



Faculty of Business, Economics and Social Sciences

Business Administration – BACHELOR LEVEL

International Management

247005 International Business

Intensive Course, 2.00 hours, 3.00 ECTS credits, Fall and Spring.

Monday, October 4, 13:45-17:00, room: HS 8
Monday, October 11, 13:45-17:00, room: HS 8
Monday, October 18, 13:45-17:00, room: HS 8
Monday, October 25, 13:45-17:00, room: HS 8
Monday, November 8, 13:45-17:00, room: HS 8
Wednesday, November 10, 08:30-10:00, room: KEP 3

Lecturer

Prof. Dr. Tina C. Ambos
(Johannes Kepler University, Linz)
Rangga Almahendra ST MM, Research and Teaching
Assistant
(Johannes Kepler University, Linz)
Mag. Anna Strutzenberger

Entry requirements

The course is open to international students. In case of questions or problems please send an email to the following email address: rangga.almahendra@jku.at. In case of changes to the schedule or other important correspondence concerning the course, emails will be sent out via the KUSSS-system. Therefore, please ensure that your email address in the KUSSS-System is one that you are checking on a regular basis.

Course contents

The International Environment: Is the World Flat or Spiky? International Trade Theory, Economic Integration and Foreign Direct Investment, Industry Analysis and International Entry Modes, The Multinational Corporation: Structure, Value Chain Configuration and Capabilities, Stakeholder Analysis and Corporate Social Responsibility

Course objectives

At the end of this course, students should be able to:

- understand the foundations of international business
- understand decision making in an international context
- deal with complex problems by applying theory to case studies
- build on practical insights from high-level guest speakers

Course structure

The course is comprised of five sessions (of four academic hours each), followed by a final exam. The course language is English.

Throughout the course, a combination of lectures and applied discussions of case studies and / or current events in international business are used. As much of the learning occurs through class discussions, students are expected to attend all the classes for their whole duration. Active in-class participation in the discussions and group exercises is essential for students to get the full value from the class.

Readings

We offer a package containing all preparatory readings for this course. Students are expected to read the texts for each session in advance. The reading package can be purchased at the department secretary's office (Hochschulfondsgebäude, 2nd floor, room 224) one week prior to the beginning of the course. Please note that there are preparatory readings already for the first course session.

It is the responsibility of every student to come to class having thoroughly prepared the assigned readings. In addition, all assignments have to be handed in on time. Hence, substantial out-of-class work is required of all students to successfully complete this course, you should expect 8-10 hours of work outside the classroom per week.

The group assignments furthermore require the group to meet outside of class. Make sure your schedule allows enough time for this.

Case studies have to be prepared in groups prior to the class and a max. 3-page analysis of each case has to be handed in at the beginning of the class. Late submission will result in zero point awarded for the assignment.

Assessment

The assessment of this course is based on the individual and the group level:

Level	Assessment	Percentage
Group	Case Study Analyses	30%
Individual	Participation	20%
Individual	Final Exam	50%

Contact

For handing in assignments, questions or problems please contact: rangga.almahendra@jku.at

247003 or 247004 International Market Entry

Interactive Course, 2.00 hours, 3.00 ECTS credits, Fall and Spring.

247003:

Monday, November 22, 13:45-15:15, room: BA 9908
Monday, December 6, 10:15-17:00, room to be announced
Tuesday, December 7, 10:15-17:00, room to be announced
Monday, December 13, 13:45-15:15, room to be announced

247004:

Monday, November 22, 15:30-17:00, room: MT 128

Monday, November 29, 10:15-17:00, room: ESH 1

Tuesday, November 30, 10:15-17:00, room to be announced

Monday, December 6, 15:15-17:00, room to be announced

Lecturer

Prof. Dr. Tina C. Ambos, Mag. Anna Strutzenberger
(Johannes Kepler University, Linz)

Entry requirements

Successful completion of the course "International Business" (or equivalent course taken at home university).

Course objectives

At the end of this course, students should be able to:

- understand and evaluate processes of strategy formulation and implementation in a global setting
- apply strategic planning techniques and tools for strategic analysis
- analytically prepare management decisions facing all firms
- master tools and practices for structuring and controlling operations on a global basis

Course structure

International Market Entry is an integrative module that aims to combine theoretical and practical insights into how companies manage international expansion and maintain international operations. Concepts and theory are learned through an integrated blend of several lectures and a market entry simulation. The International Market Entry Simulation will give you an opportunity to launch and manage a company in a dynamic, growing, international market and expand your presence regionally throughout Latin America.

The first session of the course will give you an overview of why and how firms internationalize and will provide you with insights on what to look for when planning an international market entry. Furthermore, you will get a short introduction to the simulation that will be used in order to show practical implications of international market entries. As a final step, groups for the simulation will be formed and the groups will be given an assignment to complete before the start of the simulation as well as the task to familiarize themselves with the simulation software.

The following two course sessions (two whole days) will focus on the simulation and each group will work to internationalize their products. During the simulation, groups will have to report to the Head of International Operations about their progress and negotiate their own compensation based on their performance. Each simulation day will conclude with a short performance review, where groups can compare their own results to those of the other groups. On the second day, you will be asked to prepare a short presentation showing your major decisions and what you have learned.

The course ends with a debriefing. Final simulation performances will be evaluated and success as well as failure factors will be analyzed. Key learnings will be derived and lead to a more comprehensive understanding

of international market entry.

Requirements and grading

The assessment of this course is based on the individual and the group level:

Level	Assessment	Points
Group	Country Attractiveness Analysis	10
Group	In-class reviews	10
Group	Simulation Outcome	20
Group	Final Presentation	10
Individual	Participation	10
Individual	Report	40

Maximum points: 100

For a passing grade you need 50% of the points in each category and in total at least 60%. The final grade is calculated as follows:

90-100 (1); 80-89.5 (2); 70-79.5 (3); 60-69.5 (4); 0-59.5 (5)

Reading

The reading package, which includes the simulation manual and the license fee for the simulation, can be purchased from the department secretary's office (Hochschulfondsgebäude, 2nd floor, room 224). Please note that you have to purchase the package before the start of the course.

Contact

For handing in assignments and for questions or problems please contact: anna.strutzenberger@jku.at

247009, 247010 or 247011 Cross Cultural Management

Seminar, 2.00 hours, 3.00 ECTS credits, Spring and Fall, weekly course

247009 (Holm):

Wednesday, October 6, 12:00- 15:15, room: MT 126

Wednesday, October 13, 12:00- 15:15, room: MT 126

Wednesday, October 20, 12:00- 15:15, room: MT 126

Wednesday, October 27, 12:00- 15:15, room: MT 126

Wednesday, November 3, 12:00- 15:15, room: MT 126

Wednesday, November 10, 12:00- 15:15, room: MT 126

Wednesday, November 17, 12:00- 15:15, room: MT 126

Wednesday, November 24, 12:00- 15:15, room: MT 126

Wednesday, December 1, 12:00- 15:15, room: MT 126

247010 (Sehic):

Monday, October 4, 13:45-17:00, room: MT 132

Monday, October 11, 13:45-17:00, room: MT 132

Monday, October 18, 13:45-17:00, room: MT 132

Monday, October 25, 13:45-17:00, room: MT 132

Monday, November 8, 13:45-17:00, room: MT 132

Monday, November 22, 13:45-17:00, room: MT 132

Monday, November 29, 13:45-17:00, room: MT 132

247011 (Sehic):

Tuesday, October 5, 13:45-17:00, room: MT 126

Tuesday, October 12, 13:45-17:00, room: MT 126

Tuesday, October 19, 13:45-17:00, room: MT 126

Tuesday, November 9, 13:45-17:00, room: MT 126

Tuesday, November 16, 13:45-17:00, room: MT 126

Tuesday, November 23, 13:45-17:00, room: MT 126

Tuesday, November 30, 13:45-17:00, room: MT 126

Lecturer

Mag. Sonja Holm, Mag. Alma Sehic
(Johannes Kepler University, Linz)

Entry requirements

This course is open to international students without any further requirements.

Course Objective

The goal of this course is to sensitize students to the issues and challenges involved in cross-cultural business encounters, in other words interactions between managers and subordinates, or between colleagues or business partners of different cultural backgrounds.

Course structure

The course sessions cover cross-cultural management issues, as discussed in the literature. Therefore, it is absolutely necessary to prepare well, i.e. read the required texts, in order to be able to contribute effectively. Additionally, issues of cross-cultural management are best learned in practice. Therefore, the course design is very interactive and builds on the cross-cultural composition of the student body. Be prepared to bring your personal experiences to class and share them with your classmates.

The class meetings include one introductory session (90 Minutes) and 6 regular input class sessions (180 minutes) through October and November 2010. The teaching language is English. Attendance is mandatory. Missing more than one session will result in a negative grade.

Course Contents

Key Concepts in Cross-Cultural Management, International Assignments, Cross-Cultural Communication & Negotiation, Multicultural Teams, Global Leadership, Business Ethics

Requirements and grading

The assessment of this course will be made based on the following requirements:

Individual assignments and participation:

- o 2 reflective essays 40 points (20 each)
- o Participation 15 points

Group work:

- o Concept of seminar paper 10 points
- o Seminar paper 35 points

Individual assignments and participation

Reflective Essays – Twice during the semester students are required to prepare a reflective essay (approximately 1200 word). These reflective essays should combine own thoughts with the ideas presented in the literature required for the specific session.

Deadline: Reflective Essays #1 calendar week 45

Deadline: Reflective Essays #2 calendar week 46

Participation - Participation and attendance are mandatory for all students in order to ensure valuable and insightful discussions. One course session absence is acceptable if the lecturer is notified beforehand. Students are expected to participate in class discussions and stay for the duration of the whole class.

Group work

Abstract of seminar paper & literature list – Students should discuss the topic of their seminar paper in groups and prepare an abstract (approximately 500 words*). The abstract presents the main ideas, theoretical concepts, and arguments of the seminar paper. Hence, it is based on literature research. The results of this literature research should also be handed in (at minimum 16 proper sources). Please apply one citation style consistently.

Deadline: one day before session #3 (calendar week 41/42) – Feedback is given in class

Seminar paper – Students are required to prepare a seminar paper (approximately 8000 words*) in groups of five and submit it prior to session 7 via e-mail AND in hard-copy. These seminar papers are based on own literature research. Format and citations have to conform to the department’s “Guidelines for Writing Seminar Papers” (download from www.imgmt.jku.at).

Deadline: calendar week 48

For a passing grade students must obtain at least 50 per cent in each category (abstract and literature list at least 5 points; seminar paper at least 17.5 points; reflective essay at least 20 points; participation at least 7.5 points) AND at least 60 per cent of the total points. The final grade will be calculated according to the following formula:

0-59.5 (5); 60-69.5 (4); 70-79.5 (3); 80-89.5 (2); 90-100 (1).

Readings

The reading package can be purchased at the department secretary’s office (Hochschulfondsgebäude, 2nd floor, room 224).

Contact

For handing in assignments and for questions or problems please contact: alma.sehic@jku.at or sonja.holm@jku.at

247006 or 247007 Current Issues in International Management

(Current Issues in International Management)

Seminar, 2.00 hours, 3.00 ECTS credits, Fall and Spring, weekly course.

247006: Tuesday, 08:30 - 10:00, room: MT 132
October 5, 2010 – January 25, 2011
or
247007: Tuesday, 10:15 - 11:45, room: MT 132
October 5, 2010 – January 25, 2011

Lecturer

Prof. Dr. Werner Auer-Rizzi
(Johannes Kepler University, Linz)

Entry requirements

All students will be expected to have a good command of both written and spoken English.

Course objectives

Participants get to know theories and design options related to the organization and management of

multinational corporations (MNCs). They are able to judge the advantages and disadvantages of organizational structures, systems, and procedures that have historically evolved in response to the managerial challenges facing large MNCs. They are able to critically reflect on the theories discussed and apply them to the analysis of case studies.

Content

Organizational structure, matrix organization, coordinating mechanisms, configurations, trust and control, post merger integration; strategic alliances; knowledge creation and transfer, headquarter – subsidiary relationships, micro-social aspects.

Pedagogical approach

Mix: theory input lectures, small group discussions, plenary discussions, case studies, text reflections, compendium creation, workshop

Learning Groups: At the beginning of the semester we will establish learning groups consisting of three students. These teams will act as small discussion groups during class time, as discussion leaders during the workshop, prepare case studies for class discussion, and contribute to the creation of a compendium

Exams: There will be two exams in this course – a mid-term-, and a final exam. The mid-term exam will be after the theory input sessions and will refer to the texts in the reading package. The final exam will be at the “diploma exam level” and will refer to the discussion of “broader topics”. For the mid-term exam you can earn a maximum of 30 points as well as for the final exam.

Case Studies: During the course you will prepare case studies outside class hours. For two of the case studies you will hand in a written analysis, which will be graded (maximum 10 points per case; total: 20 points).

Final Exam: After the input sessions and the case studies you will work on a compendium “Management Challenges in Global Companies”. Each learning group will contribute one chapter to this compendium. The orientation of the compendium is “applied to practical management problems and deeply grounded in theory”. In addition to the reading package the theory will refer to literature which needs to be searched and investigated on your own.

Workshop: Presentation and discussion of the compendium.

Grading

Grading will be based on four categories: Mid-term exam (30 points), final exam (30 points), case studies (20 points), and compendium (20 points). For a passing grade you need more than 50 per cent in each of the categories (>15 points mid-term, >15 points final exam, >10 points cases, >10 points compendium). For a final passing grade you need to earn at least 60 per cent of the total points. The final grade will be calculated according to the following formula: 0-59 (5); 60-69 (4); 70-79 (3); 80-89 (2); 90-100 (1).

Literature

The readings consist of two parts: (1) an article compendium, (2) the book [Galbraith, J.R. (2005): Designing the Customer-Centric Organization. A Guide to Strategy, Structure, and Process. San Francisco: Jossey Bass].

247031 Special Topics in International Management

- Human Dimension of Multinational Management

Interactive Course, 2.00 hours, 3.00 ECTS credits, Fall and Spring

Dates to be announced

Lecturer

Dr. Rebecca Piekari
(Aalto University, School of Economics, Finland)

Course objective

The purpose of the course entitled 'Special topics in International Management' is to understand the challenges associated with managing people in multinational corporations. The following themes will be covered during the course:

- 1) Pluralism and diversity: Latest fads in International Management
- 2) The multinational corporation as a multilingual community
- 3) International careers, expatriation and short-term assignments
- 4) Value-based management
- 5) How does the new generation of employees want to be managed?

Course format

During the course, several real-life company examples will be analysed.

Assessment methods

- two reflective reaction papers: 40 points
- participation: 10 points
- class assignments and presentations in groups: 50 points

Reading

Selected articles, more to be announced

247033 Special Topics in International Management

Interactive Course, 2.00 hours, 3.00 ECTS credits, Fall and Spring

Dates to be announced

Lecturer to be announced

Entry requirements to be announced

Course objectives to be announced

Course structure to be announced

Requirements and Grading to be announced

Readings to be announced

Organizational Behavior / Organizational Design

266025 Advanced Topics in Organization and Innovation Studies

- Project based work, collaboration and uncertainty

(Spezialgebiete der Organisations- und Innovationsforschung - Project Management)

Seminar, 2.00 hours, 3.00 ECTS credits, Fall

Dates to be announced

Lecturer

Dr. Svetlana Cicmil, BSc (Civ.Eng), MBA, PhD
(Bristol Business School, University of the West of England)

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.

Course contents

Projects as a form of working and organising
Project management in practice: Decision making under uncertainty /Complexity, control and risk
Emerging issues in project environments: the ethics of multi-cultural, multi-professional collaboration in a global context / Sustainability agenda and crisis / Personal skills and competencies

Course aim

The course aims to provide students with an advanced understanding and deeper awareness of the phenomenon of project based work as an increasingly popular and pervasive mode of structuring and organising in contemporary business and non-commercial environments. It encourages a critical evaluation of economic, social, political and human aspects of projects from both theoretical (conceptual) and practical (lived) perspectives. In this course, we will draw on a range of themes from the fields of organisational behaviour and general management studies to illuminate and study key concerns that project teams, individuals and managers face in a complex and interconnected globalised world. It broadens the intellectual agenda of the field of project management above and beyond its traditional focus on tools and techniques, to embrace serious considerations of challenges in practice, specifically those related to innovation and sustainability.

Course design

The course has an important interactive element aimed at facilitating reflective and collaborative learning in the classroom through discussions of illustrative case-studies, guest speakers' input and the lecturer's and participants' practical experiences. It will be delivered in English, over two teaching blocks of three days each (4 hours per day): Block 1 in late November 2010 and Block 2 in mid-January 2011. Participating students will be provided with a course handbook containing the core course materials (pre-reading, guidance for preparation for individual sessions and case studies). Assessment for this module will be in the form of close-book exam.

The pedagogic mission of the course is to enable students to translate cutting-edge theories, concepts and techniques into practice and to work more effectively as decision makers, managers and team members in international project environments – the roles they are likely to encounter in their career. The course is, therefore, designed to suit the interests and needs of a wide range of students' backgrounds and ambitions; from those with an extensive practical experience in project environments, to those with a more specific professional training in traditional disciplines (engineering, science, economics, medicine) to those aspiring to develop a career in academia and/or research.

Centre for Business Languages and Intercultural Communication

54763E Seminar Guest Professor English (C2): Aspects of Global Business

(Seminar Gastprofessor English)

and

547E53 Seminar Preparation Course

Seminar Guest Professor, 2.00 hours, 3.00 ECTS credits, recommended Semester: 5-8 (3rd and 4th year), intensive sessions, Fall

Lecturer

Lawrence Gales, PhD.
(University of Cincinnati, USA)

+

Seminar Preparation Course, 1.00 hour, 2.00 ECTS credits, recommended Semester: 5–8 (3rd and 4th year), Fall

Lecturer

Dr. ⁱⁿ Evelyne Glaser
(Johannes Kepler University, Linz)

Monday, October 11, 08:30-11:45, room: MZ 112B

Tuesday, October 12, 17:15 - 20:30, room: MZ 003B

Wednesday, October 13, 15:30-18:45, room: MZ 113B

Thursday, October 14, 10:15 - 13:30, room: MZ 113B

Monday, October 18, 08:30-11:45, room: MZ 113B

Wednesday, October 20, 17:15-20:30, room: MZ 113B

Thursday, October 21, 15:30-18:45, room: MZ 113B

Wednesday, October 27, 17:15–20:30, room: MZ 113B

Wednesday, November 3, 17:15–20:30, room: MZ 113B

Thursday, November 4, 15:30-18:45, room: MZ 113B

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.

Assessment / Examination

Individual written case assignments, team assignment, group presentation, active class participation (subject to change)

Course aims

The purpose of this course is to investigate current issues and controversies in global business. The rising power of China and India, instability in the Middle East, and north-south economic disparity are just a few of the critical issues in global business today. Through a combination of book chapters, cases and articles in the business press, we will investigate the problems associated with globalization, outsourcing, immigration, and cultural differences.

Course objectives

1. To provide you with exposure to the complex economic, political and cultural issues that have impact on global business
2. To provide you with the ability to make balanced judgments about the personal, business, economic and political impact of these trends
3. To exercise your research and analytical skills on a global business problem.
4. To develop your English language reading, writing and speaking skills.

Course description:

This is a case and project-based course. In addition to in-class lecture and case discussion, you (in teams of four people) will identify one particular area of interest and will do in-depth research on the issue for a presentation to the class. For example, you may look at the impact of outsourcing to China of production of textiles or finished clothing. You would look at the impact of outsourcing on producers of raw materials (cotton), manufacturers of cotton cloth, producers of finished goods, consumers, and government. People often react to globalization on a very personal and emotional level. We will try to disentangle the various issues and take a more objective and dispassionate look at global business issues.

Required reading

Please read all assignments listed for each class meeting **PRIOR** to the session for which they are assigned. Reading materials will be distributed in class.

547E52 Seminar Guest Professor English (C2):

Strategic Human Resource Management

(Seminar Gastprofessor Englisch)

Seminar, 2.00 hours, 3.00 ECTS credits, recommended Semester: 5-8 (3rd and 4th year), intensive sessions, Spring

Lecturer

Prof John Barton Cunningham, PhD
(University of Victoria, Canada)

+

Seminar Preparation Course, 1.00 hour, 2.00 ECTS credits, No 547E53, recommended Semester: 5-8 (3rd and 4th year), Spring

Lecturer

Dr.ⁱⁿ Evelyne Glaser
(Johannes Kepler University, Linz)

Wednesday, October 27, 17:15-20:30, room: MZ 113B
Wednesday, November 3, 17:15-20:30, room: MZ 113B

Thursday, November 4, 15:30-18:45, room: MZ 113B
Monday, January 10, 08:30-11:45, room: MZ 113B
Tuesday, January 11, 13:45-17:00, room: MZ 113B
Wednesday, January 12, 13:45-17:00, room: MZ 113B
Thursday, January 13, 12:00-15:15, room: MZ 112B
Tuesday, January 18, 13:45-17:00, room: MZ 112B
Wednesday, January 19, 13:45-17:00, room: MZ 113B
Thursday, January 20, 12:00-15:15, room: MZ 112B

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.

Course orientation

There is a stark new reality facing people entering the workforce. New facts suggest that it is very likely that you will face some turbulence in your careers, including broad changes in your industry, organizational downsizing, or even your desire to go in a different direction. The new reality: Career survival and progress is up to you, not the organization.

In the old human resource reality in Western organizations, lifetime employment was the ethos for people who worked for high profile businesses and governments. Underlying this was an unwritten psychological contract where employers expected long term commitment, trust, and loyalty from their employees. In exchange, employees expected to have a career with promotions, recognition, and benefits. Some organizations illustrated family-like values with commitment, connections, and parent-like benefits (like pensions and the expectation of lifetime employment) and financial security.

The new reality existing today is illustrated by two recent crises. First, there is the pension crisis and the fact that the cushy retirement plans that we created years ago might not be sustainable. A recent European Union report called for Europeans to work longer to keep receiving pension from increasingly cash strapped governments. The recommendation is that the 27-member bloc would have to increase the current retirement age of 60 to 70 by 2060 if workers are to continue supporting retirees at the current rate.

Then, there is the increasing cost of health benefits to employers because people are living longer and there are expensive improvements in diagnostic tests, drugs, and treatments.

Economically, health benefits are a significant cost item and a major percentage of the annual wage bill. When managers have to pay an extra 30% to 40% of the wage bill for benefits, many have considered other options including contracting out or shifting operations to other countries.

Course aims

The purpose of this course is to review how we (individuals, students, employees) can respond to the new global reality facing us in better planning and managing other careers. It illustrates human resource management ideas from organizations in other countries in developing our global understanding. Its particular application is on assisting you to develop a career plan

based on your analysis of the global and local environment. Through a combination of book chapters, cases and articles, we will illustrate various strategic human resources ideas, which you are encouraged to apply for your personal career.

Course objectives

1. To provide an overview of the forces shaping global organizations and how they might affect you and your career
2. To provide you with an overview of key strategic human resources management ideas which are relevant for work, workforce, career, and life planning
3. To develop your English language reading, writing, and speaking skills

Course description

We will begin the class by reviewing the meaning of strategic human resource management and how it can be applied in an organization and how you might apply this personally. In drawing on different organizations throughout the world, an underlying purpose is to appreciate that we live in a global community and that the action in other countries affect us economically as well as socially.

In illustrating a workforce planning exercise, class members will participate in a scenario exercise, which illustrates potential realities we might face in the next five years.

The subsequent class sessions and exercises - on career planning, finding a job and getting selected, and life and retirement planning – assist you in developing your personal career plan.

Assessment / Examination

1. Team class project and group presentation
2. One individually written career plan and presentation
3. Class readings, personal assessment tests, application exercises and active class participation

Required reading

Please read all assignments listed for each class meeting **PRIOR** to the session for which they are assigned. In most cases, the articles for your reading will be available as a pdf file. Also, you can access PowerPoint notes of the lectures.

547457 Global Accounting and Control: A Managerial Emphasis

Intensive Course, 2.00 hours, 4.00 ECTS credits, recommended Semester: 5–8 (3rd and 4th year), Fall, weekly course

Wednesday, 8:30 – 11:45, room: BA 9912
October 6, 2010 – December 15, 2010

Lecturer

Prof. Dr. Timothy Sale
(University of Cincinnati, USA)

Assessment / Examination

written assignments, active participation, exercises

Entry requirements

Participants will be expected to have a good command of both written and spoken English and basic knowledge of economics.

Course aims

The aim of the seminar is to provide an introduction to the role of accounting and control in the management of multinational enterprises.

Course description

Global Business: Accounting and Control Issues, Global Organization, Coordination and Control, Comparative International Management, Planning and Performance Evaluation in Multinational Enterprises, Taxation and the Multinational Enterprise, Global Financial Statement Analysis, Global Transparency and Disclosure, Foreign Currencies and Exchange Risk Management, Foreign Currency Accounting and Exchange Rate Changes.

Required reading

Gray, Salter, Radebaugh: Global Accounting and Control: A Managerial Emphasis.

250025 Second Seminar in Accounting

(Seminar 2 aus Unternehmensrechnung und Wirtschaftsprüfung)

Seminar, 2.00 hours, 3.00 ECTS credits, recommended Semester: 5–8 (3rd and 4th year), Fall, weekly course

Tuesday, 13:45 – 15:15, room: K 112A
and

Thursday, 13:45 – 15:15, room: K 112A

October 5, 2010 – December 16, 2010

Lecturer

Prof. Dr. Timothy Sale
(University of Cincinnati, USA)

Entry requirements

To be announced

Course contents

- Introduction
- Financial Accounting and Accounting Standards
- Conceptual Framework Underlying Financial Accounting
- Statement of Income
- Statement of Retained Earnings
- Balance Sheet
- Statement of Cash Flows
- Property, Plant and Equipment – Impairment
- Intangible Assets – Goodwill and Impairment of Goodwill
- Investments – Fair Value Accounting
- Dilutive Securities and Earnings Per Share
- Property, Plant and Equipment – Tax Depr.
- Accounting for Income Taxes
- Accounting for Pensions and Postretirement Benefits

Assessment / Examination

midterm and final examination

Required reading

Intermediate Accounting, 13th Edition by Kieso, Weygandt, and Warfield

54771E Case Studies English

(Fallstudien Englisch)

Intensive Course, 2.00 hours, 3.00 ECTS credits, recommended Semester: 5–8 (3rd and 4th year), weekly course, Fall and Spring,

Monday, 08:30-11:45, room: BA 9912

October 4, 2010 – January 31, 2011

Lecturer

Dr. Ilse Born-Lechleitner

(Johannes Kepler University, Linz)

Dr. Wolfgang Schwaiger

(Freelance business consultant)

Entry requirements

- All students will be expected to have a good command of both written and spoken English (level C1).
- This course is designed for students whose native language is not English.

Assessment

Homework, Final report / Research Project (including oral presentations), In-class Case Analysis, Active participation in classwork and group activities

Course aims:

The aim of this course is to:

- give you the chance to practice and improve your skills in analyzing problems
- develop and practice information-gathering skills
- analyze written case studies and other complex information packages
- identify and present problems in cases related to different aspects of business, economics, politics and culture
- practice working in project oriented situations
- research, discuss, and report on findings
- further develop oral and written presentation skills
- practice and improve teamwork skills.

Course description

- Language, information-gathering and analytical skills
- Cases related to different aspects of business, economics, politics and culture
- Analysis of written cases and written and/or oral presentation of solutions
- Working in project teams
- Activities to improve linguistic skills
- Groupwork to practice and enhance discourse and negotiation skills
- Practice for departmental final examination in English

Required reading

Weekly case preparation for class, to be announced

547458 International Financial Markets

Intensive Course, 1.00 hour, 2.00 ECTS credits, recommended Semester: 5–8 (3rd and 4th year), Fall and Spring

held in an intensive session for only 1 day;

Friday, November 5, 10:15–18:00, room: HF 9901

Assessment / Examination

Active participation in class, oral exam

+

Interactive Course, 1.00 hour, 2.00 ECTS credits, No 547459, recommended Semester: 5–8, Fall and Spring

Lecturer

Prof. Dr. Helmut Schuster

(Johannes Kepler University, Linz)

Entry requirements

Exchange students will be expected to have a good command of both written and spoken English.

Assessment / Examination

written assignment

Course aims

Students will get an overview of the financial markets, past and present, the development of the economies in the US, the EU, Japan/China, interest rate policies and the important currencies in the world.

Course description

- Overview of the world economy with a special focus on the USA, the EU and Japan/China
- Historical and current developments of financial markets
- Handling the recent financial crisis
- Interest Rate Policies of the major Central Banks, bond markets, equities
- History, present and future trends of the Dollar, the Euro and other major currencies
- Monetary system, foreign exchange rates

Required reading

to be announced

Additional courses in Social and Intercultural Competence:

584063 Assorted Aspects of social and intercultural competence - Training intercultural competence

(Ausgewählte Aspekte der Sozialen und Interkulturellen Kompetenz)

Seminar, 2.00 hours, 4.00 ECTS credits, Fall (and probably Spring)

Friday, October 29, 09:15-17:00, room: KHG II

Saturday, October 30, 09:15-17:00, room: K 001A

Lecturer

Sommerhuber Josephine Elisabeth, B.A.

Krejci Gerhard Peter

Entry requirements
to be announced

Course content

- Culture as a communication phenomenon
- Objective culture vs. subjective culture
- Intercultural competences and the developmental model of intercultural sensitivity
- Values and how to make use of culture dimension concepts
- Application in Teams and Organizations

Course aims

At the end of this seminar students should...

- Know the possibilities and challenges which can be found in (inter-)cultural dialog
- Understand, how to handle differences and commonalities in cultural contact
- Have developed their (inter-)cultural "skillset"
- Know how to plan activities that focus on the potentials of diverse teamwork
- Be able to identify the most important factors of using culture within organisations and how to apply them in daily practise in the future.

584089 Assorted Aspects of social and intercultural competence – Corporate Social Responsibility in Europe and Asia

(Ausgewählte Aspekte der Sozialen und Interkulturellen Kompetenz)

Seminar, 2.00 hours, 4.00 ECTS credits, Fall

Tuesday, October 12, 15:30-20:30, room: MT 132
Friday, October 22, 10:15-18:45, room: K 153C
Saturday, October 23, 10:15-18:45, room: K 224B

Lecturer

Mag. Dr. Isabella Matauschek

Entry requirements

to be announced

Course content

The thematic focus of the course lies upon culture specific approaches to CSR as well as differences in the implementation of CSR in Europe and Asia. The question as to what is CRS, critical approaches to the issue of CSR and culture's role in shaping these different approaches to CSR will be explored.

Ample room is reserved for discussions, exercises and learning from each other: active participation is thus an important and integral part of this course.

Course aims

Critical discussion of relevant literature on the topic of Corporate Social Responsibility in due consideration of intercultural approaches

Capacity to apply intercultural theories to practice (CSR)

Reflection on enterprises as important global players

Reflection on own cultural identity

229009 Comparative Social Policy

Intensive Course, 2.00 hours, 3.00 ECTS credits, Fall

Dates to be announced

Lecturer

Mag. Dr. Christian Schafferer

Course content

Since the 1970s, over forty countries have entered the press of liberalization and democratization. This wave has affected countries in Europe, Africa, America and Asia. Democratization has not only brought about elected governments but has also triggered numerous debates on how to deal with human rights abuses committed by former authoritarian regimes. Different social and societal approaches have been taken to meet the growing request for transitional justice. This course looks at the various concepts and policy orientations adopted in a variety of newly established democracies with a special focus on East and Southeast Asian states.

Course description

The course will be conducted as a seminar - with introductory lectures, excerpts from films or other media representations relevant to the session's topic, class discussions of readings, and student presentations.

Required reading

Beigbeder, Yves, *International Justice against Impunity: Progress and New Challenges*. (Boston and Leiden: Martinus Nijhoff, 2005), p. 6.

De Brito, Alexandra Barahona, Paloma Aguilar, and

Varmen Gonzalez-Enriquez (eds.). *The Politics of memory: Transitional Justice in Democratizing Societies*. (Oxford: Oxford University Press, 2001), p.3

McAdams, A. James (ed.), *Transitional Justice and the Rule of Law in New Democracies*. (Notre Dame, Indiana: University of Notre Dame, 1997).

Roht-Arriaza, Naomi and Javier Mariezcurrena (eds.), *Transitional Justice in the Twenty-First Century: Beyond Truth versus justice*. (Cambridge and new York: Cambridge University Press, 2006).

232416 Industrial Psychology

Seminar, 2.00 hours, 4.00 ECTS credits, Fall

Wednesday, October 6, 12:00-13:30, room: K 224B
October 6, 2010 – January 26, 2011

Course content

The course

This seminar in Psychology and Economics (SAE) is intended for proactive students who are interested in understanding and learning psychologically and economically integrated concepts in different contexts. The objective of the seminar is to disseminate information on specific topics and create a participative environment of discussion in which the whole class is involved but also the work in small teams is important. The seminar will cover specific topics of research such as: individual differences, social responsibility, psychology and investment, selections, organizational performance, stressful working conditions, psychology and money, consumer psychology, making decisions and welfare and poverty reductions in others. Of importance, the (SAE) students

in the seminar individuate the topic of study around their particular interest Psychology and Economics context.

With and across this context, the seminar offers the possibility to students to develop skills related to researching and writing a high level paper and motivates them for its publication. To reach this aim during the course, the (SAE) students will have the appropriate orientation, tools and theory supporting this process. Students can meet the professor outside class upon prior appointment. Moreover the (SAE) students will be in charge of giving presentations and conducting individual research which will be based on previous generated questions. In the seminar, presentation, debates and discussions on several topics will be carried out, such as the following: (1) Personal investment and decision making, (2) Does money create happiness, (2) new technology in job research, (3) Good performance - how to get better and better, (4) The effect of debt on well-being, (5) Defining the socially responsible leader, (6) Globalization, inequality and global protest will be covered.

Business Administration – MASTER LEVEL

269060 Master Course Creating Strategic Advantages

Intensive Course, 2.00 hours, 6.00 ECTS credits, Fall & Spring

Thursdays: 10:15-11:45 or Thursdays: 08:30-11:45, room: HS 15

October 7, 2010 – January 20, 2011

mid-term exam: 18.11.2010, 10:15-11:45, room: HS 15

final exam: 20.01.2011, 10:15-11:45, room: HS 15

Lecturer

Prof. Franz Strehl, Mag. Wolfgang Berger

Entry requirements

The Master program General Management is aimed at students with a Bachelor in Business Economics or Social Sciences or an equivalent degree. No further requirements for Master-students in this course.

Course aims

- Based on theories, methods and instruments of Strategic Management, students look into concepts of developing strategic advantages. Resource based view, market based view, and the stakeholder orientation are fundamental elements.
- Students are able to understand the theoretical concepts and are competent to critically analyze and interpret them. Furthermore, they are competent to question complex interdependencies of the elements of Strategic Management.
- Students develop the capability to reflect the application of concepts in practice.
- Students' personal and interpersonal competencies are being advanced.

Course description

In this master course students are exposed to an overall holistic model of Strategic Management focusing on the dimensions process, content, resource orientation and market / environment orientation. The course is based on the one hand on input from the faculty, on the other hand on plenary and small group discussions. Specific themes are illustrated by mini cases ("highlights") or short videos.

The master course is one of seven modules in the basic area "General Management Competence" of the curriculum.

Grading

Written exams in class

- mid term exam (60 minutes)
contents (relevant readings) covered to this date
- final exam (90 minutes)
all course contents including the mid-term exam
contents (relevant readings)

Required reading

Wheelen, Thomas L. / Hunger, David J. (2010): Concepts in Strategic Management and Business Policy, 12th edition

Selected articles from scientific journals

252025 Master Course Financial Accounting

Intensive Course, 2.00 hours, 6.00 ECTS credits, Fall and Spring, weekly course

Tuesdays: 12:45-15:15, room: HS 16

October 5, 2010 – January 25, 2011

Mid-term Exam: 16.11.2010, 17:15 - 18:45, room: HS 1

Final Exam: 25.1.2011, 12:00 - 13:30, room: HS 1

Lecturer

Mag. Nicole Promper

Entry requirements

None (general admission to the master program necessary)

Grading

Midterm and final exam, class participation, case studies

Course aims

Analysis of core accounting and valuation concepts according to International Financial Reporting Standards (IFRS) with a special emphasis on the interpretation of IFRS financial statements

Course contents

Goals and Concepts of Financial Reporting, Corporate Governance, Elements of Financial Statements, Measurement Concepts in International Financial Reporting, Overview of selected International Financial Reporting Standards (IFRS), Interpretation/Analysis of Financial Statements prepared under IFRS, Performance Measurement, Internal Control & Risk Management

Required reading

To be announced

282016 Master Course Managerial Accounting

Intensive Course, 2.00 hours, 6.00 ECTS credits, Fall & Spring

Wednesdays: 13:45-15:15, room: HS 9

October 6, 2010 – January 26, 2011

Lecturer

Dr. Birgit Grüb

Entry requirements

basics in cost accounting

Course content

- Theoretical references of the controlling function
- Functions of operational and strategic controlling
- Instruments of operational and strategic controlling
- Performance Management Systems
- Behavioral control by the controller
- Application fields of control
- International development of controlling

Grading

2 written examinations

- 1st exam (60 minutes) – 60 points
- 2nd exam (90 minutes) – 90 points
- 15 extra points possible to improve the grade (from interactive elements)
- from the possible 150 points 75 points (50%) are needed to pass the course.

Required reading

Braun/ Tietz/ Harrison, Managerial Accounting, 2nd edition 2010, Pearson.

Horgren/ Sundem/ Stratton, Introduction to Management Accounting, 13th edition 2005, Pearson.

Further literature is given in the course.

266010 Master Course Organization

Intensive Course, 2.00 hours, 6.00 ECTS credits, Fall (& probably Spring)

Thursdays: 08:30-11:45, room: HS 15
October 7, 2010- January 27, 2011

Lecturer

Prof. Johannes Lehner

Entry requirements

Acceptance in Master program or (KS Verhalten in Organisationen 2ORGBEH and IK Struktur, Strategie und Innovation 2ORGDSI in 'Diplomstudium Wiwi')

Course description

The course is structured into two stages, both ending with an exam:

1. Prep Stage: Self-Study and Relearning of Required Preconditions for the Course
2. L&D Stage: Lecture and Discussion Phase

Course content

1. Prep Stage
 - Motivational and cognitive foundations of organizations
 - Criteria of effectiveness
 - Configuration, contingency and life-cycles of organizations
2. L & D Stage
 - Systems theory and loose coupling
 - Institutionalism and Population Ecology
 - Transaction cost Theory
 - Agency theory
 - Resource-dependency, Resource- and capabilities based concepts
 - Political organization, power and hierarchy

Grading

First Exam (60 Points), Second Exam (90 Points), out of this a minimum of 75 points has to be reached
Active Participation (15 Bonus points, applies only if minimum from exams is reached)

Attendance at course times is encouraged but not mandatory.

Required reading

Weick KE, Sutcliffe KM and Obstfeld D (2005) Organizing and the Process of Sensemaking.

Organization Science, 16(4): 409-421.

Kelley HH and Michaela JL (1980) Attribution theory

and research. Annual Review of Psychology, 31: 457-501.

Locke EA and Latham GP (2002) Building a practically useful theory of goal setting. American Psychologist: 705-717.

and more readings.

International Marketing / Marketing

The Department of Marketing requires international students to show proof ("transcript of records") of basic knowledge in Marketing corresponding to 4 hrs or 6 ECTS credits in order to participate in any of the courses offered.

241039 Seminar Applied International Marketing

Seminar, 2.00 hours, 4.00 ECTS credits, Fall

Thursday, January 13, 16:15-19:45, room: HS 11
Friday, January 14, 10:15 – 13:30, room: HS 17
Monday, January 17, 10:15-11:45, room: BA 9911
13:45-15:15, room: BA 9908
Tuesday, January 18, 15:30-18:45, room: MT 132
Wednesday, January 19, 08:30-11:45, room: K 153C
Monday, January 24, 10:15-11:45, room: BA 9910
13:45-15:15, room: BA 9908
Tuesday, January 25, 15:30-18:45, room: MT 132
Wednesday, January 26, 13:45-17:00, room: UC 6
Thursday, January 27, 13:45-17:00, room: MT 132
Friday, January 28, 10:15-11:45, room: BA 9911
13:45-15:15, room: BA 9912

Lecturer

Prof. Zeynep Bilgin, PhD

Entry requirements – Entry exam, more information to be announced

Course aims to be announced

Course description to be announced

Required reading to be announced

267014 Master Course Dimensions of Marketing Theory and Managerial Application

Intensive Course, 2.00 hours, 6.00 ECTS credits, Fall, weekly course

Wednesdays: 15:30-17:00, room: HS 16
October 6, 2010 – January 26, 2011

Lecturer

Prof. Gerhard Wührer

Entry requirements to be announced

Course aims to be announced

Course description to be announced

Required reading to be announced

249710 Master Course Finance

Intensive Course, 2.00 hours, 6.00 ECTS credits, Fall & Spring

Thursdays: 13:45-17:00, room: MT 127
Wednesday, November 24, 19:00 - 20:30, room: HS 1 & HS 17
Wednesday, January 26, 17:15 –19:45, room: HS 1 & HS 8 & HS 9
October 7, 2010 – January 26, 2011

Lecturer

Dr. Eva Wagner, Dr. Markus Dick

Course objectives

This course provides an introduction to the financial management of corporations. It will analyze the financial decisions made in a company. The course aims to introduce the concepts of risk, return and valuation, enabling students to apply the basic tools of finance on investment and financing decisions.

Course description

This course examines the fundamental principles of corporate finance and the issues faced by financial managers. Topics covered include, among others, an introduction to financial instruments, concept of present value, analysis of financial statements, bond valuation, risk and return, stock valuation, portfolio theory, cost of capital, capital budgeting, corporate valuation and capital structure.

Grading

Cases, midterm and final exam

International Management

247030 Global Strategic Management

Interactive Course, 2.00 hours, 3.00 ECTS credits, Fall and Spring

Tuesday, October 12, 10:15 – 11:45, room: MZ 003A
Tuesday, October 19, 08:30 – 11:00, room: K 001A
Wednesday, October 27, 08:30 – 11:00, room: UC 6
Tuesday, November 2, 08:30 - 10:45, room: BA 9912
Tuesday, November 9, 08:30 – 11:00, room: P 004
Friday, November 12, 08:30 – 11:00, room: K 034D
Wednesday, November 17, 08:30 - 10:00, room: MT 226

Lecturer

Prof. Dr. Tina C. Ambos, N.N.
(Johannes Kepler University, Linz)

Entry requirements to be announced

Course content to be announced

Grading to be announced

Reading to be announced

247034 Advanced Topics in Global Strategic Management

Interactive Course, 1.00 hours, 3.00 ECTS credits, No 247034, Fall and Spring.

Dates to be announced

Lecturer

Prof. Narula Rajneesh PhD, MBA
(University of Reading Business School)

Entry requirements to be announced

Course objectives to be announced

Course structure to be announced

Grading to be announced

Reading package to be announced

247035 International Business Project / Strategy Project (SE)

Seminar, 3.00 hours, 6.00 ECTS credits, Fall and Spring.

Monday, October 4, 12:00-15:15, room: HT 176G
Wednesday, October 20, 12:00-15:15, room: HT 176G
Wednesday, November 10, 12:00-13:30, room: BA 9911
Wednesday, December 15, 12:00-13:30, room: BA 9911
Wednesday, January 12, 12:45-14:30, room: HT 176G
Wednesday, January 26, 12:00-15:15, room: HT 176G

Lecturer

Priv.-Doz. Dr. Iris Fischlmayr
(Johannes Kepler University, Linz)

Entry requirements

Students must be enrolled in the Master program “Global Management” and be assigned to “Phase 2” by university officials. If this is not the case, the teacher might control the requirements and decide upon the participation.

Course objectives

- To make students familiar with today’s business world, which is becoming more and more global and also virtual.
- To provide students with a learning environment that allows for experiencing the benefits and challenges of multicultural and virtual team work, and to give them a chance to reflect on these experiences.
- To enable students to acquire a holistic picture of activities of an internationally operating production company and their consequences by participating in an online business game over 4 time zones.
- To give students the opportunity to acquire skills required for virtual collaboration, by both participating in virtual teams and by having seminars over web conferences.
- To provide a better understanding of different issues regarding internationalization from different perspectives.

Course structure

During the first session of the course students are assigned to two groups in order to enhance learning outcomes. They will be given all information required for taking part in the online business game RealGame™ and to use web conferencing tools. In that face-to-face meeting students get to know each other, have the chance to gain mutual trust and to make themselves

familiar with the principles of the course.

There are two types of virtual classes: in the RealGame™ classes, students will be assigned to virtual multicultural teams with students from Stern Business School at NYU (New York), TU Kaiserslautern (Germany), Turku School of Economics (Finland) and the University of Melbourne (Australia), and function as different companies which are either dependent on each other or compete with each other. Time zone differences will create a special challenge in that type of experience. In the Web conferencing classes, students will experience a seminar held on a virtual basis, thus, by participating in front of their own computer from any location.

Both types of classes are initiated in an introduction class where students get familiar with different tools enabling virtual collaboration. After each type of virtual class, experiences and learnings will be intensively reflected in the classroom.

In both the face-to-face and the virtual classes, students will be confronted with different aspects of doing business internationally, and in particular also by relying on ICT. Chances and drawbacks for various functional areas and business flows in an international company will be discussed. This will be enhanced by specific literature and discussions.

The seminar language is English. Attendance is mandatory during ALL class sessions, including face-to-face and virtual sessions. Students are expected to stay for the duration of the whole class and attend all classes. Missing a session leads to a negative grade.

For the purpose of enhanced learning, the class will be divided for some tasks (students only have to participate at their group's time). Group composition will be decided in the introduction course.

Grading

The assessment of this course will be made based on three requirements:

Group project	40%
Short tests	30%
Reflective essays	30%

Reading package

The reading package can be purchased at the department secretary's office (Hochschulfondsgebäude, 2nd floor, room 224) from September 27th on.

Contact

For handing in assignments and for questions or problems please contact: iris.fischlmayr@jku.at



**Faculty of
Business,
Economics and
Social Sciences**

Economics – Bachelor Level

***Industrial Organization, Managerial and
International Economics***

239416 Managerial Economics

Intensive Course, 2.00 hours, 3.00 ECTS credits, weekly course, Fall and Spring

Thursday, 12:00 – 13:30, room: HS 9
October 7, 2010 – January 27, 2011

Lecturer

Dr. Christine Zulehner

Course description

The course in Managerial Economics will give a short introduction into economic topics which are important for business students and applied economists at the Bachelor level. The main issue is to show how rigorous modeling can help to understand important phenomena in business enterprises. Economic principles can assist in focusing and organizing ideas, to explain real world behavior and to make well-informed decisions.

Course content

Topics from Organization and Management of Firms:

- Organization principles, efficiency, transaction costs
- Problems of private information: insurance, moral hazard, adverse selection, signaling
- Performance incentives, Principal-Agent Problems
- Personnel and Human Resources Management, Compensation systems and motivation

Topics from Industrial Organization:

- Theories of choice, uncertainty, risk and intertemporal decisions
- Game theory, organization of markets, market entry
- Business strategy in different market structures: competition, monopoly and oligopoly
- Special topics of multi-plant firms
- Transfer prices

Assessment to be announced

Required reading to be announced

Financial Markets and International Finance

Link: <http://www.econ.jku.at/493/>

239110 Balance of Payments and Exchange Rates

[Zahlungsbilanz und Devisenmarkt]

Intensive Course, 2.00 hours, 3.00 ECTS credits, recommended semester: 4-8, weekly course, Fall and Spring

Tuesday, 17:45 - 18:45, room: HS 7
October 5, 2010 – January 25, 2011

Lecturer

Prof. Francois Joseph

Assessment / Examination To be announced

Course description to be announced

Required reading to be announced

More info on updates via: <http://www.econ.jku.at/493/>

239111 International Economics, Finance and Macroeconomics

[Internationale Wirtschaft, Finanzmärkte und Makroökonomie]

Interactive Course, 2.00 hours, 3.00 ECTS credits, Spring 2010, weekly course

Wednesday, 13:45 – 15:15, room: BA 9911
March 10, 2010 – June 30, 2010

Lecturer

Prof. Francois Joseph

Entry requirements to be announced

Course aims to be announced

Course topics to be announced

Assessment / Examination to be announced

Required reading to be announced

More info on updates via: <http://www.econ.jku.at/493/>

239304 Income, Employment and Financial Markets

(Einkommen, Beschäftigung und Finanzmärkte)

Interactive Course, 2.00 hours, 3.00 ECTS credits, Fall and Spring, weekly course

Thursday, 08:30-10:00, room: K 153C
October 7, 2010 – January 27, 2010

Lecturer

Nikolaos Antonakakis

Entry requirements

None

Course overview

The aim of these tutorials is to enhance your thinking in macroeconomics. It will give you the opportunity to apply and develop your understanding of, and facility with, the analysis developed in lectures and textbooks, to real economic applications. This course will be presented in English. It is an intensifying course designed to

deepen your knowledge and clear any ambiguities that might have come from lectures. The more you contribute to the tutorials, the more you get out of them. Make it a habit to write down points you do not understand during the lectures and ask me for help.

Each tutorial lasts for 90 minutes and consists of problem sets (based on your reading of the textbook: Macroeconomics, Olivier Blanchard, 5th edition) and discussion takes place in a very friendly environment. The problem sets are divided into two parts: a) the Homework Problems and b) the Classroom problem. The former (Homework problems) have to be prepared in advance. This work will provide the starting point for discussion in the tutorial. The Class Problem is to be attempted in class, either individually or in groups. It would also be helpful if you quickly looked over the Class Problem too although, there is no need to prepare it in advance. Marks and feedback are going to be given according to your answers. Each tutorial worksheet will be issued one week in advance on KUSSS.

Course content

Real world experiences of GDP growth; more about GDP, inflation and unemployment; equilibrium in the goods market (autonomous investment); financial markets; the IS-LM model; the labour market, wage and price determination; the natural rate of unemployment and the Phillips curve; inflation, activity and nominal money growth; the foreign exchange market, exchange rates of the open economy; the open economy, the AD-AS model

Attendance

A class register will be taken at each tutorial, you must sign the register. Attendance and active participation to the tutorials is mandatory. Failure to meet these requirements without demonstrating “good cause” (in the form of illness or adverse personal circumstances, reported to the relevant Administrative Secretary) will result in a grade of NQ “not qualified” for this class.

Assessment / Examination

Homework problems account for 30% of the final grade. In addition, 2 written exams will be attempted during the term (mid-term and final exam), which consist of short answers and multiple-choice questions. The mid-term exam accounts for 30% of the final grade and the final exam accounts for 40%. These 2 written exams will be based on the material taught in the lectures and these tutorials. In order to get a passing grade for the course you need an average of at least 50%.

The final grade is calculated as follows:

85-100	1
75-84	2
65-74	3
50-64	4
<50	5

If, for medical or adverse personal circumstances (which will have to be reported to the relevant Administrative Secretary) you are unable to write the mid-term or the final exam, an additional exam will be attempted at some time (1 or 2 weeks) after the end of these tutorials.

Required reading

To be announced

Contact details

If you have any questions regarding this class send me an email: Nikolaos.Antonakakis@jku.at

ECOMICS – MASTER

239406 Game Theory

Intensive Course, 2.00 hours, 4.00 ECTS credits, Fall and Spring, weekly course

Tuesday, 17:15 – 18:45, room: BA 9911
October 5, 2010 – January 25, 2010

Lecturer

Dr. Rene Böheim

Entry requirements

Students are required to have a good command of the English language.

Prerequisites

Some mathematical knowledge is required - but no specific mathematical knowledge beyond that taught in high school is needed. An ability to follow (a liking for?) extended logical arguments is essential. I think that the important ideas of game theory are best studied with real examples, supported by theoretical considerations. For this reason, we will discuss games that arise in everyday business situations. And, of course, we will play several games ourselves.

Course aims

We will learn how to analyse strategic behaviour using game theory, focusing on examples from economics and business. For example, we will examine competition in oligopolistic markets and will analyse likely (and unlikely) outcomes of such competition.

Who should take this course?

All students who are interested in strategic behaviour, this includes students who are aiming for a managerial career as day-to-day decisions require the analysis of competitors, employees, regulators and other economic agents. In addition, students who consider an academic career in economics or business or intend to work for a government agency.

Course content

Game theory is one box of tools, which we use to model how decisions are made. These models are abstract representations of real-life situations, which makes them very useful in a wide range of situations. In this course we will focus on decision making in economic and business settings, but the ideas of game theory can be applied to almost every situation and are widely used by e.g. psychologists, in political sciences, but also in the natural sciences such as biology. A game in this context is a strategic interaction of players, e.g. competitors deciding about prices, or Bart Simpson deciding on how to beat his sister Lisa in Rock-Paper-Scissors ("Good ol' rock. Nuthin' beats that!").

Assessment

To be announced

Reading

Martin J. Osborne, 2004, An Introduction to Game Theory, Oxford University Press.

Alternative:

Robert Gibbons, 1992, A Primer in Game Theory, Prentice Hall.

Martin J. Osborne and Ariel Rubinstein, 1994, A course in game theory, MIT Press. Free download at <http://arielrubinstein.tau.ac.il/books.html>.

Additional literature:

C. Anthony di Benedetto, 1987, Modeling rationality in marketing decision-making with game theory, Journal of the Academy of Marketing Science, Vol.15(4), 22-32. (online on campus)

Not required, but highly entertaining reading:

Dixit and Nalebuff, 2008, The Art of Strategy: A Game Theorist's Guide to Success in Business and Life, Norton.

More infos <http://www.econ.jku.at/1474/>

239101 Microeconomics II

Course, 1.00 hours, 2.00 ECTS credits, Fall, weekly course

Tuesday, 15:30 – 17:00, room: K 153C
October 5, 2010 – January 25, 2011

Lecturer

Prof. Joseph Francois

Assessment / Examination To be announced

Course description to be announced

Required reading to be announced

More info on updates via: <http://www.econ.jku.at/493/>

239114 Microeconomics II

Intensive Course, 1.00 hours, 2.00 ECTS credits, Fall, weekly course

Dates to be announced

Lecturer

N.N.

Assessment / Examination To be announced

Course description to be announced

Required reading to be announced

239334 Macroeconomics II

Course, 2.00 hours, 4.00 ECTS credits, Fall, weekly course

Tuesday, 13:45 – 15:15, room: K 224B
October 5, 2010 – January 25, 2011

Lecturer

Dr. Johann Scharler

Entry requirements

Course aims

This is a graduate-level course in macroeconomic theory, intended for MA students. The purpose of the course is to put students in a position to read and critically analyze journal articles in macroeconomics. We will cover Real Business Cycle theory, New Keynesian macroeconomics, monetary and fiscal policy and some

issues in international macroeconomics. The course will also focus on the tools and techniques that are necessary to solve and analyze modern macroeconomic models.

Course topics

The course is based on material from:

- Michael Wickens, *Macroeconomic Theory*, Princeton University Press
- David Romer, *Advanced Macroeconomics*
- Maurice Obstfeld and Kenneth Rogoff: *Foundations of International Macroeconomics*, Princeton University Press

Assessment / Examination

Required reading

To be announced

More info on updates via: <http://www.econ.jku.at/522/>

239405 Econometrics II

Course, 2.00 hours, 4.00 ECTS credits, Fall and Spring

Tuesdays, 13:45 – 15:15, room: varies, please consult KUSSS for details
October 5, 2010 – January 25, 2011
Final exam: 25.1.2011, 13:45-15:15, room: ESH1

Lecturer

Dr. Rene Böheim

Entry requirements

Students are required to have a good command of the English language.

Prerequisites

Students should be familiar with basic probability theory, mathematical statistics, and multivariate regression analysis (OLS). Further they should be familiar with the material taught in *Econometrics I*, covered e.g. by Wooldridge, Jeffery M. (200x), *Introductory Econometrics: A Modern Approach*, 3rd ed. or higher, South Western College Publishing, Mason (ohio), Chapters 1-10.

Course aims

The course's goal is to provide students with an understanding of advanced econometric models and to enable them to deal with empirical work in a critical manner. The methods taught will provide students with a clear idea on how to undertake their own empirical projects (e.g., diploma thesis) and a benchmark on how to critically assess empirical research. The course examines econometric models and discusses in detail issues of specification, identification and estimation. Emphasis is placed on a careful interpretation of empirical results and on the derivation of causal relationships. The EK's focus is on econometric theory and applications are being taught in the accompanying IK.

Course material

The material is mainly Wooldridge, *Introductory Econometrics*. A few sections are from Angrist and Pischke, *Mostly Harmless Econometrics*, Princeton University Press. (MHE is recommended for anyone seriously interested in applied micro-econometrics!) Master copies of the additional literature are available

from the secretaries' office, Ms Meister or Mr Hagemann, room K149D

Assessment

- Participation in class: 10%
- Problem sets: 20%
 - First set, due: tba
 - Second set, due: tba
- Midterm test: 30%
- Final exam: 40%

More info on updates via: <http://www.econ.jku.at/1986/>

239404 Econometrics II

Intensive Course, 1.00 hour, 2.00 ECTS credits, Fall and Spring

Tuesday, October 19, 10:15 – 11:45, room: HF 9915
Tuesday, November 16, 10:15 – 11:45, room: HF 9915
Tuesday, November 30, 10:15 – 11:45, room: HF 9915
Tuesday, December 14, 10:15-11:00, room: HF 9915

Lecturer

Dr. Rene Böheim

Entry requirements

Students are required to have a good command of the English language.

Prerequisites

As for the Course *Econometrics II*, plus basic knowledge of Stata (or other economic software).

Course procedure

The course consists of two parts, computer exercises and a replication exercise.

- 1) Computer exercises: You will be given computer exercises (via KUSSS) which you are asked to prepare. Prior to class, you will indicate which exercises you prepared. In case you ticked an exercise, you might be asked to present the problem in front of the class. You will get points for the number of exercises you ticked and on the quality of the presentation. You will get bonus points for effort, deductions for bad presentations and, obviously, you fail if you cannot solve the problem.
- 2) Replication exercise: Each of you is to replicate an economic paper--LIST TO FOLLOW, data provided by me. You will have to write a seminar paper (about 15 pages) where you are to (i) outline the research question, (ii) describe the data and empirical strategy, (iii) present the key results, and (iv) discuss the pro and cons, i.e., problematic methodology, did you get the same results, what would you do differently, et cetera. You have to present your paper and will be graded on the quality of the paper and your presentation.

Assessment

Grades in the course will be determined through a combination of computer exercises (take home problem sets), presentations in class and an empirical project . There is no exam. Weighting will be as follows:

- Problem sets: 40%
 - Number of exercises: 50%
 - Quality of presentation: 50%
- Seminar paper: 60%

- Number of exercises: 50%
- Quality of presentation: 50%

Each subject will be graded according to the Austrian system of grades. [This is a 5-point grading scale, where 1 ("sehr gut" - "very good") is the best possible grade, 2 ("gut" - "good") is the next-highest, 3 ("befriedigend" - "satisfactory") indicates "average" performance, 4 ("genügend" - "adequate") is the lowest passing grade and 5 ("nicht genügend" - "unsatisfactory") is the lowest possible grade and the only failing grade.] Your final grade will be a weighted average over the two parts.

More info on updates via: <http://www.econ.jku.at/1987>

239505 Welfare Economics

[Economic Theory of the Public Sector]

Course, 2.00 hours, 4.00 ECTS credits, Fall

Tuesday, 10:15 – 11:45, room: K 153 C

October 5, 2010 – January 25, 2010

Lecturer

Mag. DI Dr. Johann Brunner

Prerequisites

Students should be familiar with economics and maths.

Grading

written examination

Course aims

The students will receive an insight into welfare economics. They learn about the important normative concepts for evaluating different social states and various monetary measures that correctly reflect changes in welfare. They will learn about the advantages and disadvantages of these concepts and measures and understand the problems of aggregating individual preferences into meaningful and operational welfare ordering for society as a whole. They will be able to analyse the efficiency and the distribution consequences of market solutions and of policy changes.

Course description

Introduction to welfare economics - The course deals with the Pareto criterion, the two theorems of welfare economics, the compensation criteria, various welfare functions, the basics of social choice theory and various monetary welfare measures.

Required reading

J.K. Brunner, course literature

239130 Advanced Exchange Rate Theory

Course, 2.00 hour, 4.00 ECTS credits, Fall

Wednesday, 13:45 – 15:15, room: K 153C

October 6, 2010 – January 26, 2010

Lecturer

Prof. Joseph Francois

Entry requirements to be announced

Course content to be announced

Grading to be announced

Readings to be announced

More info on updates via: <http://www.econ.jku.at/493/>