM processes are treated. Regarding the first part, we teach analysis methods and techniques suitable for the management and improvement of customer relations. For this goal we treat the principles of customer- and service-oriented management as the foundation of successful customer relationship management. In addition, we show how knowledge of the customer can be used for decision-making at an aggregate level (e.g. planning of sortiments, analysis of customer loyalty, ...). A basic requirement for this is the integration and collection of data from operative processes in a suitably defined data-warehouse in which all relevant data is kept for future analysis. The process of transferring data from the operative systems into the data warehouse is known as the ETL process (Extract / Transform / Load). The process of modelling a data-warehouse as well as the so-called extraction, transformation, and loading process for building and maintaining a data-warehouse are discussed in-depth. The data-warehouse serves as a base for flexible management reporting. In addition, various statistic methods (e.g. cluster analysis, regression analysis, stochastic models, ...) are presented which help in computing suitable key performance indicators or which support decision-making.

Regarding the operative part, we emphasize the design of operative CRM processes. This includes the modelling, implementation, introduction and change, as well as the analysis and evaluation of operative CRM processes. Petri nets and their extensions are the scientific foundation of process modelling. The link of Petri nets to process models used in industry as e.g. UML activity diagrams is presented. In addition, a framework for process innovation which aims at a radical improvement of key business processes is introduced. The following application areas of operative CRM processes are presented and discussed:

Strategic marketing processes
Operative marketing processes (campaign management, permission marketing, ...)
Customer service processes (sales force management, field services, call center management, ...)

Workload
The total amount of work for this module is approximately 270 hours (9 credits). The subdivision is based on the credits of the courses of the module.

The total number of hours per course results from the time of visiting the lectures and exercises, as well as from the exam periods and the time that is required to achieve the objectives of the module as an average student with an average performance.
### Module: Statistics and Econometrics [M-WIWI-101599]

**Responsible:** Prof. Dr. Oliver Grothe  
Prof. Dr. Melanie Schienle

**Organisation:** KIT Department of Economics and Management

**Part of:** Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

<table>
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#### Election block: Wahlpflichtangebot (1 item)

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<td>Statistical Modeling of Generalized Regression Models</td>
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**Competence Certificate**

The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

**Competence Goal**

The student

- shows an advanced understanding of Econometric techniques and statistical model building.
- is able to develop Econometric models for applied problems based on available data
- is able to apply techniques and models with statistical software, to interpret results and to judge on different approaches with appropriate statistical criteria.

**Prerequisites**

The course „Economics III: Introduction in Econometrics“ is compulsory and must be examined. In case the course „Economics III: Introduction in Econometrics“ has already been examined within the module „Applied Microeconomics“, the course „Economics III: Introduction in Econometrics“ is not compulsory.

**Content**

The courses provide a solid Econometric and statistical foundation of techniques necessary to conduct valid regression, time series and multivariate analysis.

**Workload**

The total workload for this module is approximately 270 hours.
5.66 Module: Strategy and Organization [M-WIWI-101425]

Responsible: Prof. Dr. Hagen Lindstädt
Organisation: KIT Department of Economics and Management

Part of:
- Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
- Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

Election block: Strategie und Organisation (at least 9 credits)

<table>
<thead>
<tr>
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<th>Course Title</th>
<th>Credits</th>
<th>Language</th>
<th>Level</th>
<th>Version</th>
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<tbody>
<tr>
<td>T-WIWI-102629</td>
<td>Management and Strategy</td>
<td>3,5 CR</td>
<td>Lindstädt</td>
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<td>T-WIWI-102630</td>
<td>Managing Organizations</td>
<td>3,5 CR</td>
<td>Lindstädt</td>
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<tr>
<td>T-WIWI-102871</td>
<td>Problem Solving, Communication and Leadership</td>
<td>2 CR</td>
<td>Lindstädt</td>
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Competence Certificate
The assessment is carried out as partial written exams (according to Section 4(2), 1 of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately. The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
- The student describes both central concepts of strategic management as well as concepts and models for the design of organizational structures.
- He / she evaluates the strengths and weaknesses of existing organizational structures and regulations on the basis of systematic criteria.
- The management of organizational changes discusses and examines the students by means of case studies to what extent the models can be used in practice and what conditions must apply to them.
- In addition, students plan to use IT to support corporate governance.

Prerequisites
None

Content
The module has a practical and action-oriented structure and provides the student with an up-to-date overview of basic skills concepts and models of strategic management and a realistic picture of possibilities and limitations rational design approaches of the organization.

The focus is firstly on internal and external strategic analysis, concept and sources of competitive advantage, Formulation of competitive and corporate strategies as well as strategy assessment and implementation. Secondly strengths and weaknesses of organizational structures and regulations are assessed on the basis of systematic criteria. Concepts for the organization of organizational structures, the regulation of organizational processes and the control organizational changes are presented.

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.67 Module: Supply Chain Management [M-WIWI-101421]

Responsible: Prof. Dr. Stefan Nickel
Organisation: KIT Department of Economics and Management
Part of: Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

Credits 9
Recurrence Each term
Duration 1 semester
Level 3
Version 7

Mandatory
T-WIWI-107506 Platform Economy 4,5 CR Straub, Weinhardt

Election block: Ergänzungsangebot (at most 4 items)
T-WIWI-102704 Facility Location and Strategic Supply Chain Management 4,5 CR Nickel
T-WIWI-102714 Tactical and Operational Supply Chain Management 4,5 CR Nickel
T-MACH-102089 Logistics - Organisation, Design and Control of Logistic Systems 6 CR Furmans
T-WIWI-109802 Wildcard Supply Chain Management 4,5 CR
T-WIWI-109803 Wildcard Supply Chain Management 4,5 CR

Competence Certificate
The assessment is carried out as partial exams (according to Section 4 (2), 1-3 SPO) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The assessment procedures are described for each course of the module separately.
The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
The students
- are able to understand and evaluate the control of cross-company supply chains based on a strategic and operative view,
- are able to analyse the coordination problems within the supply chains,
- are able to identify and integrate adequate information system infrastructures to support the supply chains,
- are able to apply theoretical methods from the operations research and the information management,
- learn to elaborate solutions in a team

Prerequisites
The course T-WIWI-107506 "Platform Economy" has to be taken.

Content
The module "Supply Chain Management" gives an overview of the mutual dependencies of information systems and of supply chains spanning several enterprises. The specifics of supply chains and their information needs set new requirements for the operational information management. In the core lecture "Platform Economy" the focus is set on markets between two parties that act through an intermediary on an Internet platform. Topics discussed are network effects, peer-to-peer markets, blockchains and market design. The course is held in English and teaches parts of the syllabus with the support of a case study in which students analyze a platform.
The module is completed by an elective course addressing appropriate optimization methods for the Supply Chain Management and for modern logistic approaches.

Annotation
The planned lectures in the next terms can be found on the websites of the respective institutes IISM, IFL and IOR.

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
5.68 Module: Telematics [M-INFO-101194]

**Responsible:** Prof. Dr. Martina Zitterbart  
**Organisation:** KIT Department of Informatics  
**Part of:** Advanced Studies in Informatics

<table>
<thead>
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<th>Duration</th>
<th>Level</th>
<th>Version</th>
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**Mandatory**

<table>
<thead>
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<th>Module Code</th>
<th>Module Name</th>
<th>Credits</th>
<th>Instructor</th>
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<tr>
<td>T-INFO-102015</td>
<td>Introduction in Computer Networks</td>
<td>4 CR</td>
<td>Zitterbart</td>
</tr>
<tr>
<td>T-INFO-101338</td>
<td>Telematics</td>
<td>6 CR</td>
<td>Zitterbart</td>
</tr>
</tbody>
</table>

**Competence Goal**

The students will broaden their knowledge of computer networks initially learnt in the module Telematics [IW3INTM]. They learn about problems and solutions in the domains of wireless, multimedia, or secure communications and they will be able to analyse and evaluate specific solutions in those domains.

**Prerequisites**

None

**Content**

Selected protocols, architectures, mechanisms, and algorithms in the chosen domains will be analysed in detail. The student hereby may choose among mobile and wireless communications, principles of the design of secure communication protocols, and protocols and techniques for multimedia communication.

**Recommendation**

The lecture Telematics [24128] builds on the content of the lecture Introduction in Computer Networks [24519] and should therefore only be taken after successful completion of the lecture Introduction in Computer Networks [24519].

**Workload**

approx. 300 h  
For further details see the German version.
5.69 Module: Theoretical Informatics [M-INFO-101189]

**Responsible:** Prof. Dr. Jörn Müller-Quade  
Prof. Dr. Dorothea Wagner

**Organisation:** KIT Department of Informatics  
**Part of:** Informatics

<table>
<thead>
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<th>Credits</th>
<th>Recurrence</th>
<th>Duration</th>
<th>Level</th>
<th>Version</th>
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</thead>
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<td>6</td>
<td>Once</td>
<td>1 semester</td>
<td>2</td>
<td>1</td>
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</table>

**Mandatory**

| T-INFO-103235 | Theoretical Foundations of Computer Science | 6 CR | Müller-Quade, Sanders, Wagner |

**Competence Certificate**
The assessment of the module consists of a written examination according to §4(2), 1 of the examination regulations. The grade of the module corresponds to the grade of the written examination. Further details see the german section.

**Competence Goal**
The student

- has a deeper insight into the fundamentals of theoretical computer science and knows the computation models and proof techniques,
- understands the limits and possibilities of computer science in relation to the solution of definable but only partially predictable problems
- knows basic aspects of computer science in contrast to specific circumstances, such as specific computers or programming languages and also can phrase general statements about the solvability of problems
- is able to apply the proof techniques learned for the specification of systems of computer science and for the systematic design of programs and algorithms

**Content**
There are important problems whose solutions can clearly be defined but one will never be able to calculate such a solution systematically. Other problems are "likely" to be solved only through trial and error. Other topics of the module provide the basis for circuit design, design of compilers, and many others. Most results are rigorously proved. The proof techniques learned by the way are important for the specification of systems of computer science and for the systematic design of programs and algorithms.

The module provides a deep insight into the principles and methods of theoretical computer science. In particular, this will be discussed on the basic properties of Formal Languages as foundations of programming languages and communication protocols (regular, context-free Chomsky hierarchy), machine models (finite automata, pushdown automata, Turing machines, non determinism, and relations to families of formal languages), equivalence of sufficiently powerful computation models (Church's thesis), non computable important functions (halting problem,...), Gödel's incompleteness theorem and introduction to complexity theory, NP-complete problems and polynomial reductions.

**Workload**  
approx. 210 h
Module: Topics in Finance I [M-WIWI-101465]

Responsible:
Prof. Dr. Martin Ruckes
Prof. Dr. Marliese Uhrig-Homburg

Organisation:
KIT Department of Economics and Management

Part of:
Advanced Studies in Economics and Management (Betriebswirtschaftslehre Wahl)
Advanced Studies in Economics and Management (Wirtschaftswissenschaften Wahl)

Credits: 9
Recurrence: Each term
Duration: 1 semester
Level: 3
Version: 5

Election block: Wahlpflichtangebot (9 credits)

<table>
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<tr>
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<tr>
<td>T-WIWI-108445</td>
<td>Applied Asset Management</td>
<td>3</td>
<td>3 CR</td>
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<td>T-WIWI-102625</td>
<td>Exchanges</td>
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<tr>
<td>T-WIWI-102643</td>
<td>Derivatives</td>
<td>4.5</td>
<td>4.5 CR</td>
<td>Uhrig-Homburg</td>
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<tr>
<td>T-WIWI-109941</td>
<td>eFinance: Information Systems for Securities Trading</td>
<td>4.5</td>
<td>4.5 CR</td>
<td>Weinhardt</td>
</tr>
<tr>
<td>T-WIWI-102623</td>
<td>Financial Intermediation</td>
<td>4.5</td>
<td>4.5 CR</td>
<td>Ruckes</td>
</tr>
<tr>
<td>T-WIWI-107505</td>
<td>Financial Accounting for Global Firms</td>
<td>4.5</td>
<td>4.5 CR</td>
<td>Ludecke</td>
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<tr>
<td>T-WIWI-102626</td>
<td>Business Strategies of Banks</td>
<td>3</td>
<td>3 CR</td>
<td>Müller</td>
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<tr>
<td>T-WIWI-108711</td>
<td>Basics of German Company Tax Law and Tax Planning</td>
<td>4.5</td>
<td>4.5 CR</td>
<td>Gutekunst, Wigger</td>
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<tr>
<td>T-WIWI-102646</td>
<td>International Finance</td>
<td>3</td>
<td>3 CR</td>
<td>Uhrig-Homburg</td>
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</table>

Competence Certificate
The assessment is carried out as partial exams (according to Section 4(2) of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
The student
- has advanced skills in modern finance
- is able to apply these skills in practice in the fields of finance and accounting, financial markets and banking

Prerequisites
It is only possible to choose this module in combination with the module Essentials in Finance. The module is passed only after the final partial exam of Essentials in Finance is additionally passed.

Modelled conditions
The following conditions have to be fulfilled:
1. The module M-WIWI-101435 - Essentials of Finance must have been started.

Content
The module Topics in Finance I is based on the module Essentials of Finance. The courses deal with advanced issues concerning the fields of finance and accounting, financial markets and banking from a theoretical and practical point of view.

Annotation
The course T-WIWI-102790 "Specific Aspects in Taxation" will no longer be offered in the module as of winter semester 2018/2019.

Workload
The total workload of the module is about 240 hours. The workload is proportional to the credit points of the individual courses.
Election block: Wahlpflichtangebot (9 credits)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Recurrence</th>
<th>Duration</th>
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<td>T-WIWI-102643</td>
<td>Derivatives neu</td>
<td>4,5 CR</td>
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<td>T-WIWI-109941</td>
<td>eFinance: Information Systems for Securities Trading neu</td>
<td>4,5 CR</td>
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<td>4,5 CR</td>
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<td>T-WIWI-102626</td>
<td>Business Strategies of Banks neu</td>
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<td>T-WIWI-108711</td>
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Competence Certificate
The assessment is carried out as partial exams (according to Section 4(2) of the examination regulation) of the single courses of this module, whose sum of credits must meet the minimum requirement of credits of this module. The examinations are offered every semester. Re-examinations are offered at every ordinary examination date. The assessment procedures are described for each course of the module separately.

The overall grade of the module is the average of the grades for each course weighted by the credits and truncated after the first decimal.

Competence Goal
The student

- has advanced skills in modern finance
- is able to apply these skills in practice in the fields of finance and accounting, financial markets and banking

Prerequisites
It is only possible to choose this module in combination with the module Essentials in Finance. The module is passed only after the final partial exam of Essentials in Finance is additionally passed.

In addition to that it is possible to choose the module Topics in Finance I.

Modeled conditions
The following conditions have to be fulfilled:

1. The module M-WIWI-101435 - Essentials of Finance must have been started.

Content
The module Topics in Finance II is based on the module Essentials of Finance. The courses deal with advanced issues concerning the fields of finance and accounting, financial markets and banking from a theoretical and practical point of view.

Annotation
The course T-WIWI-102790 "Special Taxation" will no longer be offered in the module as of winter semester 2018/1019.

Workload
The total workload for this module is approximately 270 hours.
6 Courses

6.1 Course: Mobile Robots - Practical Course [T-INFO-101992]

- **Responsible:** Prof. Dr.-Ing. Tamim Asfour
- **Organisation:** KIT Department of Informatics
- **Part of:** M-INFO-101184 - Basispraktikum Mobile Roboter
  M-INFO-102060 - Weitere Leistungen

<table>
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<td>Studienleistung</td>
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**Events**

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<td>SS 2019 24624 Mobile Robots - Practical Course</td>
<td>4 SWS</td>
<td>Practical course (P)</td>
<td>Asfour, Kaul, Beil, Weiner</td>
</tr>
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</table>

Below you will find excerpts from events regarding this course:

**Mobile Robots - Practical Course**

<table>
<thead>
<tr>
<th>Type</th>
<th>Version</th>
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<tbody>
<tr>
<td>Practical course (P)</td>
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</tbody>
</table>

**Mobile Robots - Practical Course**

24624, SS 2019, 4 SWS, [Open in study portal](#)

**Learning Content**

In this practical course, students assemble an ASURO robot in groups of two. Each student will be provided with his own robot, which he has to put into operation. While using the robots, a new set of problems will be solved each week. The students will need to prepare for each week given the provided material. Sets of problems be solved using the C language and focus on controlling the robot’s sensors and actuators as well as on the generation of reflex-based behavior. The course ends with a race, where the robots have to tackle an obstacle course.

**Workload**

120 h
# 6.2 Course: Advanced Lab Informatics [T-WIWI-103523]

**Responsible:** Prof. Dr. Andreas Oberweis  
Prof. Dr. Harald Sack  
Prof. Dr. Ali Sunyaev  
Prof. Dr. York Sure-Vetter  
Prof. Dr. Melanie Volkamer  
Prof. Dr.-Ing. Johann Marius Zöllner

**Organisation:** KIT Department of Economics and Management

**Part of:**  
M-INFO-102060 - Weitere Leistungen  
M-WIWI-101438 - Semantisches Wissensmanagement  
M-WIWI-101440 - Internetanwendungen

<table>
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<th>Version</th>
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<td>Prüfungsleistung anderer Art</td>
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<td>Each term</td>
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## Events

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<td>WS 18/19</td>
<td>2512100</td>
<td>Security</td>
<td>4 SWS</td>
<td>Practical course (P)</td>
<td>Baumgart, Volkamer, Mayer</td>
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<tr>
<td>WS 18/19</td>
<td>2512301</td>
<td>Linked Data and the Semantic Web</td>
<td>3 SWS</td>
<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Acosta Deibe, Käfer, Heling, Weller</td>
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<tr>
<td>WS 18/19</td>
<td>2512311</td>
<td>Real-World Challenges in Data Science and Analytics</td>
<td>3 SWS</td>
<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Nickel, Weinhardt, Zehnder, Brandt</td>
</tr>
<tr>
<td>WS 18/19</td>
<td>2512312</td>
<td>Cooperation seminar: Innovative applications on single board computers as well as their economic relevance</td>
<td>3 SWS</td>
<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Ott, Weller, Bälz</td>
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<tr>
<td>WS 18/19</td>
<td>2512400</td>
<td>Entwicklung Soziotechnischer Informationssysteme</td>
<td>SWS</td>
<td>Practical course (P)</td>
<td>Sunyaev, Kromat</td>
</tr>
<tr>
<td>WS 18/19</td>
<td>2512501</td>
<td>Projektpraktikum Kognitive Automobile und Roboter</td>
<td>3 SWS</td>
<td>Practical course (P)</td>
<td>Zöllner</td>
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<tr>
<td>WS 18/19</td>
<td>2512600</td>
<td>Projektpraktikum Information Service Engineering</td>
<td>2 SWS</td>
<td>Practical course (P)</td>
<td>Sack</td>
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<tr>
<td>SS 2019</td>
<td>2512101</td>
<td>Praktikum Betriebliche Informationssysteme: Realisierung innovativer Dienste für Studierende</td>
<td>3 SWS</td>
<td>Practical course (P)</td>
<td>Oberweis, Toussaint, Ullrich</td>
</tr>
<tr>
<td>SS 2019</td>
<td>2512300</td>
<td>Knowledge Discovery and Data Mining</td>
<td>3 SWS</td>
<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Färber, Nguyen, Weller</td>
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<tr>
<td>SS 2019</td>
<td>2512400</td>
<td>Praktikum Entwicklung Soziotechnischer Informationssysteme</td>
<td>SWS</td>
<td>Practical course (P)</td>
<td>Sunyaev, Kromat</td>
</tr>
<tr>
<td>SS 2019</td>
<td>2512500</td>
<td>Projektpraktikum Maschinelles Lernen</td>
<td>3 SWS</td>
<td>Practical course (P)</td>
<td>Zöllner</td>
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<tr>
<td>SS 2019</td>
<td>2513306</td>
<td>Data Science &amp; Real-time Big Data Analytics</td>
<td>2 SWS</td>
<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Riemer, Zehnder</td>
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</tbody>
</table>
Competence Certificate
Advanced Lab "Privacy Friendly Apps":
The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of a practical work in which a software functionality must be implemented and three interim submissions of the software to be developed. The weighting of the individual components will be announced during the first meeting.

All other courses of the Institute AIFB:
The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of:

- a practical work
- a presentation and
- a written seminar thesis

Practical work, presentation and written thesis are weighted according to the course.

Prerequisites
None

Annotation
The title of this course is a generic one. Specific titles and the topics of offered seminars will be announced before the start of a semester in the internet at https://portal.wiwi.kit.edu.

Below you will find excerpts from events regarding this course:

**Security**
2512100, WS 18/19, 4 SWS, [Open in study portal](https://portal.wiwi.kit.edu)

Practical course (P)

**Linked Data and the Semantic Web**
2512301, WS 18/19, 3 SWS, [Open in study portal](https://portal.wiwi.kit.edu)

Seminar / Practical course (S/P)

Description
The Linked Data principles are a set of practices for data publishing on the web. Linked Data builds on the web architecture and uses HTTP for data access, and RDF for describing data, thus aiming towards web-scale data integration. There is a vast amount of data available published according to those principles: recently, 4.5 billion facts have been counted with information about various domains, including music, movies, geography, natural sciences. Linked Data is also used to make web-pages machine-understandable, corresponding annotations are considered by the big search engine providers. On a smaller scale, devices on the Internet of Things can also be accessed using Linked Data which makes the unified processing of device data and data from the web easy.

In this practical seminar, students will build prototypical applications and devise algorithms that consume, provide, or analyse Linked Data. Those applications and algorithms can also extend existing applications ranging from databases to mobile apps.

For the seminar, programming skills or knowledge about web development tools/technologies are highly recommended. Basic knowledge of RDF and SPARQL are also recommended, but may be acquired during the seminar. Students will work in groups. Seminar meetings will take place as 'Block-Seminar'.

Notes
The exact dates and information for registration will be announced at the event page.

Workload
Topics of interest include, but are not limited to:

- Travel Security
- Geo data
- Linked News
- Social Media
**Real-World Challenges in Data Science and Analytics**
2512311, WS 18/19, 3 SWS, [Open in study portal](#)

**Description**
This seminar is offered cooperatively by the Chair of Web Science (AIFB) and the Chair of Economic Policy (ECON).

The cooperation seminar deals with the technical realization of innovative applications using single board computers such as Arduino (https://www.arduino.cc) or Raspberry Pi (https://www.raspberrypi.org). These single board computers can be extended by various sensors and modules, thus fulfilling a wide range of tasks. Thus, the addition of a camera allows for example gesture and face detection, or the equipment with different sensors enables the measurement of temperature and perception of moving objects.

At the same time, the implications of cost-effective availability of these basic technologies are analyzed from an economic-scientific perspective. The spread and use of these single-board computers, as well as the concepts associated with their success, can have a decisive impact on innovation processes. The reasons and obstacles as well as their relevance to innovation are therefore also addressed from an economic perspective.

Microcomputers such as the Raspberry Pi, for example, are increasingly being used and expanded in the private environment, with numerous applications being possible in the household sector. They can be used as a monitoring system, as a home server or as an electronic function opener. Likewise, due to their low cost, size and ease of use, they can also significantly support the development of innovative processes, for example in the development of prototypes.

Within the scope of this seminar, the possibilities of a single board computer are investigated using the Raspberry Pi. The students are to conceive, realize and present innovative applications in two-teams. Each team is provided with a Raspberry Pi. In addition to the realization of an innovative application, each team has to deal with and discuss an economic science issue. The use of the Raspberry Pi or the underlying concepts from an innovation-economic perspective are to be analyzed.

In addition to the Raspberry Pis, various sensors and expansion modules are also provided and can be purchased after consultation with the supervisors. Furthermore, it may be necessary to develop extensions in Python during the seminar. Previous knowledge in Python and Semantic Web technologies are therefore an advantage but not an imperative requirement.

**Notes**
The exact dates and information for registration will be announced at the event page.

**Learning Content**
Topics of interest include, but are not limited to:

- Smart Home Applications
- Environmental measurements
- Gesture control
- Security systems

**Entwicklung Sozio-technischer Informationssysteme**
2512400, WS 18/19, SWS, [Open in study portal](#)

**Description**
The aim of this course is to provide a practical introduction into developing socio-technical information systems, such as web platforms, mobile apps, or desktop applications. Course participants will create (individually or in groups) software solutions for specific problems from various practical domains. The course tasks comprise requirements assessment, system design, and software implementation. Furthermore, course participants will gain insights into software quality assurance methods and software documentation.

**Workload**
4 ECTS = approx. 120 h
Projektpraktikum Information Service Engineering
2512600, WS 18/19, 2 SWS, Open in study portal

**Description**
The project will be worked on in teams of 3-4 students each, guided by a tutor from the teaching staff. In the winter semester 2018/2019 we intend to participate in the "Coding Da V1nt" Initiative.

The ISEproject course is based on the summer semester lecture "Information Service Engineering". Goal of the course is to work on a research problem in small groups (3-4 students) related to the ISE lecture topics, i.e. Natural Language Processing, Linked Data engineering, and Knowledge Mining. The solution of the given research problem requires the development of a software implementation.

Required coursework includes:

- Mid term presentation (5-10 min)
- Final presentation (10-15 min)
- Course report (c. 20 pages)
- Participation and contribution of the students during the course
- Software development and delivery

**Notes**
The ISEproject course can also be credited as a seminar.

The project will be worked on in teams of 3-4 students each, guided by a tutor from the teaching staff. In the winter semester 2018/19 we intend to participate in the "Coding Da V1nt" Initiative.

Knowledge Discovery and Data Mining
2512300, SS 2019, 3 SWS, Open in study portal

**Description**
The seminar includes different methods of machine learning and data mining. Participants of the seminar should have basic knowledge of machine learning and programming skills.

**Notes**
The exact dates and information for registration will be announced at the event page.

**Learning Content**
Domains of interest include, but are not limited to:

- Medicine
- Social Media
- Finance Market

**Literature**
Detailed references are indicated together with the respective subjects. For general background information look up the following textbooks:

- Mitchell, T.; Machine Learning

Data Science & Real-time Big Data Analytics
2513306, SS 2019, 2 SWS, Open in study portal

**Description**
Event processing and real-time data are everywhere: financial market data, sensors, business intelligence, social media analytics, logistics. Many applications collect large volumes of data in real time and are increasingly faced with the challenge of being able to process them quickly and react promptly. The challenges of this real-time processing are currently also receiving a great deal of attention under the term "Big Data". The complex processing of real-time data requires both knowledge of methods for data analysis (data science) and their processing (real-time analytics). Seminar papers are offered on both of these areas as well as on interface topics, the input of own ideas is explicitly desired.
### Course: Advanced Lab Security [T-WIWI-109786]

**Responsible:** Prof. Dr. Melanie Volkamer  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-WIWI-104069 - Informationssicherheit

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**Events**

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<td>4 SWS</td>
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**Competence Certificate**

The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of:

- a practical work
- a presentation and possibly
- a written seminar thesis

Practical work, presentation and written thesis are weighted according to the course.

**Prerequisites**

None

**Recommendation**

Knowledge from the lecture "Information Security" is recommended.

**Below you will find excerpts from events regarding this course:**

- **Security**  
  2512100, WS 18/19, 4 SWS, [Open in study portal](https://ilias.studium.kit.edu/goto.php?target=crs_719271&client_id=produktiv)

**Notes**

### 6.4 Course: Advanced Lab Security, Usability and Society [T-WIWI-108439]

**Responsible:** Prof. Dr. Melanie Volkamer

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-104069 - Informationssicherheit

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#### Competence Certificate

The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of:

- a practical work
- a presentation and possibly
- a written seminar thesis

Practical work, presentation and written thesis are weighted according to the course.

#### Prerequisites

None

#### Recommendation

Knowledge from the lecture "Information Security" is recommended.

#### Annotation

The course is expected to be offered from winter term 2018/2019.

#### Contents:

In the course of the programming lab, changing topics from the field of Human Factors in Security and Privacy will be worked on.

#### Learning goals:

The student

- can apply the basics of information security
- is able to implement appropriate measures to achieve different protection goals
- can structure a software project in the field of information security
- can use the Human Centred Security and Privacy by Design technique to develop user-friendly software
- can explain and present technical facts and the results of the programming lab in oral and written form

Below you will find excerpts from events regarding this course:

**Praktikum Security, Usability and Society**

2512551, WS 18/19, 3 SWS, [Open in study portal](#)

**Practical course (P)**

**Notes**

Kick-off Meeting (compulsory attendance) 19.10.2018
6.5 Course: Advanced Object Orientation [T-INFO-101346]

**Responsible:** Prof. Dr.-Ing. Gregor Snelting  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-100809 - Fortgeschrittene Objektorientierung  
- M-INFO-102060 - Weitere Leistungen

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Below you will find excerpts from events regarding this course:

**Advanced object orientation**  
24665, SS 2019, 2 SWS, [Open in study portal](#)  
Lecture (V)

**Learning Content**

- Behaviour and semantics of dynamic dispatch
- Implementation of single and multiple inheritance
- Genericity, refactoring
- Traits and mixins, virtual classes
- Cardelli’s type system
- Analyses on the call graph, points-to analyses
- Operational semantics, type safety
- Bytecode, JVM, bytecode verifier, dynamic compilation
Course: Advanced Topics in Economic Theory [T-WIWI-102609]

Responsible: Prof. Dr. Kay Mitusch
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101501 - Wirtschaftstheorie

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Competence Certificate
The course T-WIWI-102609 "Advanced Topics in Economic Theory" restarts in summer term 2019.
The assessment consists of a written exam (60min) (following §4(2), 1 of the examination regulation) at the end of the lecture period or at the beginning of the following semester.

Prerequisites
None

Recommendation
This course is designed for advanced Master students with a strong interest in economic theory and mathematical models. Bachelor students who would like to participate are free to do so, but should be aware that the level is much more advanced than in other courses of their curriculum.

Below you will find excerpts from events regarding this course:

Advanced Topics in Economic Theory
2520527, SS 2019, 2 SWS, Open in study portal

Learning Content
The course deals with basic elements of modern economic theory. It is divided into two parts. The first part introduces the microeconomic foundations of general equilibrium à la Debreu ("The Theory of Value", 1959) and Hildenbrand/Kirman ("Equilibrium Analysis",1988). The second part deals with asymmetric information and introduces the basic techniques of contract theory.
The course is largely based on the textbook "Microeconomic Theory" (Chapters 1-5, 10, 13-20) by A.Mas-Colell, M.D.Whinston, and J.R.Green.

Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.

Literature
The course is based on the excellent textbook "Microeconomic Theory" (Chapters 1-5, 10, 13-20) by A.Mas-Colell, M.D.Whinston, and J.R.Green.
6 COURSES

6.7 Course: Algorithmic Methods for Hard Optimization Problems [T-INFO-103334]

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### 6.8 Course: Algorithms for Planar Graphs [T-INFO-101986]

**Responsible:** Prof. Dr. Dorothea Wagner  
**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-101220 - Algorithmen für planare Graphen  
M-INFO-102060 - Weitere Leistungen

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### 6.9 Course: Algorithms I [T-INFO-100001]

**Responsible:** Prof. Dr. Peter Sanders  
**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-100030 - Algorithmen I

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<td>24500</td>
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### 6.10 Course: Algorithms II [T-INFO-102020]

**Responsible:** Prof. Dr. Hartmut Prautzsch  
Prof. Dr. Peter Sanders  
Prof. Dr. Dorothea Wagner

**Organisation:** KIT Department of Informatics

**Part of:**  
M-INFO-101173 - Algorithmen II  
M-INFO-102060 - Weitere Leistungen

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**Type:** Prüfungsleistung schriftlich  
**Credits:** 6  
**Recurrence:** Each winter term  
**Version:** 1
### 6.11 Course: Analysis of Multivariate Data [T-WIWI-103063]

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**Competence Certificate**
The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation. The exam is offered every semester. Re-examinations are offered only for repeaters.

**Prerequisites**
None

**Recommendation**
Attendance of the courses Statistics 1 [2600008] and Statistics 2 [2610020] is recommended.

**Annotation**
The lecture is not offered regularly. The courses planned for three years in advance can be found online.
6.12 Course: Analytical CRM [T-WIWI-102596]

**Responsible:** Prof. Dr. Andreas Geyer-Schulz  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101422 - Vertiefung im Customer Relationship Management  
- M-WIWI-101460 - CRM und Servicemanagement

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**Competence Certificate**
Written examination (60 minutes) according to §4(2), 1 SPO. The exam is considered passed if at least 50 out of a maximum of 100 possible points are achieved. The grades are graded in five steps (best grade 1.0 from 95 points). Details of the grade formation and scale will be announced in the course.

A bonus can be acquired through successful participation in the practice. If the grade of the written examination is between 4.0 and 1.3, the bonus improves the grade by one grade level (0.3 or 0.4). The exact criteria for awarding a bonus will be announced at the beginning of the course.

**Prerequisites**
None

**Recommendation**
We expect knowledge about data models and the UML modelling language concerning information systems.

*Below you will find excerpts from events regarding this course:*

**Analytical CRM**
2540522, SS 2019, 2 SWS, Open in study portal

**Learning Content**
The course Analytical CRM deals with methods and techniques for analysis concerning the management and improvement of customer relationships. Knowledge about customers is aggregated and used for enterprise decision problems like product line planning, customer loyalty, etc. A necessary precondition for these analyses is the transformation of data stemming from operative systems into a common data warehouse that assembles all necessary information. This requires transformation of data models and processes for creating and managing a data warehouse, like ETL processes, data quality and monitoring. The generation of customer oriented and flexible reports for different business purposes is covered. The course finally treats several different statistical analysis methods like clustering, regression etc. that are necessary for generating important indicators (like customer lifetime value, customer segmentation). As external data source, customer surveys are introduced.
Workload
The total workload for this course is approximately 135 hours (4.5 credits):

Time of attendance

- Attending the lecture: 15 x 90min = 22h 30m
- Attending the exercise classes: 7 x 90min = 10h 30m
- Examination: 1h 00m

Self-study

- Preparation and wrap-up of the lecture: 15 x 180min = 45h 00m
- Preparing the exercises: 25h 00m
- Preparation of the examination: 31h 00m

Sum: 135h 00m

Literature
6.13 Course: Applications of Artificial Intelligence [T-WIWI-109263]

Responsible: Prof. Dr. York Sure-Vetter
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101438 - Semantisches Wissensmanagement

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Competence Certificate
Written Examination (60 min) according to §4, Abs. 2, 1 of the examination regulations or oral examination of 20 minutes according to §4, Abs. 2, 2 of the examination regulations. The exam takes place every semester and can be repeated at every regular examination date.

Prerequisites
None.

Recommendation
Basics in logic, e.g. from lecture Foundations of Informatics 1 are important.

Below you will find excerpts from events regarding this course:

Applications of Artificial Intelligence
2511314, WS 18/19, 2 SWS, [Open in study portal]

Description
Applications of the AI is a sub-area of computer science dealing with the automation of intelligent behavior. In general, it is a question of mapping human intelligence. Methods of artificial intelligence are presented in various areas such as, for example, question answering systems, speech recognition and image recognition.

The lecture gives an introduction to the basic concepts of artificial intelligence. Essential theoretical foundations, methods and their applications are presented and explained.

Learning Content
This lecture aims to provide students with a basic knowledge and understanding of the structure, analysis and application of selected methods and technologies on artificial intelligence. The topics include, among others, knowledge modeling, machine learning, text mining, uninformed search, and intelligent agents.

Workload
- The total workload for this course is approximately 150 hours
- Time of presentness: 45 hours
- Time of preparation and postprocessing: 67.5 hours
- Exam and exam preparation: 37.5 hours

Exercises to Applications of Artificial Intelligence
2511315, WS 18/19, 1 SWS, [Open in study portal]
Description
Multiple exercises are held that capture the topics, held in the lecture Applications of AI and discuss them in detail. Thereby, practical examples are given to the students in order to transfer theoretical aspects into practical implementation.

Learning Content
This lecture aims to provide students with a basic knowledge and understanding of the structure, analysis and application of selected methods and technologies on artificial intelligence. The topics include, among others, knowledge modeling, machine learning, text mining, uninformed search, and intelligent agents.

Workload
The total workload for the lecture Anwendungen der KI is given out on the description of the lecture.

**Responsible:** Dr. Andreas Sauer

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101423 - Topics in Finance II
- M-WIWI-101465 - Topics in Finance I

**Type**
- Prüfungsleistung schriftlich

**Credits**
- 3

**Recurrence**
- Each winter term

**Version**
- 2

**Events**

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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
T-WIWI-102879 "Asset Management" must not be selected.

**Recommendation**
Proficiency of the topics covered in the course "Investments" is required.

**Annotation**
Former title of the course until winter term 2017/2018: "Asset Management"

**Below you will find excerpts from events regarding this course:**

**Applied Asset Management**
2530219, WS 18/19, 2 SWS, Open in study portal

**Lecture (V)**

**Learning Content**
The course familiarizes students with the instruments, methods and terms of professional asset management. It conveys the knowledge of applying the relevant methods to students via practical exercises.

**Workload**
The total workload for this course is approximately 90 hours. For further information see German version.

**Literature**
- The Theory and Practice of Investment Management: Asset Allocation, Valuation, Portfolio Construction, and Strategies, Frank J. Fabozzi, Harry Markowitz
6.15 Course: Applied Informatics I - Modelling [T-WIWI-102652]

**Responsible:** Prof. Dr. Andreas Oberweis
Prof. Dr. York Sure-Vetter

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101430 - Angewandte Informatik

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**Competence Certificate**
The assessment consists of a written examination (60 min) in the first week after lecture period (according to Section 4 (2),1 of the examination regulation).

**Prerequisites**
None

Below you will find excerpts from events regarding this course:

**Applied Informatics I - Modelling**
2511030, WS 18/19, 2 SWS, Open in study portal

**Description**
In the context of complex information systems, modelling is of central importance, e.g. – in the context of systems to be developed – for a better understanding of their functionality or in the context of existing systems for supporting maintenance and further development.

Modelling, in particular modelling of information systems, forms the core part of this lecture. The lecture is organized in two parts. The first part mainly covers the modelling of static aspects, the second part covers the modelling of dynamic aspects of information systems.

**Learning Content**
The lecture sets out with a definition of modelling and the advantages of modelling. After that, advanced aspects of UML, the Entity Relationship model (ER model) and description logics as a means of modelling static aspects will be explained. This will be complemented by the relational data model and the systematic design of databases based on ER models. For modelling dynamic aspects, different types of petri-nets together with their respective analysis techniques will be introduced.

**Workload**
- The total workload for this course is approximately 150 hours
- Time of presentness: 45 hours
- Time of preparation and postprocessing: 67.5 hours
- Exam and exam preparation: 37.5 hours
Exercises to Applied Informatics I - Modelling
2511031, WS 18/19, 1 SWS, Open in study portal

Description
Multiple exercises are held that capture the topics, held in the lecture Applied Informatics I - Modelling, and discuss them in detail. Thereby, practical examples are given to the students in order to transfer theoretical aspects into practical implementation.

Learning Content
The lecture sets out with a definition of modelling and the advantages of modelling. After that, advanced aspects of UML, the Entity Relationship model (ER model) and description logics as a means of modelling static aspects will be explained. This will be complemented by the relational data model and the systematic design of databases based on ER models. For modelling dynamic aspects, different types of petri-nets together with their respective analysis techniques will be introduced.

Workload
The total workload for the lecture Applied Informatics I - Modelling is given out on the description of the lecture.

Literature

Additional literature:
6 COURSES


**Responsible:** Prof. Dr. Ali Sunyaev

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101430 - Angewandte Informatik

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<th>Applied Informatics II - Principles of Internet Computing: Foundations for Emerging Technologies and Future Services</th>
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**Competence Certificate**

The assessment consists of a written exam (120 min) according to Section 4(2), 1 of the examination regulation. The successful completion of the compulsory exercises is prerequisite for the admission to the written exam. The exam takes place in every semester. Re-examinations are offered at every ordinary examination date. By successful processing the exercises a bonus can be obtained. If the grade of the written exam is at least 4.0 and at most 1.3, the bonus will improve it by one grade level (i.e. by 0.3 or 0.4).

**Prerequisites**

None

**Recommendation**

Knowledge of content of the modules Foundations in Informatics [IW1INF1] and Algorithms I [IW2INF2] is expected.

**Below you will find excerpts from events regarding this course:**

**Applied Informatics II - Principles of Internet Computing: Foundations for Emerging Technologies and Future Services**

**2511032, SS 2019, 2 SWS, Open in study portal**

**Learning Content**

The lecture Applied Computer Science II provides insights into fundamental concepts and future technologies of distributed systems and Internet computing. Students should be able to select, design and apply the presented concepts and technologies. The course first introduces basic concepts of distributed systems (e.g. design of architectures for distributed systems, Internet architectures, web services, middleware).

In the second part of the course, emerging technologies of Internet computing will be examined in depth. These include, among others:

- Cloud Computing
- Edge & Fog Computing
- Internet of Things
- Blockchain
- Artificial Intelligence

**Workload**

The total workload for this course is approximately 150 hours. For further information see German version.
Literature
Tba in the lecture.
6.17 Course: Auction & Mechanism Design [T-WIWI-102876]

**Responsible:** Prof. Dr. Nora Szech  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101499 - Angewandte Mikroökonomik  
- M-WIWI-101501 - Wirtschaftstheorie

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### Competence Certificate

The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

A bonus can be earned through successful participation in the exercise. If the grade of the written examination is between 4.0 and 1.3, the bonus improves the grade by one grade level (0.3 or 0.4). The exact criteria for awarding a bonus will be announced at the beginning of the course.

### Prerequisites

None

### Recommendation

Basic knowledge of microeconomics and statistics are recommended. A background in game theory is helpful, but not absolutely necessary.

### Annotation

The lecture will be held in English.

Below you will find excerpts from events regarding this course:

#### Auction and Mechanism Design

2560550, SS 2019, 2 SWS, [Open in study portal](#)

**Learning Content**

The course starts with the basic theory of equilibrium behavior and revenue management in one object standard auctions. The revenue equivalence theorem for standard auctions is introduced. Thereafter, the course focuses on mechanism design and its applications to one object auctions and bilateral trade.

**Annotation**

The lecture will be held in English.

**Workload**

The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**

### 6.18 Course: Bachelor Thesis [T-WIWI-103095]

**Responsible:** Prof. Dr. Sebastian Abeck  
Prof. Dr. Hagen Lindstädt

**Organisation:** KIT Department of Economics and Management  
Part of: M-WIWI-101611 - Modul Bachelorarbeit

#### Competence Certificate
see module description

#### Prerequisites
see module description

#### Final Thesis
This course represents a final thesis. The following periods have been supplied:

- **Submission deadline**: 6 months
- **Maximum extension period**: 1 months
- **Correction period**: 8 weeks

This thesis requires confirmation by the examination office.
### 6.19 Course: Basic Notions of Computer Science [T-INFO-101964]

**Responsible:** Dr. Sebastian Stüker  
Thomas Worsch

**Organisation:** KIT Department of Informatics

**Part of:**  
M-INFO-101170 - Grundbegriffe der Informatik  
M-WIWI-101528 - Orientierungsprüfung

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### 6.20 Course: Basic Notions of Computer Science I Pass [T-INFO-101965]

| Responsible: | Dr. Sebastian Stüker  
|             | Thomas Worsch  
| Organisation: | KIT Department of Informatics  
| Part of: | M-INFO-101170 - Grundbegriffe der Informatik  
|           | M-WIWI-101528 - Orientierungsprüfung  

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6.21 Course: Basic Principles of Economic Policy [T-WIWI-103213]

**Responsible:** Prof. Dr. Ingrid Ott  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-WIWI-101668 - Wirtschaftspolitik I

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**Events**

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**Competence Certificate**
The assessment consists of a written exam (60 min) according to Section 4(2), 1 of the examination regulation. The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Recommendation**
Basic knowledge of micro- and macroeconomics is assumed, as taught in the courses Economics I [2610012], and Economics II [2600014].

Below you will find excerpts from events regarding this course:

### Basic Principles of Economic Policy

**2560280, SS 2019, 2 SWS, Open in study portal**

**Lecture (V)**

**Learning Content**
- Intervention in the market: micro-economic perspective
- Intervention in the market: macroeconomic perspective
- Institutional economic aspects
- Economic policy and welfare economics
- Carriers of economic policy: political-economic aspects

**Annotation**

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**
See announcements to the lecture
6.22 Course: Basics of German Company Tax Law and Tax Planning [T-WIWI-108711]

**Responsible:** Gerd Gutekunst
Prof. Dr. Berthold Wigger

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-WIWI-101403 - Finanzwissenschaft
- M-WIWI-101423 - Topics in Finance II
- M-WIWI-101465 - Topics in Finance I

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**Competence Certificate**

The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation.

**Prerequisites**

None

**Recommendation**

Knowledge of the collection of public revenues is assumed. Therefore it is recommended to attend the course “Öffentliche Einnahmen” beforehand.
6.23 Course: Big Data Analytics [T-INFO-101305]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-101193 - Grundlagen von Informationssystemen
- M-INFO-101193 - Grundlagen von Informationssystemen
- M-INFO-101229 - Datenbanksysteme in Theorie und Praxis
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements
- M-INFO-102060 - Weitere Leistungen

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### 6.24 Course: Big Data Analytics 2 [T-INFO-105742]

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**Prerequisites**
none
6.25 Course: Business Administration: Finance and Accounting [T-WIWI-102819]

**Responsible:**
- Prof. Dr. Martin Ruckes
- Prof. Dr. Marliese Uhrig-Homburg
- Prof. Dr. Marcus Wouters

**Organisation:**
KIT Department of Economics and Management

**Part of:**
M-WIWI-101491 - Grundlagen der Betriebswirtschaftslehre

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**Type**
- Prüfungsleistung schriftlich

**Credits**
- 4

**Recurrence**
- Each winter term

**Version**
- 1

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**Competence Certificate**
The assessment consists of a written exam (90 min.) according to Section 4(2), 1 of the examination regulation. The assessment takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Annotation**
Key qualifications can be shown in an active participation through presentations of solutions and discussions in the tutorials which accompany the course. Each part of the course is taught by instructors specialised in the field of that part.

Below you will find excerpts from events regarding this course:

**Business Administration: Finance and Accounting**
2610026, WS 18/19, 2 SWS, Open in study portal

**Learning Content**
- **Investment and Finance:**
  - Valuation of Bonds and Stocks
  - Capital Budgeting
  - Portfolio Theory
- **Financial Accounting**
- **Management Accounting**

**Annotation**
Key qualifications can be shown in an active participation through presentations of solutions and discussions in the tutorials which accompany the course. Each part of the course is taught by instructors specialised in the field of that part.

**Workload**
The total workload for this course is approximately 120 hours. For further information see German version.

**Literature**
Extensive bibliographic information will be given in the materials to the lecture.
Course: Business Administration: Production Economics and Marketing [T-WIWI-102818]

Responsibility: Prof. Dr. Wolf Fichtner
Prof. Dr. Martin Klarmann
Prof. Dr.-Ing. Thomas Lützkendorf
Prof. Dr. Martin Ruckes
Prof. Dr. Frank Schultmann

Organisation: KIT Department of Economics and Management

Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101492 - Betriebswirtschaftslehre

**Type:** Prüfungsleistung schriftlich  
**Credits:** 4  
**Recurrence:** Each summer term  
**Version:** 1

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Competence Certificate
The assessment consists of a written exam (90 minutes) according to Section 4(2), 1 of the examination regulation.

Prerequisites
None

Below you will find excerpts from events regarding this course:

Business Administration: Production Economics and Marketing

**Description**
1. **Marketing:**
Marketing is an organizational function to handle situations, activities, and processes for creating, communicating, and delivering value to customers in a best way. (Customer) relationship management comprises collecting, aggregating, and analyzing information (e.g., developments in the society, changing conditions of markets, alterations w.r.t. buying behavior) to benefit different target groups.

Main topics will deal with market research and optimized application of marketing mix instruments with emphasis on 'marketing and the web', 'innovation management', and 'international marketing'.

2. **Production economics**
In the part of production economics the student will learn basics in the field of production theory, procurement and resource acquisitions, production and operations management and industrial engineering.

Aspects of electrical engineering industry, technological foresights, construction industry and real estate markets will be treated.

3. **Information systems**
In today's economy, information is a competitive factor that calls for an interdisciplinary investigation from economics and business administration, informatics and law. In this part of the lecture, selected topics from information engineering and management and their impact in market competition are presented.

Topics include: Information in a company, Information processing: From an agent to business networks, social networks, service value networks, market engineering.
Learning Content
The course is made up of the following topics:

Marketing
- Foundations of marketing
- Strategic marketing
- Consumer behaviour
- Product
- Price
- Promotion
- Sales
- Marketing Metrics

Production economics
In the part of production economics the student will learn basics in the field of production theory, procurement and resource acquisitions, production and operations management and industrial engineering.
Aspects of energy economics, technological foresights, construction industry and real estate markets will be treated.

Annotation
Key qualifications can be shown in an active participation through presentations of solutions and discussions in the tutorials which accompany the course.
Each part of the course is taught by instructors specialised in the field of that part.

Workload
The total workload for this course is approximately 120 hours. For further information see German version.

Literature
Further literature references are announced in the materials to the lecture.
6.27 Course: Business Process Modelling [T-WIWI-102697]

Responsible: Prof. Dr. Andreas Oberweis
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
          M-WIWI-101438 - Semantisches Wissensmanagement
          M-WIWI-101476 - Geschäftsprozesse und Informationssysteme

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<td>Lecture (V)</td>
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<td>Übung zu Modellierung von Geschäftsprozessen</td>
<td>1 SWS</td>
<td>Practice (Ü)</td>
<td>Drescher, Koschmider</td>
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Competence Certificate
The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation in the first week after lecture period.

Prerequisites
None

Below you will find excerpts from events regarding this course:

Learning Content
The proper modeling of relevant aspects of business processes is essential for an efficient and effective design and implementation of processes. This lecture presents different classes of modeling languages and discusses the respective advantages and disadvantages of using actual application scenarios. For that simulative and analytical methods for process analysis are introduced. In the accompanying exercise the use of process modeling tools is practiced.

Workload
Lecture 30h
Exercise 15h
Preparation of lecture 30h
Preparation of exercises 30h
Exam preparation 44h
Exam 1h
Total: 150h

Literature

Further Literature will be given in the lecture.
6.28 Course: Business Strategies of Banks [T-WIWI-102626]

**Responsible:** Prof. Dr. Wolfgang Müller

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101423 - Topics in Finance II
- M-WIWI-101465 - Topics in Finance I

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**Competence Certificate**
See German version.

**Prerequisites**
None

**Recommendation**
None

**Below you will find excerpts from events regarding this course:**

**Business Strategies of Banks**

**Description**
The management of a bank is in charge of the determination and implementation of business policy - taking into account all relevant endogenous and exogenous factors - that assures the bank's success in the long run. In this context, there exists a large body of banking models and theories which are helpful in describing the success and risk of a bank. This course is meant to be the bridging of banking theory and practical implementation. In the course of the lectures students will learn to take on the bank management's perspective.
The first chapter deals with the development of the banking sector. Making use of appropriate assumptions, a banking policy is developed in the second chapter. The design of bank services (ch. 3) and the adequate marketing plan (ch. 4) are then built on this framework. The operational business of banks must be guided by appropriate risk and earnings management (ch. 5 and 6), which are part of the overall (global) bank management (ch. 7). Chapter eight, at last, deals with the requirements and demands of bank supervision as they have significant impact on a bank's corporate policy.

**Learning Content**
The management of a bank is in charge of the determination and implementation of business policy - taking into account all relevant endogenous and exogenous factors - that assures the bank's success in the long run. In this context, there exists a large body of banking models and theories which are helpful in describing the success and risk of a bank. This course is meant to be the bridging of banking theory and practical implementation. In the course of the lectures students will learn to take on the bank management's perspective.
The first chapter deals with the development of the banking sector. Making use of appropriate assumptions, a banking policy is developed in the second chapter. The design of bank services (ch. 3) and the adequate marketing plan (ch. 4) are then built on this framework. The operational business of banks must be guided by appropriate risk and earnings management (ch. 5 and 6), which are part of the overall (global) bank management (ch. 7). Chapter eight, at last, deals with the requirements and demands of bank supervision as they have significant impact on a bank's corporate policy.

**Workload**
The total workload for this course is approximately 90 hours. For further information see German version.
Literature

Elective literature:

- A script is disseminated chapter by chapter during the course of the lecture.
- Hartmann-Wendels, Thomas; Pfingsten, Andreas; Weber, Martin; 2000, Bankbetriebslehre, 6th edition, Springer
### Course: Civil Law for Beginners [T-INFO-103339]

**Responsible:** Prof. Dr. Thomas Dreier  
**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-101190 - Einführung in das Privatrecht

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Information Engineering and Management B.Sc.  
Module Handbook as of 04.03.2019
### 6.30 Course: Competition in Networks [T-WIWI-100005]

#### Responsible:
Prof. Dr. Kay Mitusch

#### Organisation:
KIT Department of Economics and Management

#### Part of:
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101422 - Vertiefung im Customer Relationship Management
- M-WIWI-101499 - Angewandte Mikroökonomik
- M-WIWI-101668 - Wirtschaftspolitik I

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<td>2561205</td>
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#### Competence Certificate
Result of success is made by a 60 minutes written examination during the semester break (according to §4(2), 1 ERSC). Examination is offered every semester and can be retried at any regular examination date.

#### Prerequisites
None.

#### Recommendation
Basics of microeconomics obtained within the undergraduate programme (B.Sc) of economics are required.

Below you will find excerpts from events regarding this course:

#### Competition in Networks
2561204, WS 18/19, 2 SWS, Open in study portal

#### Description
Network or infrastructure industries like telecommunication, transport, and utilities form the backbone of modern economies. The lecture provides an overview of the economic characteristics of network industries. The planning of networks is complicated by the multitude of aspects involved (like spatial differentiation and the like). The interactions of different companies - competition or cooperation or both - are characterized by complex interdependencies within the networks: network effects, economies of scale, effects of vertical integration, switching costs, standardization, compatibility etc. appear increasingly in these sectors and even tend to appear in combination. Additionally, government interventions can often be observed, partly driven by the aims of competition policy and partly driven by the aims industrial policy. All these issues are brought up, analyzed formally (in part) and illustrated by several examples in the lecture.

#### Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.

#### Literature
Will be announced in the lecture.
6.31 Course: Computer Architecture [T-INFO-101355]

**Responsible:** Prof. Dr.-Ing. Jörg Henkel  
Prof. Dr. Wolfgang Karl

**Organisation:** KIT Department of Informatics

**Part of:**  
- M-INFO-100818 - Rechnerstrukturen  
- M-INFO-102060 - Weitere Leistungen

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**Events**

| SS 2019 | 2424570 | Computer structures | 3 SWS | Lecture (V) | Karl |

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6.32 Course: Computer Organization [T-INFO-103531]

**Responsible:** Prof. Dr. Wolfgang Karl

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-101836 - Technische Informatik
- M-INFO-102060 - Weitere Leistungen

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**6.33 Course: Computing Lab Business Information Systems [T-WWI-102675]**

**Responsible:** Prof. Dr. Andreas Oberweis  
Prof. Dr. York Sure-Vetter

**Organisation:** KIT Department of Economics and Management

**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101476 - Geschäftsprozesse und Informationssysteme

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<td>Praktikum Betriebliche Informationssysteme: Realisierung innovativer Dienste für Studierende</td>
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<td>Practical course (P) Oberweis, Toussaint, Ullrich</td>
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**Competence Certificate**  
The assessment of this course are practical work, presentations and a written thesis according to §4(2), 3 of the examination regulation. Practical work, presentations and a written thesis are weighted according to the course.

**Prerequisites**  
None

**Annotation**  
The title of this course is a generic one. Specific titles and the topics of offered seminars will be announced before the start of a semester in the internet at http://www.aifb.uni-karlsruhe.de/Lehre
6.34 Course: Consulting in Practice [T-INFO-101975]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-101193 - Grundlagen von Informationssystemen  
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements  
- M-INFO-102060 - Weitere Leistungen

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Below you will find excerpts from events regarding this course:

**Praxis der Unternehmensberatung**

24664, WS 18/19, 2 SWS, [Open in study portal](#)

**Description**

The market for consulting services grows annually by 20% and is therefore one of the leading growth sectors and professional fields in the future. This trend is in particular driven by the IT industry. Here, widely used standard software moves the focus of the future professional field from software development to consulting. In this context, consulting services have usually a broad definition, reaching from pure IT-focused consulting (e.g., deployment of SAP) to strategic consulting (strategy, organisation etc). In contrast to common rumors, a qualification in business studies is not a must. This opens up a diversified and exciting field with exceptional development perspectives for computer science students. The course deals thematically with the two fields consulting in general and function-specific consulting (with IT consulting as an example).

The structure of the course is oriented along the phases of a consulting project:

- Diagnosis: The consultant as an analytic problem solver.
- Strategic adjustment/redesign of the core processes: Optimisation/redesign of essential business functionality to solve the diagnosed problems in cooperation with the client.
- Implementation: Installation of the solutions in the client’s organisation for assuring the implementation.

Emphasised topics in the course are:

- Elementary problem solving: Problem definition, structuring of problems and focusing through the usage of tools (e.g., logic and hypothesis trees), creative techniques, solution systems etc.
- Obtaining information effectively: Access of information sources, interview techniques etc.
- Effective communication of findings/recommendations. Analysis/planning of communication (media, audience, formats), communication styles (e.g., top-down vs. bottom-up), special topics (e.g., arrangement of complex information) etc.
- Efficient teamwork: Tools for optimising efficient work, collaboration with clients, intellectual and process leadership in the team etc.
Course: Customer Relationship Management [T-WIWI-102595]

6.35 Course: Customer Relationship Management [T-WIWI-102595]

Responsible: Prof. Dr. Andreas Geyer-Schulz
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101460 - CRM und Servicemanagement

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Competence Certificate
Written examination (60 minutes) according to §4(2), 1 SPO. The exam is considered passed if at least 50 out of a maximum of 100 possible points are achieved. The grades are graded in five steps (best grade 1.0 from 95 points). Details of the grade formation and scale will be announced in the course.
A bonus can be acquired through successful participation in the practice. If the grade of the written examination is between 4.0 and 1.3, the bonus improves the grade by one grade level (0.3 or 0.4). The exact criteria for awarding a bonus will be announced at the beginning of the course.

Prerequisites
None

Below you will find excerpts from events regarding this course:

Customer Relationship Management
2540508, WS 18/19, 2 SWS, Open in study portal

Learning Content
The course begins with an introduction into Service Management as the strategic concept which also covers all CRM applications. The course is divided in the basics of Service Management as well as different topics within this concept like external and internal marketing, quality management and organizational requirements.

Workload
The total workload for this course is approximately 135 hours (4.5 credits):

Time of attendance
- Attending the lecture: 15 x 90min = 22h 30m
- Attending the exercise classes: 7 x 90min = 10h 30m
- Examination: 1h 00m

Self-study
- Preparation and wrap-up of the lecture: 15 x 180min = 45h 00m
- Preparing the exercises: 25h 00m
- Preparation of the examination: 31h 00m

Sum: 135h 00m
Literature

Elective literature:
### 6.36 Course: Data and Storage Management [T-INFO-101276]

**Responsible:** Prof. Dr. Bernhard Neumair  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101440 - Internetanwendungen

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6.37 Course: Data Mining and Applications [T-WIWI-103066]

**Responsible:** Rheza Nakhaeizadeh

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101599 - Statistik und Ökonometrie

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**Events**

| SS 2019 | 2520375 | Data Mining and Applications | 2/4 SWS | Lecture (V) | Nakhaeizadeh |

**Competence Certificate**

- Conduction of a larger empirical study in groups
- Reporting of milestones
- Final presentation (app. 45 minutes)

**Prerequisites**

None

**Below you will find excerpts from events regarding this course:**

**Data Mining and Applications**

2520375, SS 2019, 2/4 SWS, [Open in study portal](#)

**Learning Content**

Part one: Data Mining

Why Data Mining?

- What is Data Mining?
- History of Data Mining
- Conferences and Journals on Data Mining
- Potential Applications
- Data Mining Process:
  - Business Understanding
  - Data Understanding
  - Data Preparation
  - Modeling
  - Evaluation
  - Deployment
  - Interdisciplinary aspects of Data Mining
- Data Mining tasks
- Data Mining Algorithms (Decision Trees, Association Rules, Regression, Clustering, Neural Networks)
- Fuzzy Mining
- OLAP and Data Warehouse
- Data Mining Tools
- Trends in Data Mining

Part two: Examples of application of Data Mining

- Success parameters of Data Mining Projects
- Application in industry
- Application in Commerce
Workload
The total workload for this course is approximately 135 hours. For further information see German version.

Literature

• Jiawei Han, Micheline Kamber, Data Mining: Concepts and Techniques, 2nd edition, Morgan Kaufmann, ISBN 1558609016, 2006.
• David J. Hand, Heikki Mannila and Padhraic Smyth, Principles of Data Mining, MIT Press, Fall 2000
### Course: Data Protection Law [T-INFO-101303]

**Responsible:** Prof. Dr. Nikolaus Marsch  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-101253 - Geistiges Eigentum und Datenschutz  
- M-INFO-102060 - Weitere Leistungen

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**6.39 Course: Database Systems [T-INFO-101497]**

**Responsible:** Prof. Dr.-Ing. Klemens Böhm

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-101178 - Kommunikation und Datenhaltung
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements
- M-INFO-102060 - Weitere Leistungen

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**Events**

| SS 2019 | 24516 | Datenbanksysteme | 2 SWS | Lecture (V) | Böhm, Müller |

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6.40 Course: Decision Theory [T-WIWI-102792]

**Responsible:** Prof. Dr. Karl-Martin Ehrhart

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101499 - Angewandte Mikroökonomik

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**Competence Certificate**
The assessment of this course is a written examination (following §4(2), 1 SPO) of 60 mins. The exam is offered each semester.

**Prerequisites**
None

**Recommendation**
Knowledge in mathematics and statistics is required.

Below you will find excerpts from events regarding this course:

**Description**
In the first part of the course we deal with problems of decision making under uncertainty and introduce models like expected utility theory, stochastic dominance, risk aversion, and prospect theory. We also consider the empirical validity of the different approaches.

In the second part the concepts learned in the first part are applied for example to search models and Bayesian games.

**Learning Content**
This course deals with problems of decision making particularly under uncertainty. We introduce the expected utility theory of Neumann/Morgenstern and the prospect theory of Kahnemann/Tversky and discuss the concepts of stochastic dominance, risk aversion, loss aversion, reference points etc. We also consider the empirical validity of the different approaches. Additionally, the lecture provides an introduction to the theory of findings (epistemology), particularly with respect to decision theory.

**Annotation**
The course "Decision Theory" [2520365] will not be offered any more in M.Sc. from winter term 2015/2016 on.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**
6.41 Course: Deployment of Database Systems [T-INFO-101317]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-101193 - Grundlagen von Informationssystemen
- M-INFO-101193 - Grundlagen von Informationssystemen
- M-INFO-101229 - Datenbanksysteme in Theorie und Praxis
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements
- M-INFO-102060 - Weitere Leistungen

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**Events**

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<td>3 SWS</td>
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</table>
**6.42 Course: Derivatives [T-WIWI-102643]**

**Responsible:** Prof. Dr. Marliese Uhrig-Homburg  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-INFO-102060 - Weitere Leistungen  
M-WIWI-101402 - eFinance  
M-WIWI-101423 - Topics in Finance II  
M-WIWI-101465 - Topics in Finance I

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<td>SS 2019 2530551</td>
<td>Übungen zu Derivate</td>
<td>1 SWS</td>
<td>Practice (Ü)</td>
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**Competence Certificate**
See German version.

**Prerequisites**
None

**Recommendation**
None

Below you will find excerpts from events regarding this course:

**Derivatives**  
2530550, SS 2019, 2 SWS, Open in study portal

**Description**
The lecture deals with the application areas and valuation of financial derivatives. After an overview of the most important derivatives and their relevance, forwards and futures are analysed. Then, an introduction to the Option Pricing Theory follows. The main emphasis is on option valuation in discrete and continuous time models. Finally, construction and usage of derivatives are discussed, e.g. in the context of risk management.

**Learning Content**
The lecture deals with the application areas and valuation of financial derivatives. After an overview of the most important derivatives and their relevance, forwards and futures are analysed. Then, an introduction to the Option Pricing Theory follows. The main emphasis is on option valuation in discrete and continuous time models. Finally, construction and usage of derivatives are discussed, e.g. in the context of risk management.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**

**Elective literature:**
6.43 Course: Design, Construction and Sustainability Assessment of Buildings I [T-WIWI-102742]

**Responsible:** Prof. Dr.-Ing. Thomas Lützkendorf

**Organisation:** KIT Department of Economics and Management

**Part of:** M-INFO-102060 - Weitere Leistungen
M-WIWI-101467 - Bauökologie

**Type**
Prüfungsleistung schriftlich

**Credits**
4,5

**Recurrence**
Each winter term

**Version**
1

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<td>Design and Construction of Buildings</td>
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<td>Lecture (V)</td>
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<td>2586405</td>
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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place two times only in the semester in which the lecture is takes place (winter semester). Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Recommendation**
A combination with the module Real Estate Management and with engineering science modules in the area of building physics and structural design is recommended.

*Below you will find excerpts from events regarding this course:*

**V Design and Construction of Buildings**
2586404, WS 18/19, 2 SWS, Open in study portal

**Description**
Taking low-energy buildings as an example the course is an introduction to cheap, energy-efficient, resource-saving and health-supporting design, construction and operation of buildings. Questions of the implementation of the principles of a sustainable development within the building sector are discussed on the levels of the whole building, its components, building equipment as well as the materials. Besides technical interrelationships basics dimensioning and various approaches to ecological and economical assessment play a role during the lectures, as well as the different roles of people involved into the building process. Topics are the integration of economical and ecological aspects into the design process, strategies of energy supply, low-energy and passive buildings, active and passive use of solar energy, selection and assessment of construction details, selection and assessment of insulation materials, greened roofs plus health and comfort.

**Learning Content**
Taking low-energy buildings as an example the course is an introduction to cheap, energy-efficient, resource-saving and health-supporting design, construction and operation of buildings. Questions of the implementation of the principles of a sustainable development within the building sector are discussed on the levels of the whole building, its components, building equipment as well as the materials. Besides technical interrelationships basics dimensioning and various approaches to ecological and economical assessment play a role during the lectures, as well as the different roles of people involved into the building process. Topics are the integration of economical and ecological aspects into the design process, strategies of energy supply, low-energy and passive buildings, active and passive use of solar energy, selection and assessment of construction details, selection and assessment of insulation materials, greened roofs plus health and comfort.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.
Literature
Elective literature:
See german version.
6.44 Course: Design, Construction and Sustainability Assessment of Buildings II [T-WIWI-102743]

**Responsible:** Prof. Dr.-Ing. Thomas Lützkendorf

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101467 - Bauökologie

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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place two times only in the semester in which the lecture is takes place (summer semester). Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Recommendation**
A combination with the module Real Estate Management and with engineering science modules from the areas building physics and structural design is recommended.

*Below you will find excerpts from events regarding this course:*

**Sustainability Assessment of Buildings**
2585404, SS 2019, 2 SWS, Open in study portal

**Description**
The course identifies problems concerning the economical and environmental assessment of buildings along their lifecycle and discusses suitable procedures and tools supporting the decision making process. For example, the course addresses topics like operating costs, heat cost allocation, comparisons of heating costs, applied economical assessment methods, life cycle assessment as well as related design and assessment tools (e.g. element catalogues, databases, emblems, tools) and assessment procedures (e.g. carbon footprint, MIPS, KEA), which are currently available.

**Learning Content**
The course identifies problems concerning the economical and environmental assessment of buildings along their lifecycle and discusses suitable procedures and tools supporting the decision making process. For example, the course addresses topics like operating costs, heat cost allocation, comparisons of heating costs, applied economical assessment methods, life cycle assessment as well as related design and assessment tools (e.g. element catalogues, databases, emblems, tools) and assessment procedures (e.g. carbon footprint, MIPS, KEA), which are currently available.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**
Elective literature:
See German version.
### 6.45 Course: Digital Circuits Design [T-INFO-103469]

**Responsible:** Prof. Dr. Wolfgang Karl  
**Organisation:** KIT Department of Informatics

**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-INFO-102978 - Digitaltechnik und Entwurfsverfahren

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T 6.46 Course: Digital Services [T-WIWI-109938]

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-WIWI-101422 - Vertiefung im Customer Relationship Management
- M-WIWI-101434 - eBusiness und Service Management
- M-WIWI-102752 - Fundamentals of Digital Service Systems

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**Competence Certificate**
The assessment consists of a written exam (60 min) (§4(2), 1 of the examination regulations). By successful completion of the exercises (§4(2), 3 SPO 2007 respectively §4(3) SPO 2015) a bonus can be obtained. If the grade of the written exam is at least 4.0 and at most 1.3, the bonus will improve it by one grade level (i.e. by 0.3 or 0.4).

**Prerequisites**
see below

**Modeled Conditions**
The following conditions have to be fulfilled:

1. The course T-WIWI-105771 - Foundations of Digital Services A must not have been started.
6 COURSES

Course: Economics and Behavior [T-WIWI-102892]

6.47 Course: Economics and Behavior [T-WIWI-102892]

**Responsible:** Prof. Dr. Nora Szech

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M/INFO-102060 - Weitere Leistungen
- M/WIWI-101499 - Angewandte Mikroökonomik
- M/WIWI-101501 - Wirtschaftstheorie

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<td>WS 18/19 2560138</td>
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<td>1 SWS</td>
<td>Practice (Ü)</td>
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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

The grade will be determined in a final written exam. Students can earn a bonus to the final grade by successfully participating in the exercises.

**Prerequisites**
None

**Recommendation**
Basic knowledge of microeconomics and statistics are recommended. A background in game theory is helpful, but not absolutely necessary.

**Annotation**
The lecture will be held in English.

**Below you will find excerpts from events regarding this course:**

---

**Economics and Behavior**
2560137, WS 18/19, 2 SWS, Open in study portal

**Learning Content**
The course covers topics from behavioral economics with regard to contents and methods. In addition, the students gain insight into the design of economic experiments. Furthermore, the students will become acquainted with reading and critically evaluating current research papers in the field of behavioral economics.

**Annotation**
The lecture will be held in English.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**
6.48 Course: Economics I: Microeconomics [T-WIWI-102708]

**Responsible:** Prof. Dr. Clemens Puppe
Prof. Dr. Johannes Philipp Reiß

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-WIWI-101431 - Volkswirtschaftslehre
- M-WIWI-101528 - Orientierungsprüfung

**Type**
Prüfungsleistung schriftlich

**Credits**
5

**Recurrence**
Each winter term

**Version**
1

**Events**

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**Competence Certificate**
The assessment consists of a written exam (120 min) following §4, Abs. 2, 1 of the examination regulation. There may be offered a practice exam in the middle of the semester. The results of this exam may be used to improve the grade of the main exam. A detailed description of the examination modalities will be given by the respective lecturer. The main exam takes place subsequent to the lecture. The re-examination is offered at the same examination period. As a rule, only repeating candidates are entitled for taking place the re-examination. For a detailed description on the exam regulations see the information of the respective chair.

**Prerequisites**
None

**Below you will find excerpts from events regarding this course:**

**Economics I: Microeconomics**

2610012, WS 18/19, 3 SWS, Open in study portal

**Description**
The students learn the basic concepts in Microeconomics and some basics in game theory. The student will understand the working of markets in modern economies and the role of decision making. Furthermore, she should be able to understand simple game theoretic argumentation in different fields of Economics.

In the two main parts of the course problems of microeconomic decision making (household behavior, firm behavior) and problems of commodity allocation on markets (market equilibria and efficiency of markets) as well are discussed. In the final part of the course basics of imperfect competition (oligopolistic markets) and of game theory are presented.

**Learning Content**
The students learn the basic concepts in Microeconomics and some basics in game theory. The student will understand the working of markets in modern economies and the role of decision making. Furthermore, she should be able to understand simple game theoretic argumentation in different fields of Economics.

In the two main parts of the course, problems of microeconomic decision making (household behavior, firm behavior) and problems of commodity allocation on markets (market equilibria and efficiency of markets) are discussed. In the final part of the course, basics of imperfect competition (oligopolistic markets) and of game theory as well as welfare economics are presented.

**Workload**
The total workload for this course is approximately 150 hours.

**Literature**
- Pindyck, Robert S./Rubinfeld, Daniel L., Mikroökonomie, 6. Aufl., Pearson. Münchsen, 2005

**Responsible:** Prof. Dr. Melanie Schienle

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101499 - Angewandte Mikroökonomik
- M-WIWI-101599 - Statistik und Ökonometrie

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**Events**

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<td>Economics III: Introduction in Econometrics</td>
<td>2 SWS</td>
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<td>2520017</td>
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**Competence Certificate**

The assessment consists of an 1h written exam according to Section 4(2), 1 of the examination regulation.

**Prerequisites**

None

*Below you will find excerpts from events regarding this course:*

**Economics III: Introduction in Econometrics**

**Lecture (V)**

**2520016, SS 2019, 2 SWS, Open in study portal**

**Learning Content**

Simple and multiple linear regression (estimating parameters, confidence interval, testing, prognosis, testing assumptions)

Multi equation models

Dynamic models

**Workload**

180 hours (6.0 Credits)

**Literature**

- Schneeweiß: Ökonometrie ISBN 3-7908-0008-2

**Elective literature:**

Additional literature will be suggested in course
**6.50 Course: eFinance: Information Systems for Securities Trading [T-WIWI-109941]**

**Responsible:** Prof. Dr. Christof Weinhardt  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
M-WIWI-101402 - eFinance  
M-WIWI-101423 - Topics in Finance II  
M-WIWI-101434 - eBusiness und Service Management  
M-WIWI-101465 - Topics in Finance I

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**Competence Certificate**
The assessment consists of a written exam (60 min) (§4(2), 1 of the examination regulations) and by submitting written essays as part of the exercise (§4(2), 3 SPO 2007 respectively §4(3) SPO 2015). 70% of the final grade is based on the written exam and 30% is based on assignments from the exercises. The points obtained in the exercises only apply to the first and second exam of the semester in which they were obtained.

**Prerequisites**
see below

**Modeled Conditions**
The following conditions have to be fulfilled:

1. The course T-WIWI-102600 - eFinance: Information Engineering and Management for Securities Trading must not have been started.

**Recommendation**
None

Below you will find excerpts from events regarding this course:

**eFinance: Information Systems for Securities Trading**

2540454, WS 18/19, 2 SWS, Open in study portal

**Description**
The theoretical part of the course examines the New Institutions Economics which provides a theoretically found explanation for the existence of markets and intermediaries. Building upon the foundations of the market micro structure, several key parameters and factors of electronic trading are examined. These insights gained along a structured securities trading process are complemented and verified by the analysis of prototypical trading systems developed at the institute as well as selected trading systems used by leading exchanges in the world. In the more practical-oriented second part of the lecture, speakers from practice will give talks about financial trading systems and link the theoretical findings to real-world systems and applications.
Learning Content
The theoretical part of the course examines the New Institutions Economics which provides a theoretically found explanation for the existence of markets and intermediaries. Building upon the foundations of the market micro structure, several key parameters and factors of electronic trading are examined. These insights gained along a structured securities trading process are complemented and verified by the analysis of prototypical trading systems developed at the institute as well as selected trading systems used by leading exchanges in the world. In the more practical-oriented second part of the lecture, speakers from practice will give talks about financial trading systems and link the theoretical findings to real-world systems and applications.

Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.

Literature


Elective literature:

6.51 Course: Energy Policy [T-WIWI-102607]

**Responsible:** Prof. Dr. Martin Wietschel

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101464 - Energiewirtschaft

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**Events**

| SS 2019 | 2581959 | Energy Policy | 2 SWS | Lecture (V) | Wietschel |

**Competence Certificate**

In all Master's degree programs the following applies: The exam is offered to first-time applicants for the last time in the winter semester 2017/18. The exam will continue to be offered in the bachelor's degree programs. The assessment consists of a written exam (60 minutes) according to Section 4(2), 1 of the examination regulation.

**Prerequisites**

None.

Below you will find excerpts from events regarding this course:

**Description**

The course deals with material and energy policy of policy makers and includes the effects of such policies on the economy as well as the involvement of industrial and other stakeholders in the policy design. At the beginning the neoclassical environment policy is discussed. Afterwards the Sustainable Development concept is presented and strategies how to translate the concept in policy decision follows. In the next part of the course an overview about the different environmental instruments classes, evaluation criteria for these instruments and examples of environmental instruments like taxes or certificates will be discussed. The final part deals with implementation strategies of material and energy policy.

**Learning Content**

The course deals with material and energy policy of policy makers and includes the effects of such policies on the economy as well as the involvement of industrial and other stakeholders in the policy design. At the beginning the neoclassical environment policy is discussed. Afterwards the Sustainable Development concept is presented and strategies how to translate the concept in policy decision follows. In the next part of the course an overview about the different environmental instruments classes, evaluation criteria for these instruments and examples of environmental instruments like taxes or certificates will be discussed. The final part deals with implementation strategies of material and energy policy.

**Workload**

The total workload for this course is approximately 105.0 hours. For further information see German version.

**Literature**

Will be announced in the lecture.
6.52 Course: Enterprise Architecture Management [T-WIWI-102668]

**Responsible:** Thomas Wolf  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-INFO-102060 - Weitere Leistungen  
M-WIWI-101476 - Geschäftsprozesse und Informationssysteme

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**Competence Certificate**  
The assessment of this course is a written (60 min.) or (if necessary) oral examination (30 min.) according to §4(2) of the examination regulation.

**Prerequisites**  
None

*Below you will find excerpts from events regarding this course:*

**Enterprise Architecture Management**  
2511600, WS 18/19, 2 SWS, Open in study portal

**Learning Content**  
The following topics will be covered: components of enterprise architecture, enterprise strategy including methods to develop strategies, business process (re)engineering, methods to implement changes within enterprises (management of change).

**Literature**
- Doppler, K., Lauterburg, Ch.: Change Management. Campus Verlag 1997
6.53 Course: Exchanges [T-WIWI-102625]

Responsible: Dr. Jörg Franke
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
         M-WIWI-101402 - eFinance
         M-WIWI-101465 - Topics in Finance I

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Competence Certificate
The examination will be offered latest until winter term 2018/2019 (repeaters only).

Prerequisites
None

Recommendation
None
6.54 Course: Exercises in Civil Law [T-INFO-102013]

**Responsible:** Prof. Dr. Thomas Dreier  
Dr. Yvonne Matz

**Organisation:** KIT Department of Informatics

**Part of:** M-INFO-101191 - Wirtschaftsprivatrecht

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**Modeled Conditions**
The following conditions have to be fulfilled:

1. The module M-INFO-101190 - Introduction to Civil Law must have been passed.
6.55 Course: Facility Location and Strategic Supply Chain Management [T-WIWI-102704]

**Responsible:** Prof. Dr. Stefan Nickel  
**Organisation:** KIT Department of Economics and Management

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**Competence Certificate**  
Due to a research semester of Professor Nickel in WS 19/20, the course "Facility Location and Strategic Supply Chain Management" does NOT take place in WS 19/20. In particular, neither WS 19/20 nor SS 20 will offer an exam for the lecture. The follow-up exam to the lecture in WS 18/19 takes place in SS 19 and is exclusively for students in the second examination. The exam takes place in every semester.

**Prerequisite**  
Prerequisite for admission to examination is the successful completion of the online assessments.

**Prerequisites**  
Prerequisite for admission to examination is the successful completion of the online assessments.

**Recommendation**  
None

**Annotation**  
The lecture is held in every winter term. The planned lectures and courses for the next three years are announced online.

Below you will find excerpts from events regarding this course:

**Facility Location and Strategic Supply Chain Management**

Since the classical work "Theory of the Location of Industries" of Weber from 1909, the determination of an optimal location of a new facility with respect to existing customers is strongly connected to logisticals planning. Strategic decisions concerning the location of facilities as production plants, distribution centers or warehouses are of high importance for the rentability of supply chains. Thoroughly carried out, location planning allows an efficient flow of materials and leads to lower costs and increased customer service.

Subject of the course is an introduction to the most important terms and definitions in location planning as well as the presentation of basic quantitative location planning models. Furthermore, specialized location planning models for Supply Chain Management will be addressed as they are part in many commercial SCM tools for strategic planning tasks.

**Annotation**  
The lecture is held in every winter term. The planned lectures and courses for the next three years are announced online.
Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.

Literature
Elective literature:

- Love, Morris, Wesolowsky: Facilities Location: Models and Methods, North Holland, 1988
**Course: Financial Accounting and Cost Accounting [T-WIWI-102816]**

**Responsible:** Dr. Jan-Oliver Strych

**Organisation:** KIT Department of Informatics
KIT Department of Economics and Management

**Part of:** M-WIWI-101492 - Betriebswirtschaftslehre

**Type**
Prüfungsleistung schriftlich

**Credits**
4

**Recurrence**
Each winter term

**Version**
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**Competence Certificate**
The assessment consists of a written exam following §4, Abs. 2, 1 of the examination regulation. The examination takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

Below you will find excerpts from events regarding this course:

**Rechnungswesen I**
2600002, WS 18/19, 2 SWS, Open in study portal

**Learning Content**
1. Introduction to accounting standards (IFRS, HGB)
2. Annual report and financial statements
3. Selected topics in financial accounting
4. Operational efficiency analysis
5. Financial Statement Analysis
6. Value-based management
7. Taxes
8. Creative accounting and compliance
9. Budgeting and benchmarking
10. Reporting

**Annotation**
It is recommended to have some skills about financial accounting on an introductory level.

**Workload**
The total workload for this course is approximately 120 hours. For further information see German version.
6.57 Course: Financial Accounting for Global Firms [T-WIWI-107505]

**Responsible:** Dr. Torsten Luedecke

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101423 - Topics in Finance II
- M-WIWI-101465 - Topics in Finance I

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**Competence Certificate**
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation.

**Prerequisites**
None

**Recommendation**
Basic knowledge in corporate finance and accounting.

**Annotation**
New lecture in the winter term 2017/18.

---

**Below you will find excerpts from events regarding this course:**

### Financial Accounting for Global Firms

**2530242, WS 18/19, 2 SWS, Open in study portal**

**Lecture (V)**

**Description**
Increasing globalization coupled with related regulations continues to put pressure on moving towards a common global accounting framework - International Financial Reporting Standards (IFRS). Currently, more than 100 countries use IFRS, so if a firm's business include global transactions, it is critical to know about the impact of IFRS on the financial reporting process and business. In the EU, IFRS are compulsory for listed companies's consolidated statements but have also gained factual significance for companies without statutory duty to use IFRS. The course introduces the conceptual framework of IFRS, discuss the primary financial statements according to IFRS and explains the underlying principles, concepts, and methods to prepare the financial statements. Special focus is given to some more complex accounting issues related to revenue recognition from contracts with customers, consolidation of different types of intercorporate investments, and foreign currency translation.
Learning Content
The lecture covers the following topics:

- The context of financial accounting for global firms
- The mechanics of financial accounting
- Accounting frameworks and concepts
- Content and presentation of financial statements
- Preparing financial statements
- Revenue recognition from contracts
- Tangible and intangible non-current assets
- Financial assets, liabilities, and equity
- Consolidation and the assessment of control
- Investment in associates and joint arrangements
- Business combinations
- Foreign currency translation

Literature
### Course: Financial Econometrics [T-WIWI-103064]

**Responsible:** Prof. Dr. Melanie Schienle  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101599 - Statistik und Ökonometrie

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**Competence Certificate**  
The assessment consists of a written exam (90 minutes) (following §4(2), 1 of the examination regulation).

**Prerequisites**  
None

**Recommendation**  
Knowledge of the contents covered by the course "Economics III: Introduction in Econometrics" [2520016]

**Annotation**  
The course takes place each second summer term: 2018/2020....
6.59 Course: Financial Intermediation [T-WIWI-102623]

**Responsible:** Prof. Dr. Martin Ruckes

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101423 - Topics in Finance II
- M-WIWI-101465 - Topics in Finance I

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<td>1 SWS</td>
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**Competence Certificate**
The assessment of this course is a written examination (following §4(2), 1 SPO) of 60 mins. The exam is offered each semester.

**Prerequisites**
None

**Recommendation**
None

*Below you will find excerpts from events regarding this course:*

### Lecture (V)

**Financial Intermediation**
2530232, WS 18/19, 2 SWS, [Open in study portal](#)

**Description**
- Arguments for the existence of financial intermediaries
- Bank loan analysis, relationship lending
- Competition in the banking sector
- Stability of the financial system
- The macroeconomic role of financial intermediation

**Learning Content**
- Arguments for the existence of financial intermediaries
- Bank loan analysis, relationship lending
- Stability of the financial system
- The macroeconomic role of financial intermediation
- Principles of the prudential regulation of banks

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**

**Elective literature:**
**6.60 Course: Financial Management [T-WIWI-102605]**

**Responsible:** Prof. Dr. Martin Ruckes

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101435 - Essentials of Finance

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**Competence Certificate**
The assessment consists of a written exam (60 min.) according to Section 4 (2), 1 of the examination regulation. The exam takes place at every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Recommendation**
Knowledge of the content of the course Business Administration: Finance and Accounting [25026/25027] is recommended.

*Below you will find excerpts from events regarding this course:*

**V Financial Management**

2530216, SS 2019, 2 SWS, Open in study portal

**Description**
Analytical methods and theories in the field 'Capital investments and financing' with the main focus on:

- Capital Structure
- Dividend policy
- Essentials of valuation
- Investment decisions
- Short term/long term finance
- Working Capital Management

**Learning Content**
Analytical methods and theories in the field of corporate finance with the main focus on:

- Liquidity and Working Capital Management
- Sources of short term/long term finance
- Capital Structure
- Dividend policy

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**

**Elective literature:**

6.61 Course: Foundations of Interactive Systems [T-WIWI-109816]

**Responsible:** Prof. Dr. Alexander Mädche

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-WIWI-101434 - eBusiness und Service Management
- M-WIWI-102752 - Fundamentals of Digital Service Systems

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**Events**

| SS 2019 | 2540560 | Foundations of Interactive Systems | 3 SWS | Lecture (V) | Mädche |

**Competence Certificate**
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation.

**Prerequisites**
None

**Recommendation**
None

**Annotation**
New course starting summer term 2019.

*Below you will find excerpts from events regarding this course:*

**Foundations of Interactive Systems**
2540560, SS 2019, 3 SWS, [Open in study portal](#)

**Description**
Advanced information and communication technologies make interactive systems ever-present in the users' private and business life. They are an integral part of smartphones, devices in the smart home, mobility vehicles as well as at the working place.

With the continuous growing capabilities of computers, the design of the interaction between human and computer becomes even more important. This lecture introduces foundations on design processes and principles for interactive systems.

The lecture focuses on foundational concepts, theories, practices and methods for the design of interactive systems. The students get the foundational knowledge to guide the design of interactive systems in business and private life.
6.62 Course: Foundations of Mobile Business [T-WIWI-104679]

**Responsible:** Prof. Dr. Andreas Oberweis
Dr.-Ing. Gunther Schiefer

**Organisation:** KIT Department of Economics and Management

**Part of:** M-INFO-102060 - Weitere Leistungen
M-WIWI-101476 - Geschäftsprozesse und Informationssysteme

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**Competence Certificate**
The assessment of this course is a written (60 min.) or (if necessary) oral examination according to §4(2) of the examination regulation.

**Prerequisites**
None

**Annotation**
Lecture and exercises are integrated.
6.63 Course: Fundamentals of Production Management [T-WIWI-102606]

**Responsible:** Prof. Dr. Frank Schultmann

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101437 - Industrielle Produktion I

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**Competence Certificate**
The assessment consists of a written exam (90 minutes) (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

*Below you will find excerpts from events regarding this course:*

**Fundamentals of Production Management**
2581950, SS 2019, 2 SWS, Open in study portal

**Description**
This lecture focuses on strategic production management with respect to various economic aspects. Interdisciplinary approaches of systems theory will be used to describe the challenges of industrial production. This course will emphasize the importance of R&D as the central step in strategic corporate planning to ensure future long-term success. In the field of site selection and planning for firms and factories, attention will be drawn upon individual aspects of existing and greenfield sites as well as existing distribution and supply centres. Students will obtain knowledge in solving internal and external transport and storage problems with respect to supply chain management and disposal logistics.

**Learning Content**
This lecture focuses on strategic production management with respect to various economic aspects. Interdisciplinary approaches of systems theory will be used to describe the challenges of industrial production. This course will emphasize the importance of R&D as the central step in strategic corporate planning to ensure future long-term success. In the field of site selection and planning for firms and factories, attention will be drawn upon individual aspects of existing and greenfield sites as well as existing distribution and supply centres. Students will obtain knowledge in solving internal and external transport and storage problems with respect to supply chain management and disposal logistics.

**Workload**
Total effort required will account for approximately 165h (5.5 credits).

**Literature**
will be announced in the course
Courses

6 COURSES

Course: Global Optimization I [T-WIWI-102726]

Responsible: Prof. Dr. Oliver Stein
Organisation: KIT Department of Economics and Management

Part of:
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101413 - Anwendungen des Operations Research
- M-WIWI-101936 - Methodische Grundlagen des OR

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Competence Certificate
Success is in the form of a written examination (60 min.) (according to § 4(2), 1 SPO) and possibly of a compulsory prerequisite.

The exam is offered in the lecture of semester and the following semester.
The success check can be done also with the success control for “Global optimization II”. In this case, the duration of the written exam is 120 min.

Prerequisites
None

Modeled Conditions
The following conditions have to be fulfilled:

1. The course T-WIWI-103638 - Global Optimization I and II must not have been started.

Recommendation
None

Annotation
Part I and II of the lecture are held consecutively in the same semester.

Below you will find excerpts from events regarding this course:

V Globale Optimierung I
2550134, SS 2019, 2 SWS, Open in study portal

Lecture (V)
Learning Content

In many optimization problems from economics, engineering and natural sciences, numerical solution methods are only able to efficiently identify local optimizers, while it is much harder to find globally optimal points. This corresponds to the fact that by local search it is easy to find the summit of the closest mountain, but that the search for the summit of Mount Everest is rather elaborate.

Part I of the lecture treats methods for global optimization of convex functions under convex constraints. It is structured as follows:

- Introduction, examples, and terminology
- Existence results
- Optimality in convex optimization
- Duality, bounds, and constraint qualifications
- Numerical methods

Nonconvex optimization problems are treated in part II of the lecture.

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.

Literature

- W. Alt: Numerische Verfahren der konvexen, nichtglatten Optimierung, Teubner 2004
6.65 Course: Global Optimization I and II [T-WIWI-103638]

**Responsible:** Prof. Dr. Oliver Stein

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101936 - Methodische Grundlagen des OR

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**Competence Certificate**

The assessment of the lecture is a written examination (120 minutes) according to §4(2), 1 of the examination regulation and possibly of a compulsory prerequisite. The examination is held in the semester of the lecture and in the following semester.

**Prerequisites**

None

**Modeled Conditions**

The following conditions have to be fulfilled:

1. The course T-WIWI-102726 - Global Optimization I must not have been started.
2. The course T-WIWI-102727 - Global Optimization II must not have been started.

**Recommendation**

None

**Annotation**

Part I and II of the lecture are held consecutively in the same semester.

*Below you will find excerpts from events regarding this course:*

**Globale Optimierung I**

2550134, SS 2019, 2 SWS, [Open in study portal]

**Learning Content**

In many optimization problems from economics, engineering and natural sciences, numerical solution methods are only able to efficiently identify local optimizers, while it is much harder to find globally optimal points. This corresponds to the fact that by local search it is easy to find the summit of the closest mountain, but that the search for the summit of Mount Everest is rather elaborate.

Part I of the lecture treats methods for global optimization of convex functions under convex constraints. It is structured as follows:

- Introduction, examples, and terminology
- Existence results
- Optimality in convex optimization
- Duality, bounds, and constraint qualifications
- Numerical methods

Nonconvex optimization problems are treated in part II of the lecture.

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.
Literature

- W. Alt Numerische Verfahren der konvexen, nichtglatten Optimierung Teubner 2004
- C.A. Floudas Deterministic Global Optimization Kluwer 2000
- R. Horst, H. Tuy Global Optimization Springer 1996

Globale Optimierung II
2550136, SS 2019, 2 SWS, Open in study portal

Learning Content
In many optimization problems from economics, engineering and natural sciences, numerical solution methods are only able to efficiently identify local optimizers, while it is much harder to find globally optimal points. This corresponds to the fact that by local search it is easy to find the summit of the closest mountain, but that the search for the summit of Mount Everest is rather elaborate.

The global solution of convex optimization problems is subject of part I of the lecture.

Part II of the lecture treats methods for global optimization of nonconvex functions under nonconvex constraints. It is structured as follows:

- Introduction and examples
- Convex relaxation
- Interval arithmetic
- Convex relaxation via aBB method
- Branch and bound methods
- Lipschitz optimization

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.

Literature

- W. Alt Numerische Verfahren der konvexen, nichtglatten Optimierung Teubner 2004
- C.A. Floudas Deterministic Global Optimization Kluwer 2000
- R. Horst, H. Tuy Global Optimization Springer 1996
**Course: Global Optimization II [T-WIWI-102727]**

**Responsible:** Prof. Dr. Oliver Stein

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101936 - Methodische Grundlagen des OR

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**Competence Certificate**
The assessment of the lecture is a written examination (60 minutes) according to §4(2), 1 of the examination regulation and possibly of a compulsory prerequisite.

The examination is held in the semester of the lecture and in the following semester.

The examination can also be combined with the examination of “Global optimization I”. In this case, the duration of the written examination takes 120 minutes.

**Prerequisites**
None

**Modeled Conditions**
The following conditions have to be fulfilled:

1. The course T-WIWI-103638 - Global Optimization I and II must not have been started.

**Annotation**
Part I and II of the lecture are held consecutively in the same semester.

**Below you will find excerpts from events regarding this course:**

**Globale Optimierung II**
2550136, SS 2019, 2 SWS, Open in study portal

**Learning Content**
In many optimization problems from economics, engineering and natural sciences, numerical solution methods are only able to efficiently identify local optimizers, while it is much harder to find globally optimal points. This corresponds to the fact that by local search it is easy to find the summit of the closest mountain, but that the search for the summit of Mount Everest is rather elaborate.

The global solution of convex optimization problems is subject of part I of the lecture.

Part II of the lecture treats methods for global optimization of nonconvex functions under nonconvex constraints. It is structured as follows:

- Introduction and examples
- Convex relaxation
- Interval arithmetic
- Convex relaxation via aBB method
- Branch and bound methods
- Lipschitz optimization

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.
Literature

- W. Alt Numerische Verfahren der konvexen, nichtglatten Optimierung Teubner 2004
- C.A. Floudas Deterministic Global Optimization Kluwer 2000
- R. Horst, H. Tuy Global Optimization Springer 1996
### 6.67 Course: Human Resource Management [T-WIWI-102909]

**Responsible:** Prof. Dr. Petra Nieken  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-INFO-102060 - Weitere Leistungen  
M-WIWI-101513 - Personal und Organisation

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#### Prerequisites
None

#### Recommendation
Completion of module Business Administration is recommended. Basic knowledge of microeconomics, game theory, and statistics is recommended.

#### Competence Certificate
The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation. The exam takes place in every semester. Re-examinations are offered at every ordinary examination date. In case of a small number of registrations, we might offer an oral exam instead of a written exam.

#### Learning Content
The students acquire basic knowledge in the fields of human resource planning, selection and talent management. Different processes and instruments and their link to corporate strategy are evaluated based on microeconomic and behavioral approaches. The results are tested and discussed based on empirical data.

#### Annotation

**Recommendations**
Completion of module Business Administration is recommended. Basic knowledge of microeconomics, game theory, and statistics is recommended.

#### Workload
The total workload for this course is approximately 135 hours.

- Lecture 32h
- Preparation of lecture 52h
- Exam preparation 51h

#### Literature
- Personnel Economics in Practice, Lazear & Gibbs, John Wiley & Sons, 2014
- Strategic Human Resources. Frameworks for General Managers, Baron & Kreps, John Wiley & Sons, 1999
6.68 Course: Industrial Organization [T-WIWI-102844]

**Responsible:** Prof. Dr. Johannes Philipp Reiß

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101499 - Angewandte Mikroökonomik
- M-WIWI-101501 - Wirtschaftstheorie

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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Recommendation**
Completion of the module Economics [WW1VWL] is assumed.

**Annotation**
This course is not given in summer 2017.

Below you will find excerpts from events regarding this course:

**Learning Content**
This course introduces the theory of industrial organization using game theoretical models. The course is divided into two parts: The first part reviews standard market forms (monopoly, oligopoly, perfect competition). The second part discusses more advanced topics including price discrimination, strategic product differentiation, cartel formation, market entry, and research and development.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**

**Compulsory Textbook:**

**Additional Literature:**
6.69 Course: Industrial Property and Copyright Law [T-INFO-101304]

**Responsible:** Prof. Dr. Thomas Dreier

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-101253 - Geistiges Eigentum und Datenschutz
- M-INFO-102060 - Weitere Leistungen

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6.70 Course: Information Security [T-WIWI-108387]

Responsible: Prof. Dr. Melanie Volkamer
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-104069 - Informationssicherheit

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Competence Certificate
The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation or an oral exam (30 min) following §4, Abs. 2, 2 of the examination regulation.

The exam takes place every semester and can be repeated at every regular examination date.

Prerequisites
None.

Below you will find excerpts from events regarding this course:

V Information Security
2511550, SS 2019, 2 SWS, Open in study portal

Description
- Basics and concepts of information security
- Understanding the protection objectives of information security and various attack models (including associated assumptions)
- Introduction of measures to achieve the respective protection goals, taking into account different attack models
- Note: In contrast to the IT Security lecture, measures such as encryption algorithms are treated only abstractly, i.e. the idea of the measure, assumptions to the attacker and the deployment environment.
- Presentation and analysis of problems of information security arising from human-machine interaction and presentation of the Human Centered Security by Design approach.
- Introduction into organisational protective measures and standards to be observed for companies

Learning Content
- Basics and concepts of information security
- Understanding the protection objectives of information security and various attack models (including associated assumptions)
- Introduction of measures to achieve the respective protection goals, taking into account different attack models
- Note: In contrast to the IT Security lecture, measures such as encryption algorithms are treated only abstractly, i.e. the idea of the measure, assumptions to the attacker and the deployment environment.
- Presentation and analysis of problems of information security arising from human-machine interaction and presentation of the Human Centered Security by Design approach.
- Introduction into organisational protective measures and standards to be observed for companies

Literature
6.71 Course: Integrated Network and Systems Management [T-INFO-101284]

**Responsible:** Prof. Dr. Bernhard Neumair

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101440 - Internetanwendungen

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6.72 Course: International Finance [T-WIWI-102646]

**Responsible:** Prof. Dr. Marliese Uhrig-Homburg

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101402 - eFinance
- M-WIWI-101423 - Topics in Finance II
- M-WIWI-101465 - Topics in Finance I

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**Competence Certificate**
See German version.

**Prerequisites**
None

**Recommendation**
None

**Annotation**
See German version.

Below you will find excerpts from events regarding this course:

**International Finance**

2530570, SS 2019, 2 SWS, Open in study portal

**Description**
The main aspects of this course are the chances and the risks which are associated with international transactions. We carry out our analysis from two distinct perspectives: First, the point of view of an international investor second that, of an international corporation. Several alternatives to the management of foreign exchange risks are shown. Due to the importance of foreign exchange risks, the first part of the course deals with currency markets. Furthermore, current exchange rate theories are discussed.

**Learning Content**
The main aspects of this course are the chances and the risks which are associated with international transactions. We carry out our analysis from two distinct perspectives: First, the point of view of an international investor second that, of an international corporation. Several alternatives to the management of foreign exchange risks are shown. Due to the importance of foreign exchange risks, the first part of the course deals with currency markets. Furthermore, current exchange rate theories are discussed.

**Workload**
The total workload for this course is approximately 90 hours. For further information see German version.

**Literature**

**Elective literature:**
6.73 Course: International Marketing [T-WIWI-102807]

**Responsible:** Dr. Sven Feurer

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101424 - Grundlagen des Marketing

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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation).

**Prerequisites**
None

**Annotation**
For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).

**Below you will find excerpts from events regarding this course:**

**International Marketing**

2572155, WS 18/19, 1 SWS, Open in study portal

**Description**
Doing marketing abroad creates a number of significant new challenges for firms. This class is intended to prepare you for meeting these challenges. In the first session, we will discuss the peculiarities of international marketing. The next five sessions will then be dedicated to methods that can be used to address them. For instance, we will look at the following issues:

- Internationalization strategies
- Market entry strategies
- Standardization vs. individualization (e.g. regarding products, prices, and communication)
- Measurement equivalence in international market research

In the final session, we will apply this knowledge to the case of Wal Mart. In particular, Wal Mart, despite being the largest retailing company worldwide, failed to successfully enter the German Market. We will discuss Wal Mart's failure using the methods taught in the weeks before.

**Learning Content**
Doing marketing abroad creates a number of significant new challenges for firms. This class is intended to prepare you for meeting these challenges. In the first session, we will discuss the peculiarities of international marketing. The next five sessions will then be dedicated to methods that can be used to address them. For instance, we will look at the following issues:

- Internationalization strategies
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- Standardization vs. individualization (e.g. regarding products, prices, and communication)
- Measurement equivalence in international market research

In the final session, we will apply this knowledge to the case of Wal Mart. In particular, Wal Mart, despite being the largest retailing company worldwide, failed to successfully enter the German Market. We will discuss Wal Mart's failure using the methods taught in the weeks before.

**Annotation**
For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).
**Workload**
The total workload for this course is approximately 45.0 hours. For further information see German version.

**Literature**
Course: Internship [T-WIWI-103093]

**Responsible:** Prof. Dr. Sebastian Abeck
Prof. Dr. Hagen Lindstädt

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101433 - Berufspraktikum

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**Competence Certificate**
see module description

**Prerequisites**
see module description

**Annotation**
see module description
### 6.75 Course: Introduction in Computer Networks [T-INFO-102015]

**Responsible:** Prof. Dr. Martina Zitterbart  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-101178 - Kommunikation und Datenhaltung  
- M-INFO-101194 - Telematics  
- M-INFO-102060 - Weitere Leistungen

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6.76 Course: Introduction to Energy Economics [T-WIWI-102746]

**Responsible:** Prof. Dr. Wolf Fichtner

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101464 - Energiewirtschaft

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**Competence Certificate**

The assessment consists of a written exam (90 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation.

**Prerequisites**

None.

**Below you will find excerpts from events regarding this course:**

### Introduction to Energy Economics

2581010, SS 2019, 2 SWS, [Open in study portal](#)

**Lecture (V)**

**Learning Content**

1. Introduction: terms, units, conversions
2. The energy carrier gas (reserves, resources, technologies)
3. The energy carrier oil (reserves, resources, technologies)
4. The energy carrier hard coal (reserves, resources, technologies)
5. The energy carrier lignite (reserves, resources, technologies)
6. The energy carrier uranium (reserves, resources, technologies)
7. The final carrier source electricity
8. The final carrier source heat
9. Other final energy carriers (cooling energy, hydrogen, compressed air)

**Workload**

The total workload for this course is approximately 165.0 hours. For further information see German version.

**Literature**

**Complementary literature:**

- Feess, Eberhard. Umweltökonomie und Umweltpolitik. ISBN 3-8006-2187-8
6.77 Course: Introduction to Game Theory [T-WIWI-102850]

Responsible: Prof. Dr. Clemens Puppe
Prof. Dr. Johannes Philipp Reiß

Organisation: KIT Department of Economics and Management

Part of:
M-INFO-102060 - Weitere Leistungen
M-WIWI-101499 - Angewandte Mikroökonomik
M-WIWI-101501 - Wirtschaftstheorie

Type
Prüfungsleistung schriftlich

Credits
4,5

Recurrence
Each summer term

Version
1

Events

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<td>Practice (Ü)</td>
<td>Übungen zu Einführung in die Spieltheorie</td>
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Competence Certificate
The assessment consists of a written exam (60 minutes) according to Section 4(2),1 of the examination regulation. The exam takes place in the recess period and can be resited at every ordinary examination date.

Prerequisites
None

Recommendation
Basic knowledge of mathematics and statistics is assumed.

Below you will find excerpts from events regarding this course:

Introduction to Game Theory
2520525, SS 2019, 2 SWS, Open in study portal

Learning Content
The course focusses on non-cooperative game theory. It discusses models, solution concepts, and applications for simultaneous games as well as sequential games. Various solution concepts, e.g., Nash equilibrium and subgame-perfect equilibrium, are introduced along with more advanced concepts. A short introduction to cooperative game theory is given if there is sufficient time.

Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.

Literature
Compulsory textbook:

Additional Literature:
**Course: Introduction to Information Engineering and Management [T-WIWI-102757]**

**Responsible:** Prof. Dr. Andreas Geyer-Schulz  
Prof. Dr. Christof Weinhardt

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101491 - Grundlagen der Betriebswirtschaftslehre

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<th>2540490</th>
<th>Introduction to Information Engineering and Management</th>
<th>2 SWS</th>
<th>Lecture (V)</th>
<th>Geyer-Schulz, Weinhardt</th>
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<tr>
<td>SS 2019</td>
<td>2540491</td>
<td>Tutorien zur Einführung in die Informationswirtschaft</td>
<td>2 SWS</td>
<td>Tutorial (Tu)</td>
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</table>

**Competence Certificate**
The assessment consists of a written exam (60 min) (according to §4(2), 1 of the examination regulation). Details on the formation of the grade will be announced at the beginning of the event.

**Prerequisites**
None

*Below you will find excerpts from events regarding this course:*

**Introduction to Information Engineering and Management**

**2540490, SS 2019, 2 SWS, Open in study portal**

**Description**
The last years have seen the rise of information companies whose company purpose is the generation and distribution of informations. In these companies, as well as companies of the old economy, the role of information, communication, and their cost is increasing. Some of the problems related with this trend are presented and treated in-depth in the course Introduction to Information Engineering and Management. The goal of this course is to present the foundation of information engineering and management and the necessary linking of the different disciplines in today's information society. The course is completely motivated by authentic, real-world examples. With the help of these examples, the following topics as well as the interdependencies between business administration, economics, information technology, and law, are treated: The foundation of a company: Choosing the legal form and financing Financial planning and investment Information and information technology Outsourcing und horizontale Unternehmensintegration Service Engineering Electronic markets Logistics/SCM Web/Internet-Marketing Production and Procurement
Learning Content
The last years have seen the rise of information companies whose company purpose is the generation and distribution of informations. In these companies, as well as companies of the old economy, the role of information, communication, and their cost is increasing. Some of the problems related with this trend are presented and treated in-depth in the course *Introduction to Information Engineering and Management*.

The goal of this course is to present the foundation of information engineering and management and the necessary linking of the different disciplines in today's information society. The course is completely motivated by authentic, real-world examples. With the help of these examples, the following topics as well as the interdependencies between business administration, economics, information technology, and law, are treated:

- The foundation of a company: Choosing the legal form and financing
- Information for economic decision support.
- Organizing information flows, valuation of information
- Network Economies
- Service Engineering
- Electronic markets
- Logistics/SCM
- Web/Internet-Marketing
- Production and Procurement

Workload
The total workload for this course should be 120 hours on average. For more details please consult the german version of the Module Handbook.

Literature

Elective literature:
### Course: Introduction to Operations Research I and II [T-WIWI-102758]

**Responsible:** Prof. Dr. Stefan Nickel  
Prof. Dr. Steffen Rebennack  
Prof. Dr. Oliver Stein

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101418 - Einführung in das Operations Research

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<td>Introduction to Operations Research I</td>
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**Competence Certificate**

The assessment of the module is carried out by a written examination (120 minutes) according to Section 4(2), 1 of the examination regulation.

In each term (usually in March and July), one examination is held for both courses.

The overall grade of the module is the grade of the written examination.

**Prerequisites**

None

**Recommendation**

Mathematics I and II. Programming knowledge for computing exercises.

It is strongly recommended to attend the course Introduction to Operations Research I [2550040] before attending the course Introduction to Operations Research II [2530043].

**Below you will find excerpts from events regarding this course:**

**Introduction to Operations Research II**

2530043, WS 18/19, 2 SWS, Open in study portal

**Description**

Integer and Combinatorial Programming: Basic notions, cutting plane methods, branch and bound methods, branch and cut methods, heuristics.

Nonlinear Programming: Basic notions, optimality conditions, solution methods for convex and nonconvex optimization problems.

Dynamic and stochastic models and methods: dynamical programming, Bellman method, lot sizing models, dyanalical and stochastic inventory models, queuing theory.

**Learning Content**

Integer and Combinatorial Programming: Basic notions, cutting plane methods, branch and bound methods, branch and cut methods, heuristics.

Nonlinear Programming: Basic notions, optimality conditions, solution methods for convex and nonconvex optimization problems.

Dynamic and stochastic models and methods: dynamical programming, Bellman method, lot sizing models, dynamical and stochastic inventory models, queuing theory.
Introduction to Operations Research I

Description
Examples for typical OR problems.
Linear Programming: Basic notions, simplex method, duality, special versions of the simplex method (dual simplex method, three phase method), sensitivity analysis, parametric optimization, game theory.
Graphs and Networks: Basic notions of graph theory, shortest paths in networks, project scheduling, maximal and minimal cost flows in networks.

Learning Content
Examples for typical OR problems.
Linear Programming: Basic notions, simplex method, duality, special versions of the simplex method (dual simplex method, three phase method), sensitivity analysis, parametric optimization, multicriteria optimization.
Graphs and Networks: Basic notions of graph theory, shortest paths in networks, project scheduling, maximal flows in networks.

Workload
Berechnung des Arbeitsaufwands eines durchschnittlichen Studenten um die Lernziele zu erreichen. (Intern)
Eine Vernetzung von learning outcomes (Wissen (content), Kompetenzen (skills) und levels mit dem dafür geschätzten Arbeitsaufwand eines durchschnittlichen Studenten ist anzustreben.

Literature
6.80 Course: Introduction to Public Finance [T-WIWI-102877]

**Responsible:** Prof. Dr. Berthold Wigger

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101403 - Finanzwissenschaft

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<td>Introduction to Public Finance</td>
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**Competence Certificate**
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation SPO 2015.

**Prerequisites**
None

Below you will find excerpts from events regarding this course:

**Learning Content**
The course *Introduction to Public Finance* provides an overview of the fundamental issues in public economics. The first part of the course deals with normative theories about the economic role of the state in a market economy. Welfare economics theory is offered as a base model, with which alternative normative theories are compared and contrasted. Within this theoretical framework, arguments concerning efficiency and equity are developed as justification for varying degrees of economic intervention by the state. The second part of the course deals with the positivist theory of public economics. Processes of public decision making are examined and the conditions that lead to market failures resulting from collective action problems are discussed. The third part of the course examines a variety of public spending programs, including social security systems, the public education system, and programs aimed at reducing poverty. The fifth part of the course addresses the key theoretical and political issues associated with fiscal federalism.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**
6.81 Course: Introduction to Stochastic Optimization [T-WIWI-106546]

**Responsible:** Prof. Dr. Steffen Rebennack

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-103337 - Optimierung unter Unsicherheit

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<td>Einführung in die Stochastische Optimierung</td>
<td>2 SWS</td>
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<td>SS 2019</td>
<td>2550471</td>
<td>Übung zur Einführung in die Stochastische Optimierung</td>
<td>1 SWS</td>
<td>Practice (Ü)</td>
<td>Rebennack, Assistenten</td>
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**Competence Certificate**
The assessment consists of a written exam (60 minutes) according to Section 4(2), 1 of the examination regulation. The exam takes place in every the semester.

**Prerequisites**
None.
**6.82 Course: Investments [T-WIWI-102604]**

**Responsible:** Prof. Dr. Marliese Uhrig-Homburg  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101435 - Essentials of Finance

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<td>2530576</td>
<td>Übung zu Investments</td>
<td>1 SWS</td>
<td>Practice (Ü)</td>
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**Competence Certificate**
The assessment consists of a written exam (75 min) according to Section 4(2), 1 of the examination regulation. The examination takes place in every semester. Re-examinations are offered at every ordinary examination date. A bonus can be earned through successful participation in the exercise. If the grade of the written examination is between 4.0 and 1.3, the bonus improves the grade by one grade level (0.3 or 0.4). The exact criteria for awarding a bonus will be announced at the beginning of the course.

**Prerequisites**
None

**Recommendation**
Knowledge of Business Administration: Finance and Accounting [2610026] is recommended.

Below you will find excerpts from events regarding this course:

**Investments**

2530575, SS 2019, 2 SWS, [Open in study portal](#)

**Description**
The lecture deals with investment decisions under uncertainty, where the main emphasis is on investment decisions on stock markets. After a discussion of the basic questions of corporate valuation, the lecture focuses on portfolio theory. After that, risk and return in equilibrium are derived using the Capital Asset Pricing Model and the Arbitrage Pricing Theory, followed by an introduction into derivatives markets, especially forwards and futures. The lecture concludes with investments on bond markets.

**Learning Content**
The lecture deals with investment decisions under uncertainty, where the main emphasis is on investment decisions on stock markets. After a discussion of the basic questions of corporate valuation, the lecture focuses on portfolio theory. After that, risk and return in equilibrium are derived using the Capital Asset Pricing Model and the Arbitrage Pricing Theory. The lecture concludes with investments on bond markets.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.

**Literature**

Elective literature:  
### Course: IT-Security Management for Networked Systems [T-INFO-101323]

**Responsible:** Prof. Dr. Hannes Hartenstein  
**Organisation:** KIT Department of Informatics  
**Part of:**  
1. M-INFO-100786 - IT-Sicherheitsmanagement für vernetzte Systeme  
2. M-INFO-102060 - Weitere Leistungen

#### Type
- Prüfungsleistung mündlich

#### Credits
- 5

#### Recurrence
- Each winter term

#### Version
- 1

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<td>IT-Security Management for Networked Systems</td>
<td>3 SWS</td>
<td>Hartenstein, Grashöfer, Neudecker</td>
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### 6.84 Course: Lab: Working with Database Systems [T-INFO-103552]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-101193 - Grundlagen von Informationssystemen  
- M-INFO-101229 - Datenbanksysteme in Theorie und Praxis  
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements  
- M-INFO-102060 - Weitere Leistungen

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<td>Arbeiten mit Datenbanksystemen</td>
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**Modeled Conditions**

The following conditions have to be fulfilled:

1. The course T-INFO-101497 - Database Systems must have been passed.
**6.85 Course: Logistics - Organisation, Design and Control of Logistic Systems [T-MACH-102089]**

**Responsible:** Prof. Dr.-Ing. Kai Furmans  
**Organisation:** KIT Department of Mechanical Engineering

**Part of:**  
M-INFO-102060 - Weitere Leistungen  
M-WIWI-101421 - Supply Chain Management

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**Events**  
SS 2019  
2118078  
Logistics - Organisation, Design, and Control of Logistic Systems  
3 SWS  
Lecture (V)  
Furmans

**Competence Certificate**  
The assessment consists of a 90 minutes written examination (according to §4(2), 1 of the examination regulation).

**Prerequisites**  
None

**Recommendation**  
Required are lectures on "Linear Algebra" and "Stochastic".

*Below you will find excerpts from events regarding this course:*

**Logistics - Organisation, Design, and Control of Logistic Systems**  
2118078, SS 2019, 3 SWS, [Open in study portal](#)

**Description**  
**Media:**  
Blackboard, LCD projector, in exercises also PCs.
Learning Content

Introduction

- historical overview
- lines of development

Structure of logistics systems

Distribution logistics

- location planning
- Vehicle Routing Planning
- distribution centers

Inventory management

- demand forecasting
- Inventory management policies
- Bullwhip effect

Production logistics

- layout planning
- material handling
- flow control

Supply Management

- information flow
- transportation organization
- controlling and development of a logistics system
- co-operation mechanisms
- Lean SCM
- SCOR model

Identification Technologies

Workload

180 hrs

Literature

- Arnold/Isermann/Kuhn/Tempelmeier. Handbuch Logistik, Springer Verlag, 2002 (Neuausgabe in Arbeit)
- Domschke. Logistik, Rundreisen und Touren, Oldenbourg Verlag, 1982
- Domschke/Drexl. Logistik, Standorte, Oldenbourg Verlag, 1996
- Gudehus. Logistik, Springer Verlag, 2007
- Tempelmeier. Bestandsmanagement in Supply Chains, Books on Demand 2006
6 COURSES

Course: Logistics and Supply Chain Management [T-WIWI-102870]

| Responsible: | Dr. Marcus Wiens |
| Organisation: | KIT Department of Economics and Management |
| Part of: | M-INFO-102060 - Weitere Leistungen |
| | M-WIWI-101437 - Industrielle Produktion I |

| Type | Prüfungsleistung schriftlich |
| Credits | 3.5 |
| Recurrence | Each summer term |
| Version | 1 |

Competence Certificate
The assessment consists of an oral (30 minutes) or a written (60 minutes) exam (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

Prerequisites
None

Below you will find excerpts from events regarding this course:

Logistics and Supply Chain Management
2581996, SS 2019, 2 SWS, Open in study portal

Learning Content

- Introduction: Basic Terms and Concepts
- Logistics Systems and Supply Chain Management
- Supply Chain Risk Management
- Extensions and Applications

Workload
Total effort required will account for approximately 105h (3.5 credits).

Literature
will be announced in the course
T 6.87 Course: Macroeconomic Theory [T-WIWI-109121]

Responsibles: Prof. Dr. Johannes Brumm
Organisation: KIT Department of Economics and Management
Part of: M-WIWI-101501 - Wirtschaftstheorie
M-WIWI-101668 - Wirtschaftspolitik I

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Type: Prüfungsleistung schriftlich

Competence Certificate
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation.

Prerequisites
None.

Below you will find excerpts from events regarding this course:

V Macroeconomic Theory
2560404, WS 18/19, 2 SWS, Open in study portal

Description
This course introduces a modern approach to macroeconomics by building on microeconomic principles. To be able to rigorously address key macroeconomic questions a general framework based on intertemporal decision making is introduced. Starting by the principles of consumer and firm behavior, this framework is successively expanded by introducing market imperfections, monetary factors as well as international trade. With this framework at hand students are able to analyze labor market policies, government deficits, monetary policy, financial crises, trade policy, and other important macroeconomic problems. Throughout the course, we not only point out the power of theory but also its limitations.

Workload
The total workload for this course is approximately 135 hours. For further information see the German version.

Literature
Literature and lecture notes are provided during the course.
6.88 Course: Management and Strategy [T-WIWI-102629]

**Responsible:** Prof. Dr. Hagen Lindstädt  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
M-INFO-102060 - Weitere Leistungen  
M-WIWI-101425 - Strategie und Organisation

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**Events**

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**Competence Certificate**

The assessment consists of a written exam (60 min) taking place at the beginn of the recess period (according to §4 (2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**

None

**Below you will find excerpts from events regarding this course:**

**Management and Strategy**  
2577900, SS 2019, 2 SWS, Open in study portal

**Description**

- Corporate management principles
- Strategic management principles
- Strategic analysis
- Competitive strategy: modelling and selection on a divisional level
- Strategies for oligopolies and networks: anticipation of dependencies
- Corporate strategy: modelling and evaluation on a corporate level
- Strategy implementation

**Learning Content**

The participants learn about central concepts of strategic management along the ideal-typical strategy process: internal and external strategic analysis, concept and sources of competitive advantages, their importance when establishing competitive and corporate strategies as well as strategy assessment and implementation. This aims in particular to provide a summary of the basic concepts and models of strategic management, i.e. to provide in particular an action-oriented integration. Thereby a focus is on imparting knowledge about how price developments in oligopolistic markets can be understood, modeled and forecasted based on game theory.

**Annotation**

The credits for the course "Management and Strategy" have been changed from 4 to 3,5 from summer term 2015 on.

**Workload**

The total workload for this course is approximately 105.0 hours. For further information see German version.

**Literature**


The relevant excerpts and additional sources are made known during the course.
Competence Certificate
The assessment will consist of a written exam (60 min) taking place at the beginning of the recess period (according to Section 4 (2), 2 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

Prerequisites
None

Below you will find excerpts from events regarding this course:

Description

- Principles of organisational management
- Managing organisational structures and processes: the selection of design parameters
- Ideal-typical organisational structures: choice and effect of parameter combinations
- Managing organisational changes

Learning Content
The course should enable the participants to assess the strengths and weaknesses of existing organisational structures and rules using systematic criteria. Here concepts and models for designing organisation structures, regulating organizational processes and managing organisational changes are presented and discussed using case studies. The course is structured to relate to actions and aims to give students a realistic view of the opportunities and limits of rational design approaches.

Annotation
The credits for the course "Managing Organizations" have been changed from 4 to 3,5 from summer term 2015 on.

Workload
The total workload for this course is approximately 105.0 hours. For further information see German version.

Literature


The relevant excerpts and additional sources are made known during the course.
6.90 Course: Managing the Marketing Mix [T-WIWI-102805]

**Responsible:** Prof. Dr. Martin Klarmann

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101424 - Grundlagen des Marketing

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**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation).

**Prerequisites**
None

**Annotation**
For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).

*Below you will find excerpts from events regarding this course:*

**Managing the Marketing Mix**
2571152, SS 2019, 2 SWS, Open in study portal

**Learning Content**
The content of this course concentrates on the four elements of the marketing mix. Therefore the four main chapters are:

- Product management
- Pricing
- Promotion
- Sales management

**Annotation**
For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.
6.91 Course: Mathematics I for Information Engineering and Management - Exam [T-MATH-102266]

**Responsible:** Prof. Dr. Andreas Rieder  
Dr. Daniel Weiß  
Prof. Dr. Christian Wieners

**Organisation:** KIT Department of Mathematics

**Part of:** M-MATH-101311 - Mathematik I

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6.92 Course: Mathematics I for Information Engineering and Management - Exercise [T-MATH-102267]

**Responsible:** Prof. Dr. Andreas Rieder
Dr. Daniel Weiss
Prof. Dr. Christian Wieners

**Organisation:** KIT Department of Mathematics

**Part of:** M-MATH-101311 - Mathematik I

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6.93 Course: Mathematics II for Information Engineering and Management - Exam [T-MATH-102269]

**Responsible:**
- Prof. Dr. Andreas Rieder
- Dr. Daniel Weiss
- Prof. Dr. Christian Wieners

**Organisation:**
- KIT Department of Mathematics

**Part of:**
- M-MATH-101312 - Mathematik II

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Information Engineering and Management B.Sc.
Module Handbook as of 04.03.2019
**6.94 Course: Mathematics II for Information Engineering and Management - Exercise [T-MATH-102268]**

**Responsible:** Prof. Dr. Andreas Rieder  
Dr. Daniel Weiß  
Prof. Dr. Christian Wieners

**Organisation:** KIT Department of Mathematics

**Part of:** M-MATH-101312 - Mathematik II

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### Course: Mechanisms and Applications of Workflow Systems [T-INFO-101257]

**Responsible:** Jutta Mülle  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-101193 - Grundlagen von Informationssystemen  
- M-INFO-101193 - Grundlagen von Informationssystemen  
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements  
- M-INFO-102060 - Weitere Leistungen

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Course: Mechano-Informatics and Robotics [T-INFO-101294]

Responsible: Prof. Dr.-Ing. Tamim Asfour
Organisation: KIT Department of Informatics
Part of: M-INFO-100757 - Mechano-Informatik in der Robotik
M-INFO-102060 - Weitere Leistungen

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Below you will find excerpts from events regarding this course:

Mechano-Informatics and Robotics
2400077, WS 18/19, 2 SWS, Open in study portal  
Lecture (V)

Learning Content
The lecture addresses various engineering and algorithmic aspects and topics in robotics which are illustrated and explained based on examples originating from current research conducted in the field of humanoid robotics. First, this lecture gives an introduction into the mathematical fundamentals which are needed to describe a robotic system as well as the basic algorithms commonly applied in motion planning. Subsequently, models and methods are introduced with which dynamical systems can be formalized and which can be used to encode and represent robot actions. To do so, we will discuss linear time-invariant systems in state.
### Course: Mobile Computing and Internet of Things [T-INFO-102061]

**Responsible:** Prof. Dr.-Ing. Michael Beigl  
**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-101249 - Mobile Computing und Internet der Dinge  
M-INFO-102060 - Weitere Leistungen

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**Notes**

Lecture: Tue: 9:45-11:15. Exercise will be Tue 8:00-9:30. FIRST EXERCISE WILL BE ANNOUNCED. NO EXERCISE on Tue Oct, 17.

**Literature**

Wird in der Vorlesung bekannt gegeben
Course: Modeling and OR-Software: Introduction [T-WIWI-106199]

Responsible: Prof. Dr. Stefan Nickel
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101413 - Anwendungen des Operations Research

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Competence Certificate
The assessment is a 120 minutes examination, including a written and a practical part (according to §4(2), 1 of the examination regulation).
The examination is held in the term of the software laboratory and the following term.

Prerequisites
None

Recommendation
Firm knowledge of the contents from the lecture Introduction to Operations Research [2550040] of the module Operations Research [WW1OR].

Annotation
Due to capacity restrictions, registration before course start is required. For further information see the webpage of the course.
The lecture is offered in every term. The planned lectures and courses for the next three years are announced online.

Below you will find excerpts from events regarding this course:

Modellieren und OR-Software: Einführung
2550490, SS 2019, 3 SWS, Open in study portal

Learning Content
The task of solving combinatorial and nonlinear optimization problems imposes much higher requirements on suggested solution approaches as in linear programming.

During the course of this software laboratory, students get to know important methods from combinatorial optimization, e.g. Branch & Cut- or Column Generation methods and are enabled to solve problems with the software system IBM ILOG CPLEX Optimization Studio and the corresponding modeling language OPL. In addition, issues of nonlinear optimization, e.g. quadratic optimization, are addressed. As an important part of the software laboratory, students get the possibility to model combinatorial and nonlinear problems and implement solution approaches in the software system.
The software laboratory also introduces some of the most frequently used modelling and programming languages that are used in practice to solve optimization problems.

Annotation
Due to capacity restrictions, registration before course start is required. For further information see the webpage of the course.
The lecture is offered irregularly. The planned lectures and courses for the next three years are announced online.

Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.
T 6.99 Course: Nonlinear Optimization I [T-WIWI-102724]

Responsible: Prof. Dr. Oliver Stein
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101936 - Methodische Grundlagen des OR
M-WIWI-103337 - Optimierung unter Unsicherheit

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Competence Certificate
The assessment consists of a written exam (60 minutes) according to Section 4(2), 1 of the examination regulation and possibly of a compulsory prerequisite.

The exam takes place in the semester of the lecture and in the following semester.

The examination can also be combined with the examination of Nonlinear Optimization II [2550113]. In this case, the duration of the written examination takes 120 minutes.

Prerequisites
The module component exam T-WIWI-103637 "Nonlinear Optimization I and II" may not be selected.

Modeled Conditions
The following conditions have to be fulfilled:

1. The course T-WIWI-103637 - Nonlinear Optimization I and II must not have been started.

Annotation
Part I and II of the lecture are held consecutively in the same semester.

Below you will find excerpts from events regarding this course:

V Nichtlineare Optimierung I
2550111, WS 18/19, 2 SWS, Open in study portal
Lecture (V)

Learning Content
The lecture treats the minimization of smooth nonlinear functions under nonlinear constraints. For such problems, which occur very often in economics, engineering, and natural sciences, we derive optimality conditions that form the basis for numerical solution methods. The lecture is structured as follows:

- Introduction, examples, and terminology
- Existence results for optimal points
- First and second order optimality conditions for unconstrained problems
- Optimality conditions for unconstrained convex problems
- Numerical methods for unconstrained problems (line search, steepest descent method, variable metric methods, Newton method, Quasi Newton methods, CG method, trust region method)

Constrained problems are the contents of part II of the lecture.

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.
Annotation
Part I and II of the lecture are held consecutively in the same semester.

Literature
Elective literature:

- W. Alt, Nichtlineare Optimierung, Vieweg, 2002
- M.S. Bazaraa, H.D. Sherali, C.M. Shetty, Nonlinear Programming, Wiley, 1993
6 COURSES

Course: Nonlinear Optimization I and II [T-WIWI-103637]

6.100 Course: Nonlinear Optimization I and II [T-WIWI-103637]

Responsible: Prof. Dr. Oliver Stein
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101936 - Methodische Grundlagen des OR

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Competence Certificate
The assessment consists of a written exam (120 minutes) according to Section 4(2), 1 of the examination regulation and possibly of a compulsory prerequisite.

The exam takes place in the semester of the lecture and in the following semester.

Prerequisites
None.

Modeled Conditions
The following conditions have to be fulfilled:

1. The course T-WIWI-102724 - Nonlinear Optimization I must not have been started.
2. The course T-WIWI-102725 - Nonlinear Optimization II must not have been started.

Annotation
Part I and II of the lecture are held consecutively in the same semester.

Below you will find excerpts from events regarding this course:

Nichtlineare Optimierung I
2550111, WS 18/19, 2 SWS, Open in study portal
Lecture (V)

Learning Content
The lecture treats the minimization of smooth nonlinear functions under nonlinear constraints. For such problems, which occur very often in economics, engineering, and natural sciences, we derive optimality conditions that form the basis for numerical solution methods. The lecture is structured as follows:

- Introduction, examples, and terminology
- Existence results for optimal points
- First and second order optimality conditions for unconstrained problems
- Optimality conditions for unconstrained convex problems
- Numerical methods for unconstrained problems (line search, steepest descent method, variable metric methods, Newton method, Quasi Newton methods, CG method, trust region method)

Constrained problems are the contents of part II of the lecture.

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.
### Annotation
Part I and II of the lecture are held consecutively in the same semester.

### Literature
**Elective literature:**
- W. Alt, Nichtlineare Optimierung, Vieweg, 2002
- M.S. Bazaraa, H.D. Sherali, C.M. Shetty, Nonlinear Programming, Wiley, 1993

### Learning Content
The lecture treats the minimization of smooth nonlinear functions under nonlinear constraints. For such problems, which occur very often in economics, engineering, and natural sciences, we derive optimality conditions that form the basis for numerical solution methods. Part I of the lecture treats unconstrained optimization problems. Part II of the lecture is structured as follows:

- Topology and first order approximations of the feasible set
- Theorems of the alternative, first and second order optimality conditions for constrained problems
- Optimality conditions for constrained convex problems
- Numerical methods for constrained problems (penalty method, multiplier method, barrier method, interior point method, SQP method, quadratic optimization)

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.

### Annotation
Part I and II of the lecture are held consecutively in the same semester.

### Literature
**Elective literature:**
- W. Alt, Nichtlineare Optimierung, Vieweg, 2002
- M.S. Bazaraa, H.D. Sherali, C.M. Shetty, Nonlinear Programming, Wiley, 1993
T 6.101 Course: Nonlinear Optimization II [T-WIWI-102725]

Responsible: Prof. Dr. Oliver Stein

Organisation: KIT Department of Economics and Management

Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101936 - Methodische Grundlagen des OR

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Competence Certificate

The assessment consists of a written exam (60 minutes) according to Section 4(2), 1 of the examination regulation and possibly of a compulsory prerequisite.

The exam takes place in the semester of the lecture and in the following semester.

The exam can also be combined with the examination of Nonlinear Optimization I [2550111]. In this case, the duration of the written exam takes 120 minutes.

Prerequisites

None.

Modeled Conditions

The following conditions have to be fulfilled:

1. The course T-WIWI-103637 - Nonlinear Optimization I and II must not have been started.

Annotation

Part I and II of the lecture are held consecutively in the same semester.

Below you will find excerpts from events regarding this course:

V Nichtlineare Optimierung II

2550113, WS 18/19, 2 SWS, Open in study portal

Lecture (V)

Learning Content

The lecture treats the minimization of smooth nonlinear functions under nonlinear constraints. For such problems, which occur very often in economics, engineering, and natural sciences, we derive optimality conditions that form the basis for numerical solution methods. Part I of the lecture treats unconstrained optimization problems. Part II of the lecture is structured as follows:

- Topology and first order approximations of the feasible set
- Theorems of the alternative, first and second order optimality conditions for constrained problems
- Optimality conditions for constrained convex problems
- Numerical methods for constrained problems (penalty method, multiplier method, barrier method, interior point method, SQP method, quadratic optimization)

The lecture is accompanied by computer exercises in which you can learn the programming language MATLAB and implement and test some of the methods for practically relevant examples.

Annotation

Part I and II of the lecture are held consecutively in the same semester.
Literature

Elective literature:

- W. Alt, Nichtlineare Optimierung, Vieweg, 2002
- M.S. Bazaraa, H.D. Sherali, C.M. Shetty, Nonlinear Programming, Wiley, 1993
6.102 Course: Operative CRM [T-WIWI-102597]

**Responsible:** Prof. Dr. Andreas Geyer-Schulz

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101422 - Vertiefung im Customer Relationship Management
- M-WIWI-101460 - CRM und Servicemanagement

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**Events**

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<td>Lecture (V)</td>
<td>Geyer-Schulz</td>
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<td>1 SWS</td>
<td>Practice (Ü)</td>
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**Competence Certificate**

Written examination (60 minutes) according to §4(2), 1 SPO. The exam is considered passed if at least 50 out of a maximum of 100 possible points are achieved. The grades are graded in five steps (best grade 1.0 from 95 points). Details of the grade formation and scale will be announced in the course.

A bonus can be acquired through successful participation in the practice. If the grade of the written examination is between 4.0 and 1.3, the bonus improves the grade by one grade level (0.3 or 0.4). The exact criteria for awarding a bonus will be announced at the beginning of the course.

**Prerequisites**

None

**Recommendation**

The attendance of courses Customer Relationship Management and Analytical CRM is advised.

Below you will find excerpts from events regarding this course:

**Operative CRM**

*2540522, WS 18/19, 2 SWS, [Open in study portal]*

**Learning Content**

The Student should be able to understand and implement methods and applications within the operative CRM. This includes, but is not limited to the analysis of business processes, as a basis for improvements in CRM, and applications like call centers.

**Workload**

The total workload for this course is approximately 135 hours (4.5 credits):

- **Time of attendance**
  - Attending the lecture: 15 x 90min = 22h 30m
  - Attending the exercise classes: 7 x 90min = 10h 30m
  - Examination: 1h 00m

- **Self-study**
  - Preparation and wrap-up of the lecture: 15 x 180min = 45h 00m
  - Preparing the exercises: 25h 00m
  - Preparation of the examination: 31h 00m

**Sum:** 135h 00m
Literature

Elective literature:
6.103 Course: Optimization under Uncertainty [T-WIWI-106545]

Responsible: Prof. Dr. Steffen Rebennack
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101413 - Anwendungen des Operations Research

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Competence Certificate
The assessment consists of a written exam (60 minutes) according to Section 4(2), 1 of the examination regulation. The exam takes place in every the semester.

Prerequisites
None.

**Responsible:** Prof. Dr. Petra Nieken  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-INFO-102060 - Weitere Leistungen  
M-WIWI-101513 - Personal und Organisation  
M-WIWI-101668 - Wirtschaftspolitik I

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**Events**

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<td>Übungen zu Personalpolitik und Arbeitsmarktinstitutionen</td>
<td>1 SWS</td>
<td>Practice (Ü)</td>
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**Competence Certificate**
The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation. The exam takes place in every semester. Re-examinations are offered at every ordinary examination date. In case of a small number of registrations, we might offer an oral exam instead of a written exam.

**Prerequisites**
None

**Recommendation**
Completion of module Business Administration is recommended. Basic knowledge of microeconomics, game theory, and statistics is recommended.

Below you will find excerpts from events regarding this course:

#### Lecture (V)

**Personnel Policies and Labor Market Institutions**

2573001, SS 2019, 2 SWS, [Open in study portal](#)

**Learning Content**
The students acquire knowledge about the process and the strategic aspects of collective bargaining about wages. They analyze selected aspects of corporate governance and co-determination in Germany. The lecture also addresses questions of personnel politics and issue of labor market discrimination. Microeconomic and behavioral approaches as well as empirical data is used and evaluated critically.

**Annotation**
Is carried out routinely in summer.

**Workload**
The total workload for this course is approximately 135 hours.  
Lecture 32h  
Preparation of lecture 52h  
Exam preparation 51h

**Literature**
6.105 Course: Platform Economy [T-WIWI-109936]

### Responsible:
Prof. Dr. Christof Weinhardt

### Organisation:
KIT Department of Economics and Management

### Part of:
M-WIWI-101434 - eBusiness und Service Management

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### Competence Certificate
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation. Details of the grades will be announced at the beginning of the course.

### Prerequisites
see below

### Modeled Conditions
The following conditions have to be fulfilled:

1. The course T-WIWI-107506 - Platform Economy must not have been started.

### Recommendation
None
6.106 Course: Platform Economy [T-WIWI-107506]

Responsibility: Tim Straub
Prof. Dr. Christof Weinhardt

Organisation: KIT Department of Economics and Management

Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101421 - Supply Chain Management

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**Competence Certificate**
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation. Details of the grades will be announced at the beginning of the course.

**Prerequisites**
None

**Recommendation**
None

**Annotation**
6.107 Course: Practical Course: Lego Mindstorms [T-INFO-107502]

**Responsible:** Prof. Dr.-Ing. Tamim Asfour

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-INFO-102557 - Lego Mindstorms - Basispraktikum

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<td>2 SWS</td>
<td></td>
<td>Asfour, Beil, Ottenhaus, Weiner, Grotz, Starke</td>
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</table>

**Recommendation**

Basic knowledge in JAVA is necessary for successful completion of this course.

Below you will find excerpts from events regarding this course:

**Lego Mindstorms - Laboratory**

24306, WS 18/19, 2 SWS, [Open in study portal](#)

**Practical course (P)**

**Learning Content**

In this practical course, teams of three students build and program a mobile robot using Lego Mindstorms and the Java programming language. The robots are challenged to complete a versatile parkour including sections like the traversal of a maze, following a line, crossing a bridge or avoiding obstacle. After initial building of the robots, a section of the parkour will be set up each week and tackled by the robots, for which the students have to prepare their code beforehand. A final race of the robots on the entire parkour will be held at the end of the semester.

**Workload**

120 h
6.108 Course: Practical Seminar Digital Services [T-WIWI-105711]

Responsible: Prof. Dr. Wolf Fichtner
Prof. Dr. Alexander Mädche
Prof. Dr. Stefan Nickel
Prof. Dr. Gerhard Satzger
Prof. Dr. York Sure-Vetter
Prof. Dr. Christof Weinhardt

Organisation: KIT Department of Economics and Management

Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-102752 - Fundamentals of Digital Service Systems

Competence Certificate
The assessment consists of a seminar paper, a presentation of the results and the contribution to the discussion (according to §4(2), 3 of the examination regulation). The final grade is based on the evaluation of each component (seminar paper, oral presentation, and active participation).

Prerequisites
None

Recommendation
None

Annotation
The current range of seminar topics is announced on the KSRI website www.ksri.kit.edu.
6.109 Course: Problem Solving, Communication and Leadership [T-WIWI-102871]

**Responsible:** Prof. Dr. Hagen Lindstädt

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101425 - Strategie und Organisation
- M-WIWI-101513 - Personal und Organisation

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### Type
Prüfungsleistung schriftlich

### Credits
2

### Recurrence
Each summer term

### Version
1

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**Events**

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</table>

**Competence Certificate**
The assessment consists of a written exam (30 minutes) (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

---

Below you will find excerpts from events regarding this course:

**Problem solving, communication and leadership**
2577910, SS 2019, 1 SWS, [Open in study portal]

**Learning Content**
The course deals with various aspects of problem solving and communication processes and is divided into two parts. The first part of the course addresses the fundamental steps in the problem-solving process; namely, problem identification, problem structuring, problem analysis and communication of solution. Ideas for structuring problem solving processes will be discussed and the perquisites for and principles of structured communication based on charts and presentations will be explained. The second part of the course addresses important concepts in leadership, including the context-specificity of influence, the choice of leader and the characteristics of employees. The course content reflects current issues in management and communication practice and is oriented toward the practical application of theoretical insights to these issues. In this respect, the course aims to develop interdisciplinary skills.

**Workload**
The total workload for this course is approximately 60 hours. For further information see German version.

**Literature**
The relevant excerpts and additional sources are made known during the course.
Course: Process Mining [T-WIWI-109799]

**Responsible:** Prof. Dr. Andreas Oberweis

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101476 - Geschäftsprozesse und Informationssysteme

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<td>Practice (Ü)</td>
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**Competence Certificate**
The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation in the first week after lecture period.

**Prerequisites**
None

**Modeled Conditions**
The following conditions have to be fulfilled:

1. The course T-WIWI-102662 - Workflow-Management must not have been started.

**Annotation**
Former name (up to winter semester 2018/1019) "Workflow Management".

Below you will find excerpts from events regarding this course:

**Process Mining**
2511204, SS 2019, 2 SWS, Open in study portal

**Learning Content**
A workflow is that part of a business process which is automatically executed by a computerized system. Workflow management includes the design, modelling, analysis, execution and management of workflows. Workflow management systems are standard software systems for the efficient control of processes in enterprises and organizations. Knowledge in the field of workflow management systems is especially important during the design of systems for process support.

The course covers the most important concepts of workflow management. Modelling and design techniques are presented and an overview about current workflow management systems is given. Standards, which have been proposed by the workflow management coalition (WFMC), are discussed. Petri nets are proposed as a formal modelling and analysis tool for business processes. Architecture and functionality of workflow management systems are discussed. The course is a combination of theoretical foundations of workflow management concepts and of practical application knowledge.

**Workload**
Lecture 30h
Exercise 15h
Preparation of lecture 30h
Preparation of exercises 30h
Exam preparation 44h
Exam 1h

Total: 150h
Literature


Further literature is given in the lecture.
6.111 Course: Production Economics and Sustainability [T-WIWI-102820]

**Responsible:** Dr. Jérémy Rimbon

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101437 - Industrielle Produktion I

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**Competence Certificate**

The assessment consists of an oral (30 minutes) or a written (60 minutes) exam (following §4(2), 1 of the examination regulation). The exam takes place in every semester. Re-examinations are offered at every ordinary examination date.

Below you will find excerpts from events regarding this course:

**Production Economics and Sustainability**

**2581960, WS 18/19, 2 SWS, Open in study portal**

**Learning Content**

The analysis and management of material flows on the company level and above will be the focus of this lecture. Herein, the discussion will be about cost-effective and environmentally acceptable steps to avoid, abate and recycle emissions and waste as well as ways of efficient resources handling. As methods material flow analysis (MFA), life cycle assessment (LCA) and OR methods, e.g. for decision support, are introduced.

Topics:
- regulations related to materials and substances
- raw materials, reserves and their availabilities/lifetimes
- material and substance flow analysis (MFA/SFA)
- material related ecoprofiles, e.g. Carbon Footprint
- LCA
- resource efficiency
- emission abatement
- waste management and closed-loop recycling
- raw material oriented production systems
- environmental management (EMAS, ISO 14001, Ecoprofit), eco-controlling

**Workload**

Total effort required will account for approximately 105h (3.5 credits).

**Literature**

will be announced in the course
6.112 Course: Programming [T-INFO-101531]

Responsible:  Prof. Dr.-Ing. Anne Koziolek  
               Prof. Dr. Ralf Reussner

Organisation:  KIT Department of Informatics

Part of:  M-INFO-101174 - Programmieren  
          M-WIWI-101528 - Orientierungsprüfung

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Events

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<td>Programming</td>
<td>4 SWS</td>
<td>Lecture / Practice (VÜ)</td>
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Modeled Conditions

The following conditions have to be fulfilled:

1. The course **T-INFO-101967 - Programming Pass** must have been passed.
### 6.113 Course: Programming Pass [T-INFO-101967]

**Responsible:** Prof. Dr.-Ing. Anne Koziolek  
Prof. Dr. Ralf Reussner  

**Organisation:** KIT Department of Informatics  

**Part of:**  
- M-INFO-101174 - Programmieren  
- M-WIWI-101528 - Orientierungsprüfung  

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**6.114 Course: Project Management in Practice [T-INFO-101976]**

**Responsible:** Prof. Dr.-Ing. Klemens Böhm  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-101193 - Grundlagen von Informationssystemen  
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements  
- M-INFO-102060 - Weitere Leistungen

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<th>Lecture (V)</th>
<th>Böhm, Schnober</th>
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Below you will find excerpts from events regarding this course:

**Project Management in Practice**  
2400019, SS 2019, 2 SWS, Open in study portal

**Learning Content**

- General project conditions
- Project goals / creative methods for identifying project goals and priorities
- Project planning
- Activity planning
- Cost/time/resource planning
- Phase models
- Risk management
- Project control / success control / monitoring
- Crisis management
- Project termination / lessons learned
# T 6.115 Course: Public Law I - Basic Principles [T-INFO-101963]

**Responsible:** Prof. Dr. Nikolaus Marsch

**Organisation:** KIT Department of Informatics

**Part of:** M-INFO-101192 - Verfassungs- und Verwaltungsrecht

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6.116 Course: Public Law II [T-INFO-102042]

**Responsible:** Prof. Dr. Nikolaus Marsch

**Organisation:** KIT Department of Informatics

**Part of:** M-INFO-101192 - Verfassungs- und Verwaltungsrecht

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Competence Certificate
The assessment consists of an 1h written exam following Art. 4, para. 2, clause 1 of the examination regulation. The grade for this course equals the grade of the written exam.

Prerequisites
None

Recommendation
Basic knowledge of Public Finance is required.

Below you will find excerpts from events regarding this course:

Public Revenues
2560120, SS 2019, 2 SWS, Open in study portal

Description
The Public Revenues lecture is concerned with the theory and policy of taxation and public dept. In the first chapter, fundamental concepts of taxation theory are introduced, whereas the second chapter deals with key elements of the German taxation system. The allocative and distributive effects of different taxation types are examined in chapter three and four. Chapter five integrates both allocative and distributive components in order to derive a theory of optimal taxation. The core of the sixth chapter is represented by international aspects of taxation. The debt part begins with a description of the extent and structure of public dept in chapter seven. In the following chapter, macroeconomic theories of national dept are evolved, while chapter nine is concerned with its long term consequences when employed as a regular instrument of budgeting. Finally, the tenth chapter deals with constitutional limits to public debt-incurring.

Learning Content
The Public Revenues lecture is concerned with the theory and policy of taxation and public dept. In the first chapter, fundamental concepts of taxation theory are introduced, whereas the second chapter deals with key elements of the German taxation system. The allocative and distributive effects of different taxation types are examined in chapter three and four. Chapter five integrates both allocative and distributive components in order to derive a theory of optimal taxation. The core of the sixth chapter is represented by international aspects of taxation. The debt part begins with a description of the extent and structure of public dept in chapter seven. In the following chapter, macroeconomic theories of national dept are evolved, while chapter nine is concerned with its long term consequences when employed as a regular instrument of budgeting. Finally, the tenth chapter deals with constitutional limits to public debt-incurring.

Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.
Literature

Elective literature:

T 6.118 Course: Public Sector Finance [T-WIWI-109590]

**Responsible:** Prof. Dr. Berthold Wigger  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-WIWI-101403 - Finanzwissenschaft

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<td>Each winter term</td>
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**Type**  
Prüfungsleistung schriftlich

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**Competence Certificate**
The assessment consists of a written exam (60 min.) according to § 4 paragraph 2 Nr. 1 of the examination regulation SPO 2015.

**Prerequisites**
T-WIWI-107763 "Municipal Finance" must not be selected.

**Annotation**
Previous title until winter semester 2018/19 "Municipal Finance".

Below you will find excerpts from events regarding this course:

**V Öffentliches Finanzwesen**
2560120, WS 18/19, 3 SWS, Lecture (V)

**Learning Content**
The course Municipal Finance addresses the theory and policy of municipal revenues and spending including grants, municipal revenue equalisation, taxation as well as municipal and public enterprises.

At the beginning of the course, fundamental concepts of taxation theory as well as key elements of the German taxation system are introduced. The allocative and distributive effects of different taxation methods are examined thereafter and are combined within the theory of optimal taxation. The following chapter is concerned with municipal borrowing and illustrates ways to acquire additional funding. After addressing the extent, structure and variety of municipal borrowing, macroeconomic theories are introduced and applied to the municipal sector. In the course of this final chapter, special attention will be paid to the long term consequences and the sustainability of municipal borrowing as a means of budgeting.

**Literature**
- Several publications of the Ministry of Interior and the Ministry of Finance Baden-Württemberg.
6.119 Course: Real Estate Management I [T-WIWI-102744]

**Responsible:** Prof. Dr.-Ing. Thomas Lützkendorf  
**Organisation:** KIT Department of Economics and Management  
**Part of:** M-INFO-102060 - Weitere Leistungen  
M-WIWI-101466 - Real Estate Management

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<td>2586401</td>
<td>Übungen zu Real Estate Management I</td>
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**Type**  
Prüfungsleistung schriftlich

**Credits**  
4,5

**Recurrence**  
Each winter term

**Version**  
1

**Events**

**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place two times only in the semester in which the lecture is taken (winter semester). Re-examinations are offered at every ordinary examination date.

**Prerequisites**
None

**Annotation**
The course is replenished by excursions and guest lectures by practitioners out of the real estate business.

*Below you will find excerpts from events regarding this course:*

![Real Estate Management I](2586400, WS 18/19, 2 SWS, Open in study portal)

**Description**
The course Real Estate Management I deals with questions concerning the economy of a single building throughout its lifecycle. Among other topics this includes project development, location and market studies, German federal building codes as well as finance and assessment of economic efficiency. The tutorial recesses the contents of the course by means of practical examples and, in addition to that, goes into the possible use of software tools.

**Learning Content**
The course Real Estate Management I deals with questions concerning the economy of a single building throughout its lifecycle. Among other topics this includes project development, location and market studies, German federal building codes as well as finance and assessment of economic efficiency. The tutorial recesses the contents of the course by means of practical examples and, in addition to that, goes into the possible use of software tools.

**Annotation**
The course is replenished by excursions and guest lectures by practitioners out of the real estate business.

**Workload**
The total workload for this course is approximately 135.0 hours. For further information see German version.
Literature

Elective literature:

### Course: Real Estate Management II [T-WIWI-102745]

**Responsible:** Prof. Dr.-Ing. Thomas Lützkendorf  
**Organisation:** KIT Department of Economics and Management  
**Part of:**  
- M-INFO-102060 - Weitere Leistungen  
- M-WIWI-101466 - Real Estate Management

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<th>2 SWS</th>
<th>Lecture (V)</th>
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<td>SS 2019 2585401</td>
<td>Übung zu Real Estate Management II</td>
<td>2 SWS</td>
<td>Practice (Ü)</td>
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</table>

**Competence Certificate**
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation). The exam takes place two times only in the semester in which the lecture is takes place (summer semester). Reexaminations are offered at every ordinary examination date.

**Prerequisites**
None

**Recommendation**
A combination with the module Design Construction and Assessment of Green Buildings I is recommended. Furthermore it is recommended to choose courses of the following fields

- Finance and Banking
- Insurance
- Civil Engineering and Architecture (building physics, structural design, facility management)

**Annotation**
The course is replenished by excursions and guest lectures by practitioners out of the real estate business.

*Below you will find excerpts from events regarding this course:*

**Real Estate Management II**  
2585400, SS 2019, 2 SWS, Open in study portal

**Description**
The course Real Estate Management II gives special attention to topics in connection to the management of large real estate portfolios. This especially includes property valuation, market and object rating, maintenance and modernization, as well as real estate portfolio and risk management. The tutorial provides examples in order to practice the application of theoretical knowledge to practical problems.

**Notes**
The course is replenished by excursions and guest lectures by practitioners out of the real estate business.

**Learning Content**
The course Real Estate Management II gives special attention to topics in connection to the management of large real estate portfolios. This especially includes property valuation, market and object rating, maintenance and modernization, as well as real estate portfolio and risk management. The tutorial provides examples in order to practice the application of theoretical knowledge to practical problems.

**Annotation**
The course is replenished by excursions and guest lectures by practitioners out of the real estate business.
Workload
The total workload for this course is approximately 135.0 hours. For further information see German version.

Literature
Elective literature:
See german version.
6 COURSES


Responsible: PD Dr. Patrick Jochem
Dr. Russell McKenna

Organisation: KIT Department of Economics and Management

Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101464 - Energiewirtschaft

Type
Prüfungsleistung schriftlich

Credits
3.5

Recurrence
Each winter term

Version
2

Events

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<td>2581012</td>
<td>2 SWS</td>
<td>Lecture (V)</td>
<td>McKenna, Jochem</td>
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</table>

Competence Certificate
The assessment consists of a written exam (60 min., in English, answers in English or German) according to § 4 paragraph 2 Nr. 1 of the examination regulation SPO2015.

Prerequisites
None.

Below you will find excerpts from events regarding this course:

Renewable Energy – Resources, Technologies and Economics
2581012, WS 18/19, 2 SWS, Open in study portal

Learning Content
1. General introduction: Motivation, Global situation
2. Basics of renewable energies: Energy balance of the earth, potential definition
3. Hydro
4. Wind
5. Solar
6. Biomass
7. Geothermal
8. Other renewable energies
9. Promotion of renewable energies
10. Interactions in systemic context
11. Excursion to the "Energieberg" in Mühlburg

Workload
The total workload for this course is approximately 105.0 hours. For further information see German version.
Literature
Elective literature:

### 6.122 Course: Security [T-INFO-101371]

**Responsible:** Prof. Dr. Dennis Hofheinz  
Prof. Dr. Jörn Müller-Quade

**Organisation:** KIT Department of Informatics

**Part of:**  
M-INFO-100834 - Sicherheit  
M-INFO-102060 - Weitere Leistungen

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<th>24941</th>
<th>Security</th>
<th>3 SWS</th>
<th>Lecture (V)</th>
<th>Müller-Quade</th>
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</table>
6.123 Course: Selling IT-Solutions Professionally [T-INFO-101977]

**Responsible:** Prof. Dr.-Ing. Klemens Böhm

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-101193 - Grundlagen von Informationssystemen
- M-INFO-101235 - Grundlagen des Daten- und Informationsmanagements
- M-INFO-102060 - Weitere Leistungen

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<tr>
<td>Studienleistung</td>
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<td>Irregular</td>
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</table>
6.124 Course: Semantic Web Technologies [T-WIWI-102874]

Responsible: Prof. Dr. York Sure-Vetter
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
M-WIWI-101438 - Semantisches Wissensmanagement
M-WIWI-101439 - Semantic Web und Anwendungen
M-WIWI-101440 - Internetanwendungen

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Events

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<th>SS 2019</th>
<th>2511310</th>
<th>Semantic Web Technologies</th>
<th>2 SWS</th>
<th>Lecture (V)</th>
<th>Sure-Vetter, Acosta Deibe</th>
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<tr>
<td>SS 2019</td>
<td>2511311</td>
<td>Exercises to Semantic Web Technologies</td>
<td>1 SWS</td>
<td>Practice (Ü)</td>
<td>Sure-Vetter, Acosta Deibe, Heling</td>
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</table>

Competence Certificate
The assessment consists of an 1h written exam following §4, Abs. 2, 1 of the examination regulation or of an oral exam (20 min) following §4, Abs. 2, 2 of the examination regulation.
The exam takes place every semester and can be repeated at every regular examination date.

Prerequisites
None

Recommendation
Lectures on Informatics of the Bachelor on Information Systems (Semester 1-4) or equivalent are required.

Below you will find excerpts from events regarding this course:

Semantic Web Technologies
2511310, SS 2019, 2 SWS, Open in study portal

Description
The aim of the Semantic Web is to make the meaning (semantics) of data on the web usable in intelligent systems, e.g. in e-commerce and internet portals.

Central concepts are the representation of knowledge in form of RDF and ontologies, the access via Linked Data, as well as querying the data by using SPARQL. This lecture provides the foundations of knowledge representation and processing for the corresponding technologies and presents example applications.

Learning Content
The following topics are covered:

- Resource Description Framework (RDF) and RDF Schema (RDFS)
- Web Architecture and Linked Data
- Web Ontology Language (OWL)
- Query language SPARQL
- Rule languages
- Applications

Workload
- The total workload for this course is approximately 150 hours
- Time of presentness: 45 hours
- Time of preparation and postprocessing: 67.5 hours
- Exam and exam preparation: 37.5 hours
Literature


Additional Literature


Exercises to Semantic Web Technologies

2511311, SS 2019, 1 SWS, Open in study portal

Description

Multiple exercises are held that capture the topics, held in the lecture Semantic Web Technologies, and discuss them in detail. Thereby, practical examples are given to the students in order to transfer theoretical aspects into practical implementation.

Learning Content

The following topics are covered:

- Resource Description Framework (RDF) and RDF Schema (RDFS)
- Web Architecture and Linked Data
- Web Ontology Language (OWL)
- Query language SPARQL
- Rule languages
- Applications

Workload

The total workload for the lecture Semantic Web Technologies is given out on the description of the lecture.

Literature


Additional Literature

6.125 Course: Seminar in Applied Informatics (Bachelor) [T-WIWI-102701]

Responsible: Prof. Dr. Andreas Oberweis  
Prof. Dr. Ali Sunyaev  
Prof. Dr. York Sure-Vetter  
Prof. Dr. Melanie Volkamer  
Prof. Dr.-Ing. Johann Marius Zöllner

Organisation: KIT Department of Economics and Management

Part of:  
M-INFO-102060 - Weitere Leistungen  
M-WIWI-101438 - Semantisches Wissensmanagement  
M-WIWI-101439 - Semantic Web und Anwendungen

### Competence Certificate
The assessment is done according to §4(2), 3 of the examination regulation in form of an evaluation of the seminar presentation and a written seminar report. The weighting of the individual marks (presentation and report) is announced at the beginning of the seminar.

### Prerequisites
None

### Annotation
The title of this course is a generic one. Specific titles and the topics of offered seminars will be announced before the start of a semester in the internet at http://www.aifb.uni-karlsruhe.de/Lehre

Below you will find excerpts from events regarding this course:

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<td>2512300</td>
<td>Knowledge Discovery and Data Mining</td>
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<tr>
<td>SS 2019</td>
<td>2513306</td>
<td>Data Science &amp; Real-time Big Data Analytics</td>
<td>2 SWS</td>
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<tr>
<td>SS 2019</td>
<td>2595470</td>
<td>Seminar Service Science, Management &amp; Engineering</td>
<td>2 SWS</td>
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</table>

**Knowledge Discovery and Data Mining**
2512300, SS 2019, 3 SWS, Open in study portal

**Seminar / Practical course (S/P)**

**Description**
The seminar includes different methods of machine learning and data mining. Participants of the seminar should have basic knowledge of machine learning and programming skills.

**Notes**
The exact dates and information for registration will be announced at the event page.

**Learning Content**
Domains of interest include, but are not limited to:

- Medicine
- Social Media
- Finance Market
Literature
Detailed references are indicated together with the respective subjects. For general background information look up the following textbooks:

- Mitchell, T.; Machine Learning

Data Science & Real-time Big Data Analytics
2513306, SS 2019, 2 SWS, Open in study portal

Description
Event processing and real-time data are everywhere: financial market data, sensors, business intelligence, social media analytics, logistics. Many applications collect large volumes of data in real time and are increasingly faced with the challenge of being able to process them quickly and react promptly. The challenges of this real-time processing are currently also receiving a great deal of attention under the term "Big Data". The complex processing of real-time data requires both knowledge of methods for data analysis (data science) and their processing (real-time analytics). Seminar papers are offered on both of these areas as well as on interface topics, the input of own ideas is explicitly desired.

Seminar Service Science, Management & Engineering
2595470, SS 2019, 2 SWS, Open in study portal

Learning Content
Each Semester, the seminar will cover topics from a different selected subfield of Service Science, Management & Engineering. Topics include service innovation, service economics, service computing, transformation and coordination of service value networks as well as collaboration for knowledge intensive services.
See the KSRI website for more information about this seminar: www.ksri.kit.edu

Workload
The total workload for this course is approximately 120 hours. For further information see German version.

Literature
The student will receive the necessary literature for his research topic.
### 6.126 Course: Seminar in Business Administration (Bachelor) [T-WIWI-103486]

**Responsibility:**
- Prof. Dr. Wolf Fichtner
- Prof. Dr. Hansjörg Fromm
- Prof. Dr. Andreas Geyer-Schulz
- Prof. Dr. Ju-Young Kim
- Prof. Dr. Martin Klarmann
- Prof. Dr. Peter Knauth
- Prof. Dr. Hagen Lindstädt
- Prof. Dr. David Lorenz
- Dr. Torsten Lueddecke
- Prof. Dr.-Ing. Thomas Lützkendorf
- Prof. Dr. Alexander Mädche
- Prof. Dr. Bruno Neibecker
- Prof. Dr. Stefan Nickel
- Prof. Dr. Petra Nieken
- Prof. Dr. Martin Ruckes
- Prof. Dr. Gerhard Satzger
- Prof. Dr. Frank Schultmann
- Prof. Dr. Thomas Setzer
- Prof. Dr. Orestis Terzidis
- Prof. Dr. Marliese Uhrig-Homburg
- Prof. Dr. Maxim Ulrich
- Prof. Dr. Christof Weinhardt
- Prof. Dr. Marion Weissenberger-Eibl
- Prof. Dr. Ute Werner
- Prof. Dr. Marcus Wouters

**Organisation:**
KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101826 - Seminarmodul Wirtschaftswissenschaften

### Events

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<td>Seminar: Energy Informatics</td>
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<td>WS 18/19 2530372</td>
<td>Investment Case Studies</td>
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<td>WS 18/19 2530580</td>
<td>Seminar in Finance</td>
<td>2 SWS</td>
<td>Seminar (S)</td>
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<td>WS 18/19 2540524</td>
<td>Bachelor Seminar in CRM</td>
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<td>Geyer-Schulz, Ball, Schweigert, Schweizer</td>
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<td>WS 18/19 2573010</td>
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<td>WS 18/19 2573011</td>
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<td>Seminar (S)</td>
<td>Nieken, Mitarbeiter</td>
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</table>
## Competence Certificate

The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of:

- a talk about the research topic of the seminar together with discussion,
- a written summary about the major issues of the topic and
- attending the discussions of the seminar

The grade is achieved by the weighted sum of the grades.

### Prerequisites

None.

### Recommendation

See seminar description in the course catalogue of the KIT (https://campus.kit.edu/)

### Annotation

The listed seminar titles are placeholders. Currently offered seminars of each semester will be published on the websites of the institutes and in the course catalogue of the KIT. In general, the current seminar topics of each semester are already announced at the end of the previous semester. Furthermore for some seminars there is an application required. The available places are listed on the internet: https://portal.wiwi.kit.edu.

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<td>Seminar in Production and Operations Management I</td>
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<td>WS 18/19</td>
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<td>SS 2019</td>
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<td>Seminar in Finance (Bachelor, Prof. Ruckes)</td>
<td>2 SWS</td>
<td>Seminar (S)</td>
<td>Ruckes, Luedecke, Hoang, Scholz-Daneshgari, Strych, Schubert, Benz</td>
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<tr>
<td>SS 2019</td>
<td>2530580</td>
<td>Seminar in Finance (Master, Prof. Uhrig-Homburg)</td>
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<td>Seminar (S)</td>
<td>Uhrig-Homburg, Hofmann, Reichenbacher, Eska</td>
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<td>SS 2019</td>
<td>2540524</td>
<td>Bachelor Seminar aus CRM (nur Bachelor)</td>
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<td>SS 2019</td>
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<td>SS 2019</td>
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<td>SS 2019</td>
<td>2579905</td>
<td>Special Topics in Management Accounting</td>
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<td>Mickovic, Riar</td>
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<tr>
<td>SS 2019</td>
<td>2581977</td>
<td>Seminar Produktionswirtschaft und Logistik II</td>
<td>2 SWS</td>
<td>Seminar (S)</td>
<td>Schultmann</td>
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Learning Content
This seminar serves as an introduction into the process of scientific work. As a consequence, four (mandatory) introductory lessons are given that will give insight to philosophy of science, researching literature, typesetting with LaTeX and writing/presenting of content.

The seminar roughly treats questions of Customer Relationship Management. Exact topics are announced with the beginning of the application period.

Workload
The total workload for this course is approximately 90 hours (3 credits):

Time of attendance
- Introductory lessons: 4 x 90min = 6h 00m
- Presentations: 4 x 90min = 6h 00m

Selbststudium
- Preparing the presentation: 8h
- Literature research: 40h
- Writing the seminar paper: 30h

Summe: 90h 00m

Literature
Elective literature:

Entrepreneurship Basics (Track 2)
2545011, WS 18/19, 2 SWS, Open in study portal

Annotation
Please register on the seminar website.

Seminar in Marketing & Innovation (Bachelor)
2572173, WS 18/19, SWS, Open in study portal

Learning Content
The seminar teaches students to gain a systematic overview of a field of literature in Marketing - an important prerequisite for a successful thesis. Central aspects are identification of relevant literature sources, systematization of the field, working out central insights, and writing comprehensively.

Annotation
Students interested in thesis positions at the chair of marketing should participate in the marketing seminar. For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu)

Workload
The total workload for this course is approximately 90 hours. For further information see German version.

Literature
will be announced in the seminar

Seminar Human Resources and Organizations
2573010, WS 18/19, 2 SWS, Open in study portal
Learning Content
The topics are redefined each semester on basis of current research topics. The topics will be announced on the website of the Chair.

Workload
The total workload for this course is approximately 90 hours.
Lecture 30h
Preparation of lecture 45h
Exam preparation 15h

Seminar Human Resource Management
2573011, WS 18/19, 2 SWS, Open in study portal

Learning Content
The course will be a mix of lectures, discussions, and student presentations. Students will write a paper in small groups, and present this in the final week. Topics are selectively prediscibed. The seminar course is concentrated in four meetings that are spread throughout the semester.

Meeting 1: Introductory lecture. You need to conduct a first literature search and at the end of the first week you should identify (provisionally) the topic for your paper.

Meeting 2 and 3: The purpose of the second week is to define the topics and research questions in much more detail. Different types of papers may be selected: literature review, research paper, descriptive case study, or teaching case. Students will present their ideas and all participants should ask questions, help each other focus, offer ideas, etc.

Meeting 4: In the third week we are going to present and discuss the final papers.

Annotation
Maximum of 24 students.

Workload
The total workload for this course is approximately 90 hours. For further information see German version.

Literature
Will be announced in the course.

Seminar in Finance (Master, Prof. Uhrig-Homburg)
2530580, SS 2019, 2 SWS, Open in study portal

Learning Content
Within this seminar different topics of current concern are treated. These topics have their foundations in the contents of certain lectures.

The topics of the seminar are published on the website of the involved finance chairs at the end of the foregoing semester.

Workload
The total workload for this course is approximately 90 hours. For further information see German version.

Literature
Will be announced at the end of the foregoing semester.
Seminar Human Resources and Organizations (Bachelor)
2573010, SS 2019, 2 SWS, Open in study portal

Learning Content
The topics are redefined each semester on basis of current research topics. The topics will be announced on the website of the Chair.

Workload
The total workload for this course is approximately 90 hours.

Lecture 30h
Preparation of lecture 45h
Exam preparation 15h

Seminar Human Resource Management (Bachelor)
2573011, SS 2019, 2 SWS, Open in study portal

Learning Content
The topics are redefined each semester on basis of current research topics. The topics will be announced on the website of the Chair.

Workload
The total workload for this course is approximately 90 hours.

Lecture 30h
Preparation of lecture 45h
Exam preparation 15h

Literature
Selected journal articles and books.

Seminar Management Accounting
2579904, SS 2019, 2 SWS, Open in study portal

Learning Content
The course will be a mix of lectures, discussions, and student presentations. Students will write a paper in small groups, and present this in the final week. You are to a large extent free to select your own topic. The seminar course is concentrated in four meetings that are spread throughout the semester.

Meeting 1: Introductory lecture. You need to conduct a first literature search and at the end of the first week you should identify (provisionally) the topic for your paper.

Meeting 2 and 3: The purpose of the second week is to define the topics and research questions in much more detail. Different types of papers may be selected: literature review, research paper, descriptive case study, or teaching case. Students will present their ideas and all participants should ask questions, help each other focus, offer ideas, etc.

Meeting 4: In the third week we are going to present and discuss the final papers.

Annotation
Maximum of 24 students.

Workload
The total workload for this course is approximately 90 hours. For further information see German version.

Literature
Will be announced in the course.

Special Topics in Management Accounting
2579905, SS 2019, 2 SWS, Open in study portal
Learning Content
The course will be a mix of lectures, discussions, and student presentations. Students will write a paper in small groups, and present this in the final week. Topics are selectively prediscibed. The seminar course is concentrated in four meetings that are spread throughout the semester.

Meeting 1: Introductory lecture. You need to conduct a first literature search and at the end of the first week you should identify (provisionally) the topic for your paper.

Meeting 2 and 3: The purpose of the second week is to define the topics and research questions in much more detail. Different types of papers may be selected: literature review, research paper, descriptive case study, or teaching case. Students will present their ideas and all participants should ask questions, help each other focus, offer ideas, etc.

Meeting 4: In the third week we are going to present and discuss the final papers.

Annotation
Maximum of 24 students.

Workload
The total workload for this course is approximately 90 hours. For further information see German version.

Literature
Will be announced in the course.
6.127 Course: Seminar in Economics (Bachelor) [T-WIWI-103487]

**Responsible:** Prof. Dr. Johannes Brumm
Prof. Dr. Jan Kowalski
Prof. Dr. Kay Mütusch
Prof. Dr. Ingrid Ott
Prof. Dr. Clemens Puppe
Prof. Dr. Johannes Philipp Reiß
Prof. Dr. Nora Szech
Prof. Dr. Berthold Wigger

**Organisation:** KIT Department of Economics and Management

**Part of:** M-INFO-102060 - Weitere Leistungen
M-WIWI-101826 - Seminarmodul Wirtschaftswissenschaften

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**Events**

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<td>Cooperation seminar: Innovative applications on single board computers as well as their economic relevance</td>
<td>Sure-Vetter, Ott, Weller, Bälz</td>
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<tr>
<td>WS 18/19 2521310</td>
<td>Topics in Econometrics</td>
<td>Buse, Görgen</td>
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<tr>
<td>WS 18/19 2560140</td>
<td>Topics on Political Economics</td>
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<tr>
<td>WS 18/19 2560141</td>
<td>Morals &amp; Social Behavior</td>
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<tr>
<td>WS 18/19 2560400</td>
<td>Seminar in Macroeconomics</td>
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<tr>
<td>WS 18/19 2561208</td>
<td>Ausgewählte Aspekte der europäischen Verkehrsplanung und -modellierung</td>
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<td>SS 2019 2560553</td>
<td>Topics in Political Economics (Bachelor)</td>
<td>Szech, Maus</td>
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<tr>
<td>SS 2019 2560555</td>
<td>Morals and Social Behavior (Bachelor)</td>
<td>Szech, Huber</td>
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**Competence Certificate**

The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of

- a talk about the research topic of the seminar together with discussion,
- a written summary about the major issues of the topic and
- attending the discussions of the seminar

The grade is achieved by the weighted sum of the grades.

**Prerequisites**

None.

**Recommendation**

See seminar description in the course catalogue of the KIT (https://campus.kit.edu/)

**Annotation**

The listed seminar titles are placeholders. Currently offered seminars of each semester will be published on the websites of the institutes and in the course catalogue of the KIT. In general, the current seminar topics of each semester are already announced at the end of the previous semester. Furthermore for some seminars there is an application required. The available places are listed on the internet: https://portal.wiwi.kit.edu.

Below you will find excerpts from events regarding this course:
Cooperation seminar: Innovative applications on single board computers as well as their economic relevance

Description
This seminar is offered cooperatively by the Chair of Web Science (AIFB) and the Chair of Economic Policy (ECON). The cooperation seminar deals with the technical realization of innovative applications using single board computers such as Arduino (https://www.arduino.cc) or Raspberry Pi (https://www.raspberrypi.org). These single board computers can be extended by various sensors and modules, thus fulfilling a wide range of tasks. Thus, the addition of a camera allows for example gesture and face detection, or the equipment with different sensors enables the measurement of temperature and perception of moving objects.

At the same time, the implications of cost-effective availability of these basic technologies are analyzed from an economic-scientific perspective. The spread and use of these single-board computers, as well as the concepts associated with their success, can have a decisive impact on innovation processes. The reasons and obstacles as well as their relevance to innovation are therefore also addressed from an economic perspective.

Microcomputers such as the Raspberry Pi, for example, are increasingly being used and expanded in the private environment, with numerous applications being possible in the household sector. They can be used as a monitoring system, as a home server or as an electronic function opener. Likewise, due to their low cost, size and ease of use, they can also significantly support the development of innovative processes, for example in the development of prototypes.

Within the scope of this seminar, the possibilities of a single board computer are investigated using the Raspberry Pi. The students are to conceive, realize and present innovative applications in two-teams. Each team is provided with a Raspberry Pi. In addition to the realization of an innovative application, each team has to deal with and discuss an economic science issue. The use of the Raspberry Pi or the underlying concepts from an innovation-economic perspective are to be analyzed.

In addition to the Raspberry Pis, various sensors and expansion modules are also provided and can be purchased after consultation with the supervisors. Furthermore, it may be necessary to develop extensions in Python during the seminar. Previous knowledge in Python and Semantic Web technologies are therefore an advantage but not an imperative requirement.

Notes
The exact dates and information for registration will be announced at the event page.

Learning Content
Topics of interest include, but are not limited to:

- Smart Home Applications
- Environmental measurements
- Gesture control
- Security systems

Topics in Econometrics

Annotation
In the winter semester 2018/19 the course will be held in English.

Workload
About 90 hours.
Description
Very generally speaking, sustainability describes the ability to maintain a certain condition or process for a prolonged period. It has multiple, often heavily interlinked aspects. The economic dimension is concerned with the allocation of resources and capital in order to maintain economic growth. The environmental dimension encompasses the interaction of humans and nature. Destructive exploitation of natural resources, pollution or overfishing are typical examples of environmentally unsustainable behavior. Furthermore sustainability has another, less frequently discussed, social component. It encompasses labor rights, human rights and as well as social integration of the different segments of a society.

How can we promote sustainability? Is it possible to change people’s behavior? The success of the book Nudge by Cass Sunstein and Richard Thaler as well as the creation of the Behavioral Insights Unit in the United Kingdom show that the induction of sustainable behavior is of public interest and a political concern. With the support at our chair, students develop their own ideas for the design of an economic experiment or field of study.

Notes
Participation will be limited to 12 students.

Annotation
For further questions, please contact Jannis Engel (jeroen.engel@kit.edu).

Workload
About 90 hours

Literature

Description
For a long time, economists studied given markets and mechanisms to predict outcomes, future developments or generally the participants' behavior. In contrast, Market Design uses theory, empirical and experimental work to design markets which incentivize their participants in a way that leads to a “desirable” outcome. In this, the designer can have different objectives, for example: Maximizing efficiency, welfare or minimizing negative externalities.

Prominent applications of Market Design include, quite topical, Germany's auction of 5G mobile licenses and matching markets, where there are two large populations that need to be matched to one another (think of hospitals and interns, students and dorm rooms or kidney donors and receivers). In this seminar, we think about ways to either design new markets or how we could alter existing ones in a socially beneficial way. Alternatively, research ideas could focus on finding failures or shortcomings of ineffectively designed markets.

Notes
Participation will be limited to 12 students.

Annotation
For further questions, please contact David Huber (david.huber@kit.edu).

Workload
About 90 hours.
# 6.128 Course: Seminar in Informatics (Bachelor) [T-WIWI-103485]

**Responsible:** Prof. Dr. Andreas Oberweis  
Prof. Dr. Harald Sack  
Prof. Dr. Ali Sunyaev  
Prof. Dr. York Sure-Vetter  
Prof. Dr. Melanie Volkamer  
Prof. Dr.-Ing. Johann Marius Zöllner

**Organisation:** KIT Department of Economics and Management

**Part of:**  
M-INFO-102058 - Seminarmodul Informatik  
M-INFO-102060 - Weitere Leistungen

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<tr>
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<td>Linked Data and the Semantic Web</td>
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<td>Sure-Vetter, Acosta Deibe, Käfer, Heling, Weller</td>
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<tr>
<td>WS 18/19</td>
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<tr>
<td>WS 18/19</td>
<td>Cooperation seminar: Innovative applications on single board computers as well as their economic relevance</td>
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<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Ott, Weller, Bälz</td>
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<td>WS 18/19</td>
<td>Seminar Betriebliche Informationssysteme: Programmieren 3 (Bachelor)</td>
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<tr>
<td>WS 18/19</td>
<td>Emerging Trends in Critical Information Infrastructures</td>
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<tr>
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<td>Seminar Service Science, Management &amp; Engineering</td>
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<tr>
<td>SS 2019</td>
<td>Knowledge Discovery and Data Mining</td>
<td>3 SWS</td>
<td>Seminar / Practical course (S/P)</td>
<td>Sure-Vetter, Färber, Nguyen, Weller</td>
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<td>SS 2019</td>
<td>Seminar Betriebliche Informationssysteme: Datenschutz und IT-Sicherheit (Bachelor)</td>
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<td>Seminar (S)</td>
<td>Oberweis, Raabe, Volkamer, Aldag, Alpers, Fritsch, Mucha, Wagner, Schiefer</td>
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<td>SS 2019</td>
<td>Data Science &amp; Real-time Big Data Analytics</td>
<td>2 SWS</td>
<td>Seminar / Practical course (S/P)</td>
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<td>SS 2019</td>
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<td>SS 2019</td>
<td>Seminar Service Science, Management &amp; Engineering</td>
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<td>Seminar (S)</td>
<td>Weinhardt, Nickel, Fichtner, Satzger, Sure-Vetter, Fromm</td>
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</table>
Competence Certificate
The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of

- a talk about the research topic of the seminar together with discussion,
- a written summary about the major issues of the topic and
- attending the discussions of the seminar

The grade is achieved by the weighted sum of the grades.

Prerequisites
None.

Recommendation
See seminar description in the course catalogue of the KIT (https://campus.kit.edu/)

Annotation
Placeholder for seminars offered by the Institute AIFB. Currently offered seminars of each semester will be published on the websites of the institutes and in the course catalogue of the KIT. In general, the current seminar topics of each semester are already announced at the end of the previous semester. Furthermore for some seminars there is an application required.

The available places are listed on the internet: https://portal.wiwi.kit.edu.

Below you will find excerpts from events regarding this course:

**Linked Data and the Semantic Web**
2512301, WS 18/19, 3 SWS, [Open in study portal](https://portal.wiwi.kit.edu)

**Description**
The Linked Data principles are a set of practices for data publishing on the web. Linked Data builds on the web architecture and uses HTTP for data access, and RDF for describing data, thus aiming towards web-scale data integration. There is a vast amount of data available published according to those principles: recently, 4.5 billion facts have been counted with information about various domains, including music, movies, geography, natural sciences. Linked Data is also used to make web-pages machine-understandable, corresponding annotations are considered by the big search engine providers. On a smaller scale, devices on the Internet of Things can also be accessed using Linked Data which makes the unified processing of device data and data from the web easy.

In this practical seminar, students will build prototypical applications and devise algorithms that consume, provide, or analyse Linked Data. Those applications and algorithms can also extend existing applications ranging from databases to mobile apps.

For the seminar, programming skills or knowledge about web development tools/technologies are highly recommended. Basic knowledge of RDF and SPARQL are also recommended, but may be acquired during the seminar. Students will work in groups. Seminar meetings will take place as 'Block-Seminar'.

**Notes**
The exact dates and information for registration will be announced at the event page.

**Workload**
Topics of interest include, but are not limited to:

- Travel Security
- Geo data
- Linked News
- Social Media

**Real-World Challenges in Data Science and Analytics**
2512311, WS 18/19, 3 SWS, [Open in study portal](https://portal.wiwi.kit.edu)

**Notes**
The exact dates and information for registration will be announced at the event page.
Description
This seminar is offered cooperatively by the Chair of Web Science (AIFB) and the Chair of Economic Policy (ECON).
The cooperation seminar deals with the technical realization of innovative applications using single board computers such as Arduino (https://www.arduino.cc) or Raspberry Pi (https://www.raspberrypi.org). These single board computers can be extended by various sensors and modules, thus fulfilling a wide range of tasks. Thus, the addition of a camera allows for example gesture and face detection, or the equipment with different sensors enables the measurement of temperature and perception of moving objects.
At the same time, the implications of cost-effective availability of these basic technologies are analyzed from an economic-scientific perspective. The spread and use of these single-board computers, as well as the concepts associated with their success, can have a decisive impact on innovation processes. The reasons and obstacles as well as their relevance to innovation are therefore also addressed from an economic perspective.
Microcomputers such as the Raspberry Pi, for example, are increasingly being used and expanded in the private environment, with numerous applications being possible in the household sector. They can be used as a monitoring system, as a home server or as an electronic function opener. Likewise, due to their low cost, size and ease of use, they can also significantly support the development of innovative processes, for example in the development of prototypes.
Within the scope of this seminar, the possibilities of a single board computer are investigated using the Raspberry Pi. The students are to conceive, realize and present innovative applications in two-teams. Each team is provided with a Raspberry Pi. In addition to the realization of an innovative application, each team has to deal with and discuss an economic science issue. The use of the Raspberry Pi or the underlying concepts from an innovation-economic perspective are to be analyzed.
In addition to the Raspberry Pis, various sensors and expansion modules are also provided and can be purchased after consultation with the supervisors. Furthermore, it may be necessary to develop extensions in Python during the seminar. Previous knowledge in Python and Semantic Web technologies are therefore an advantage but not an imperative requirement.

Notes
The exact dates and information for registration will be announced at the event page.

Learning Content
Topics of interest include, but are not limited to:

- Smart Home Applications
- Environmental measurements
- Gesture control
- Security systems

Description
The block seminar Emerging Trends in Critical Information Infrastructures aims to provide insights into emerging topics in the field of information systems and to offer students an opportunity to write their first academic paper alone or in a group of students. Each semester, different topics are offered around the lectures and research domains of Prof. Sunyaev's chair, especially Trusted Engineering, Digital Health, Internet Technologies as well as Auditing and Certifications. Students can also submit their own topic suggestions within the framework of the main topics specified in the respective semester.

Learning Content
Each Semester, the seminar will cover topics from a different selected subfield of Service Science, Management & Engineering. Topics include service innovation, service economics, service computing, transformation and coordination of service value networks as well as collaboration for knowledge intensive services.

See the KSRI website for more information about this seminar: www.ksri.kit.edu

Workload
The total workload for this course is approximately 120 hours. For further information see German version.
**Knowledge Discovery and Data Mining**

2512300, SS 2019, 3 SWS, Open in study portal

**Description**
The seminar includes different methods of machine learning and data mining. Participants of the seminar should have basic knowledge of machine learning and programming skills.

**Notes**
The exact dates and information for registration will be announced at the event page.

**Learning Content**
Domains of interest include, but are not limited to:

- Medicine
- Social Media
- Finance Market

**Literature**
Detailed references are indicated together with the respective subjects. For general background information look up the following textbooks:

- Mitchell, T.; Machine Learning

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**Data Science & Real-time Big Data Analytics**

2513306, SS 2019, 2 SWS, Open in study portal

**Description**
Event processing and real-time data are everywhere: financial market data, sensors, business intelligence, social media analytics, logistics. Many applications collect large volumes of data in real time and are increasingly faced with the challenge of being able to process them quickly and react promptly. The challenges of this real-time processing are currently also receiving a great deal of attention under the term “Big Data”. The complex processing of real-time data requires both knowledge of methods for data analysis (data science) and their processing (real-time analytics). Seminar papers are offered on both of these areas as well as on interface topics, the input of own ideas is explicitly desired.

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**Seminar Service Science, Management & Engineering**

2595470, SS 2019, 2 SWS, Open in study portal

**Learning Content**
Each Semester, the seminar will cover topics from a different selected subfield of Service Science, Management & Engineering. Topics include service innovation, service economics, service computing, transformation and coordination of service value networks as well as collaboration for knowledge intensive services.

See the KSRI website for more information about this seminar: www.ksri.kit.edu

**Workload**
The total workload for this course is approximately 120 hours. For further information see German version.

**Literature**
The student will receive the necessary literature for his research topic.
Course: Seminar in Operations Research (Bachelor) [T-WIWI-103488]

**Responsible:**
- Prof. Dr. Stefan Nickel
- Prof. Dr. Steffen Rebennack
- Prof. Dr. Oliver Stein

**Organisation:**
KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101826 - Seminarmodul Wirtschaftswissenschaften

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<td>Seminar (S)</td>
<td>Stein, Mohr, Neumann</td>
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<td>Seminar: Recent Topics in OR</td>
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<td>Seminar zur Mathematischen Optimierung (MA)</td>
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<td>2550472</td>
<td>Seminar on Power Systems Optimization (Bachelor)</td>
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**Competence Certificate**
The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of:

- a talk about the research topic of the seminar together with discussion,
- a written summary about the major issues of the topic and
- attending the discussions of the seminar

The grade is achieved by the weighted sum of the grades.

**Prerequisites**
None.

**Recommendation**
See seminar description in the course catalogue of the KIT (https://campus.kit.edu/)

**Annotation**
The listed seminar titles are placeholders. Currently offered seminars of each semester will be published on the websites of the institutes and in the course catalogue of the KIT. In general, the current seminar topics of each semester are already announced at the end of the previous semester. Furthermore for some seminars there is an application required. The available places are listed on the internet: https://portal.wiwi.kit.edu.

**Below you will find excerpts from events regarding this course:**

**Seminar zu Methodische Grundlagen des Operations Research (BA)**
2550131, WS 18/19, SWS, Open in study portal

**Learning Content**
The current seminar topics are announced under http://kop.ior.kit.edu at the end of the preceding semester.

**Workload**
The total workload for this course is approximately 90 hours. For further information see German version.
Literature
References and relevant sources are announced at the beginning of the seminar.

**Seminar: Recent Topics in OR**
2550491, WS 18/19, SWS, [Open in study portal]

**Learning Content**
The topics of the seminar will be announced at the beginning of the term in a preliminary meeting. Dates will be announced on the internet.

**Annotation**
The seminar is offered in each term.

**Workload**
The total workload for this course is approximately 90 hours. For further information see German version.

**Literature**
Literature and relevant sources will be announced at the beginning of the seminar.

**Seminar zur diskreten Optimierung**
2550491, SS 2019, SWS, [Open in study portal]

**Learning Content**
The topics of the seminar will be announced at the beginning of the term in a preliminary meeting. Dates will be announced on the internet.

**Annotation**
The seminar is offered in each term.

**Workload**
The total workload for this course is approximately 90 hours. For further information see German version.

**Literature**
Literature and relevant sources will be announced at the beginning of the seminar.
6.130 Course: Seminar in Statistics (Bachelor) [T-WIWI-103489]

**Responsible:** Prof. Dr. Oliver Grothe  
Prof. Dr. Melanie Schienle

**Organisation:** KIT Department of Economics and Management

**Part of:**  
M-INF-102060 - Weitere Leistungen  
M-WIWI-101826 - Seminarmodul Wirtschaftswissenschaften

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**Competence Certificate**

The non exam assessment (§4(2), 3 SPO 2007) or alternative exam assessment (§ 4(2), 3 SPO 2015) consists of:

- a talk about the research topic of the seminar together with discussion,
- a written summary about the major issues of the topic and
- attending the discussions of the seminar

The grade is achieved by the weighted sum of the grades.

**Prerequisites**

None.

**Recommendation**

See seminar description in the course catalogue of the KIT (https://campus.kit.edu/)

**Annotation**

The listed seminar titles are placeholders. Currently offered seminars of each semester will be published on the websites of the institutes and in the course catalogue of the KIT. In general, the current seminar topics of each semester are already announced at the end of the previous semester. Furthermore for some seminars there is an application required. The available places are listed on the internet: https://portal.wiwi.kit.edu.

Below you will find excerpts from events regarding this course:

**Topics in Econometrics**

2521310, WS 18/19, 2 SWS, Open in study portal

**Annotation**

In the winter semester 2018/19 the course will be held in English.
### 6.131 Course: Seminar Informatics A [T-INFO-104336]

**Responsible:** Prof. Dr. Sebastian Abeck  
**Organisation:** KIT Department of Informatics  
**Part of:**  
- M-INFO-102058 - Seminarmodul Informatik  
- M-INFO-102060 - Weitere Leistungen

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6.132 Course: Seminar: Legal Studies I [T-INFO-101997]

Responsible: Prof. Dr. Thomas Dreier
Organisation: KIT Department of Informatics
Part of: M-INFO-101218 - Seminarmodul Recht
M-INFO-102060 - Weitere Leistungen

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<td>24820</td>
<td>Current Issues in Patent Law</td>
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6 COURSES

6.133 Course: Services Marketing and B2B Marketing [T-WIWI-102806]

Responsible: Prof. Dr. Martin Klarmann
Organisation: KIT Department of Economics and Management
Part of: M-INFO-102060 - Weitere Leistungen
         M-WIWI-101424 - Grundlagen des Marketing

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Competence Certificate
The assessment consists of a written exam (60 minutes) (following §4(2), 1 of the examination regulation).

Prerequisites
None

Annotation
For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).

Below you will find excerpts from events regarding this course:

Learning Content
The aim of this course is to prepare students for two certain marketing perspectives. The service marketing is concentrated on the particularities coming up when a company sells services instead of products. Subjects in this section are for example:

- Measuring service quality
- Pricing services
- Management of service staff

The second part of the course contains a business-to-business marketing perspective. Topics are below others:

- Management of buying centers
- Competitive Bidding
- B2B-Branding

Annotation
For further information please contact Marketing & Sales Research Group (marketing.iism.kit.edu).

Workload
The total workload for this course is approximately 90 hours.

Literature
### 6.134 Course: Software Engineering I [T-INFO-101968]

**Responsible:** Prof. Dr.-Ing. Anne Koziolek  
Prof. Dr. Ralf Reussner  
Prof. Dr. Walter Tichy

**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-101175 - Softwaretechnik I

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<th>4 SWS</th>
<th>Lecture / Practice (VÜ)</th>
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</table>
### 6.135 Course: Software Engineering I Pass [T-INFO-101995]

**Responsible:** Prof. Dr. Walter Tichy  
**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-101175 - Softwaretechnik I

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<td>Lecture / Practice (VÜ)</td>
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Information Engineering and Management B.Sc.  
Module Handbook as of 04.03.2019
6 COURSES

Course: Software Engineering II [T-INFO-101370]

**6.136 Course: Software Engineering II [T-INFO-101370]**

**Responsible:** Prof. Dr.-Ing. Anne Koziol
Prof. Dr. Ralf Reussner
Prof. Dr. Walter Tichy

**Organisation:** KIT Department of Informatics

**Part of:**
- M-INFO-100833 - Softwaretechnik II
- M-INFO-102060 - Weitere Leistungen

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Below you will find excerpts from events regarding this course:

**Software Engineering II**

24076, WS 18/19, 4 SWS, [Open in study portal](#)

**Lecture (V)**

**Description**

Students learn methods and techniques for systematic software development. Advanced topics of software engineering are covered.

**Literature**

6 COURSES

Course: Special Topics in Information Systems [T-WIWI-109940]

6.137 Course: Special Topics in Information Systems [T-WIWI-109940]

Responsibility: Prof. Dr. Christof Weinhardt
Organisation: KIT Department of Economics and Management
Part of: M-WIWI-101434 - eBusiness und Service Management

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Competence Certificate
The assessment of this course is according to §4, 3 SPO in form of a written documentation, a presentation of the outcome of the conducted practical components and an active participation in class.

Please take into account that, beside the written documentation, also a practical component (such as a survey or an implementation of an application) is part of the course. Please examine the course description for the particular tasks.

The final mark is based on the graded and weighted attainments (such as the written documentation, presentation, practical work and an active participation in class).

Prerequisites
see below

Modeled Conditions
The following conditions have to be fulfilled:

1. The course T-WIWI-102706 - Special Topics in Information Engineering & Management must not have been started.

Recommendation
None

Annotation
All the practical seminars offered at the chair of Prof. Dr. Weinhardt can be chosen in the Special Topics in Information Systems course. The current topics of the practical seminars are available at the following homepage: www.iism.kit.edu/im/lehre

The Special Topics Information Systems is equivalent to the practical seminar, as it was only offered for the major in "Information Management and Engineering" so far. With this course students majoring in "Industrial Engineering and Management" and "Economics Engineering" also have the chance of getting practical experience and enhance their scientific capabilities.

The Special Topics Information Systems can be chosen instead of a regular lecture (see module description). Please take into account, that this course can only be accounted once per module.
### 6.138 Course: Special Topics of Applied Informatics [T-WIWI-102910]

**Responsible:**
- Prof. Dr. Andreas Oberweis
- Prof. Dr. Harald Sack
- Prof. Dr. Ali Sunyaev
- Prof. Dr. York Sure-Vetter
- Prof. Dr. Melanie Volkamer
- Prof. Dr.-Ing. Johann Marius Zöllner

**Organisation:**
KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101476 - Geschäftsprozesse und Informationssysteme

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**Competence Certificate**
The assessment of this course is a written or (if necessary) oral examination according to §4(2) of the examination regulation. Depending on the particular course associated with this placeholder a bonus on the examination grade is possible.

**Prerequisites**
None

**Annotation**
This course can be used in particular for the acceptance of external courses whose content is in the broader area of applied informatics, but is not equivalent to another course of this topic.
6 COURSES

Course: Special Topics of Web Science [T-WIWI-108751]

6.139 Course: Special Topics of Web Science [T-WIWI-108751]

**Responsible:** Prof. Dr. York Sure-Vetter

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101438 - Semantisches Wissensmanagement

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**Competence Certificate**
Assessment is provided by a written exam of 60 minutes or an oral exam during the first few weeks after the lecturing period (acc. to §4(2), 1 or 2 SPO). The exam is offered each semester and may be repeated at the regular examination day.

**Prerequisites**
None

**Modeled Conditions**
The following conditions have to be fulfilled:

1. The course T-WIWI-102671 - Special Topics of Knowledge Management must not have been started.

**Annotation**
see german version
6.140 Course: Statistical Modeling of Generalized Regression Models [T-WIWI-103065]

**Responsible:** Dr. Wolf-Dieter Heller

**Organisation:** KIT Department of Economics and Management

**Part of:**
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101599 - Statistik und Ökonometrie

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<td>2521350</td>
<td>Statistische Modellierung von Allgemeinen Regressionsmodellen</td>
<td>2</td>
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**Competence Certificate**

The assessment of this course is a written examination (60 min) according to §4(2), 1 of the examination regulation.

**Prerequisites**

None

**Recommendation**

Knowledge of the contents covered by the course "Economics III: Introduction in Econometrics" [2520016]

*Below you will find excerpts from events regarding this course:*

**Statistische Modellierung von Allgemeinen Regressionsmodellen**

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**Annotation**

Knowledge of the contents covered by the course "Economics III: Introduction in Econometrics" [2520016]

**Workload**

The total workload for this course is approximately 135 hours (4.5 credits).

- regular attendance: 30 hours
- self-study: 65 hours
- exam preparation: 40 hours
6.141 Course: Statistics I [T-WIWI-102737]

**Responsible:** Prof. Dr. Oliver Grothe
Prof. Dr. Melanie Schienle

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101432 - Einführung in die Statistik

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**Competence Certificate**
The assessment consists of a written exam according to Section 4 (2), 1 of the examination regulation. The exam takes place at the end of the lecture period or at the beginning of the recess period. The re-examination takes place in the following semester.

**Prerequisites**
None

Below you will find excerpts from events regarding this course:

**Learning Content**
A. Descriptive Statistics: univariate und bivariate analysis
B. Probability Theory: probability space, conditional and product probabilities
C. Random variables: location and shape parameters, dependency measures, concrete distribution models

**Workload**
150 hours (5.0 Credits).

**Literature**
- Skriptum: Kurzfassung Statistik I
- Elective literature:
**6.142 Course: Statistics II [T-WIWI-102738]**

**Responsible:** Prof. Dr. Oliver Grothe  
Prof. Dr. Melanie Schienle

**Organisation:** KIT Department of Economics and Management

**Part of:** M-WIWI-101432 - Einführung in die Statistik

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**Competence Certificate**

The assessment consists of a written exam according to Section 4 (2), 1 of the examination regulation. The exam takes place at the end of the lecture period or at the beginning of the recess period. The re-examination takes place in the following semester.

**Prerequisites**

None

**Recommendation**

It ist recommended to attend the course Statistics I [2600008] before the course Statistics II [2610020].

**Below you will find excerpts from events regarding this course:**

**Statistics II**

2610020, WS 18/19, 4 SWS, [Open in study portal](#)

**Lecture (V)**

**Learning Content**

D. Sampling and Estimation Theory: Sampling distributions, estimators, point and interval estimation  
E. Test Theory: General Principles of Hypothesis Testing, Concrete 1- and 2-Sampling Tests  
F. Regression analysis: Simple and multiple linear regression, statistical inference

**Workload**

150 hours (5.0 Credits).

**Literature**

Script: Kurzfassung Statistik II  
Elective literature:  
Course: Tactical and Operational Supply Chain Management [T-WIWI-102714]

Responsible: Prof. Dr. Stefan Nickel
Organisation: KIT Department of Economics and Management

Part of:
- M-INFO-102060 - Weitere Leistungen
- M-WIWI-101413 - Anwendungen des Operations Research
- M-WIWI-101421 - Supply Chain Management
- M-WIWI-103337 - Optimierung unter Unsicherheit

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Competence Certificate
The assessment consists of a written exam (120 minutes) according to Section 4(2), 1 of the examination regulation. The exam takes place in every the semester.

Prerequisite for admission to examination is the successful completion of the online assessments.

Prerequisites
Prerequisite for admission to examination is the successful completion of the online assessments.

Recommendation
None

Annotation
The lecture is held in every summer term. The planned lectures and courses for the next three years are announced online.

Below you will find excerpts from events regarding this course:

Taktisches und operatives SCM
2550486, SS 2019, 2 SWS, Open in study portal

Description
Since the classical work 'Theory of the Location of Industries' of Weber from 1909, the determination of an optimal location of a new facility with respect to existing customers is strongly connected to strategic logistics planning. Strategic decisions concerning the location of facilities as production plants, distribution centers or warehouses are of high importance for the rentability of supply chains. Thoroughly carried out, location planning allows an efficient flow of materials and leads to lower costs and increased customer service.

Subject of the course is an introduction to the most important terms and definitions in location planning as well as the presentation of basic quantitative location planning models. Furthermore, specialized location planning models for Supply Chain Management will be addressed as they are part in many commercial SCM tools for strategic planning tasks.

Learning Content
The lecture covers basic quantitative methods in location planning in the context of strategic Supply Chain Planning.

Besides the discussion of several criteria for the evaluation of the locations of facilities, the students are acquainted with classical location planning models (planar models, network models and discrete models) and advanced location planning models designed for Supply Chain Management (single-period and multi-period models). The exercises accompanying the lecture offer the possibility to apply the considered models to practical problems.

Annotation
The lecture is held in every summer term. The planned lectures and courses for the next three years are announced online.
Literature

Elective Literature

- Love, Morris, Wesolowsky: Facilities Location: Models and Methods, North Holland, 1988
**6.144 Course: Technical Conditions Met [T-WIWI-106623]**

**Organisation:** KIT Department of Economics and Management  
**Part of:** M-WIWI-101599 - Statistik und Ökonometrie

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**Competence Certificate**  
This module element is intended to record the Bachelor-examination "Introduction to Game Theory". In the master module M-WIWI-101453 "Applied Strategic Decisions", this means that the obligatory course "Advanced Game Theory" is not required.

**Prerequisites**  
None
6 COURSES

6.145 Course: Telematics [T-INFO-101338]

**Responsible:** Prof. Dr. Martina Zitterbart
**Organisation:** KIT Department of Informatics
**Part of:**
- M-INFO-101194 - Telematics
- M-INFO-102060 - Weitere Leistungen

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Below you will find excerpts from events regarding this course:

**Telematics**
24128, WS 18/19, 3 SWS, Open in study portal

**Description**
The lecture covers (i.a.) protocols, architectures, as well as methods and algorithms, for routing and establishing reliable end-to-end connections in the Internet. In addition to various methods for media access control in local area networks, the lecture also covers other communication systems, e.g. circuit-switched systems such as ISDN. Participants should also have understood the possibilities for managing and administering networks.
### 6.146 Course: Theoretical Foundations of Computer Science [T-INFO-103235]

**Responsible:** Prof. Dr. Jörn Müller-Quade  
Prof. Dr. Peter Sanders  
Prof. Dr. Dorothea Wagner

**Organisation:** KIT Department of Informatics  
**Part of:** M-INFO-101189 - Theoretische Informatik

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Information Engineering and Management B.Sc.  
Module Handbook as of 04.03.2019
6.147 Course: Welfare Economics [T-WIWI-102610]

**Responsible:** Prof. Dr. Clemens Puppe

**Organisation:** KIT Department of Economics and Management

**Part of:** M-INFO-102060 - Weitere Leistungen

M-WIWI-101501 - Wirtschaftstheorie

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**Events**

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**Competence Certificate**
The assessment consists of a written exam at the end of the semester (according to Section 4 (2), 1 or 2 of the examination regulation).

**Prerequisites**
The course Economics I: Microeconomics[2610012] has to be completed beforehand.

**Modeled Conditions**
The following conditions have to be fulfilled:

1. The course T-WIWI-102708 - Economics I: Microeconomics must have been passed.

**Recommendation**
None

Below you will find excerpts from events regarding this course:

**Welfare Economics**

2520517, SS 2019, SWS, [Open in study portal](#)

**Lecture (V)**

**Learning Content**
The lecture "Welfare economics" deals with the question of efficiency and distributional properties of economic allocations, in particular allocations of market equilibria. The lecture is based on the two welfare theorems: The first welfare theorem (under weak preconditions) says that every competitive equilibrium is efficient. According to the second welfare theorem (under stronger preconditions), every efficient allocation can be preserved as a competitive equilibrium through adequate choices of initial endowments. Afterwards, the terms and definitions of envy-freeness and the related concept of egalitarian equivalence in the context of the general theory of equilibrium will be discussed.

The second part of the lecture deals with the principle of "social justice" (i.e. distributational justice). The fundamental principles of utilitarianism, Rawl's theory of justice as well as John Roemer's theory of equality of opportunity are explained and critically analyzed.

**Annotation**
The next course will be held in the summer 2015 and afterwards every two years in the summer.

**Workload**
The total workload for this course is approximately 135 hours. For further information see German version.
Literature

Elective literature:

6.148 Course: Wildcard eBusiness and Service Management [T-WIWI-109808]

Organisation: University
Part of: M-WIWI-101434 - eBusiness und Service Management

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6.149 Course: Wildcard Supply Chain Management [T-WIWI-109803]

Organisation: University
Part of: M-WIWI-101421 - Supply Chain Management

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### 6.150 Course: Wildcard Supply Chain Management [T-WIWI-109802]

**Organisation:** University  
**Part of:** M-WIWI-101421 - Supply Chain Management

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