## Universität Innsbruck



### Faculty of Business and Management - SoWi **IWW-Office**



2019/20

Deadline to have uploaded application documents

winter semester: **15.08.2020** summer semester: 15.01.2020

Please, apply as soon as possible - see section housing

Application guide for students from our partner institution

## Università degli studi di Padova

- Application process for business and economics students
- Study programmes
- Modules / Courses
- Housing (please, apply as soon as possible)
- Fact sheet and other information

Incoming Coordinator: OR Mag. Christoph KORNBERGER

Wirtschaftsfakultät Universität Innsbruck - SoWi **Faculty of Business and Management IWW-Office** 

Universitätsstrasse 15 6020 Innsbruck Österreich

Phone: +43 512 507 73.181 email: iww@uibk.ac.at

www: https://www.uibk.ac.at/iww



## Hello and congratulation on your nomination as an exchange student at the Faculty of Business and Management!

We - the members of the IWW-Office, Christoph (your incoming coordinator), Elke & Dilay - are happy that you have chosen our institution - Faculty of Business and Management (SoWi) - as your exchange institution. We look forward to welcoming you at our faculty for the next academic year or semester!

As you know from your home coordinator, you need to go through an application process at your exchange institution to receive your "Letter of Acceptance" and admission documents.

Please, find the 10 steps of application you have to follow on the next pages, to receive your ,Letter of Acceptance'.

#### Your application is your first impression.

Therefore - we would kindly ask you to read all information carefully and to take your application serious - it is a job.

There is a lot to do, to read, it is work and you will see - time goes fast and suddenly you need to pack your bags.

During your application process, please, check your indicated email account regularly. You will be informed by the application system, if your documents are accepted, if your letter of acceptance is ready for download, etc..

You also will receive information emails from our IWW-Office (iww@uibk.ac.at) as well.

Please, **check** all deadlines. If you need to apply for a visa or/and housing, apply as soon as possible.

Deadline to have uploaded your application documents (Step 1 - 10) at your Innsbruck student account:

winter semester: 15.08.2020 summer semester: 15.01.2020

As rooms in student houses are limited, we want to advise you to book accommodation as soon as possible: ÖAD-student-housing-agency: <a href="https://oead.at/en/to-austria/regional-offices/innsbruck/accommodation/">https://oead.at/en/to-austria/regional-offices/innsbruck/accommodation/</a>

It is difficult to find private accommodation as the number of students who are looking for accommodation is still increasing.

So - be ready for an exiting journey and start your application now - by registering at the IWW-Office first! (see next pages ..... ;-)

Homepage IWW: https://www.uibk.ac.at/iww/incomings/

Start your application: https://www.uibk.ac.at/iww/incomings/application-procedure.html.en

All the best from Innsbruck

Christoph

Leopold-Franzens-Universität Faculty of Business and Management (SoWi) IWW-Office

OR Mag. Christoph KORNBERGER (your coordinator)

email: iww@uibk.ac.at tel: +43 512 507 73.181

Universitätsstrasse 15 6020 Innsbruck Austria



### **Application for Admission**

Faculty of Business and Management

Exchange Business & Economic students only!

### The application process - steps 1-10

Step 1 - Check application deadlines - https://www.uibk.ac.at/iww/incomings/

2 - Check the availability of your university Step

Step 3 - Check your exchange status

Step 4 – Fill in the online application to register at the IWW-Office (IWW-Office = incoming coordinators)

Step 5 - Prepare documents

Step 6 - Create personal university student account

7 - Upload requested documents Step

Step 8 – Documents check

Step 9 – Acceptance letter - can be downloaded - you will be informed by email

Step 10 - Admission documents - can be downloaded - you will be informed by email

#### Step 1 - Check application deadline to upload application documents

Winter semester: August 15th Summer semester: January 15th

It is not possibe to upload application documents after the deadline as the system will close the upload section!

#### Step 2 - Check availability of your university & Study Program

Please, check if your university is available in the pulldown manue on our homepage, if not, send an email - by introducing yourself with name of your university, coordinators name, study program, semester in which you intend to come - to iww@uibk.ac.at - we will check and inform you as soon as possible.

#### **Study Programs**

We put bachelor students (and master students who have no master program at choice) in the diploma program IWW - Internationale WirtschaftswWissenschaften / International Economic and Business Studies - which is on master level – and the range of (international) modules is bigger.

Your university (Università degli studi di Padova) has agreements for their students to study the following programes at the Faculty of Business and Management:

Yes = program available

NO = program not available for exchange students from Università degli studi di Padova .

Yes Diploma Program: IWW-International Economic & Business Studies

Yes Master: Accounting, Auditing & Taxation

Master: Applied Economics Master: Banking & Finance No No

Master: Organization Studies No

Master: Strategic Management (Management, Marketing, Tourism) No

No Master: Commercial Informatics

#### Step 3 - Check your exchange status

Make sure that you are nominated as an ERASMUS / LLL / JOINT STUDY student for the Faculty of Business and Management (University of Innsbruck) and that your institution has an agreement with one of the deaprtments of the Faculty of Business and Management - your home coordinator should have informed you.

## Step 4 - Fill in the online application to register at the IWW-Office (The member of the IWW-Office, OR Mag. Christoph KORNBERGER, is your incoming coordinators)

Before you fill in the online application form, please make sure, that you have the following information / data available, otherwise your will not be able to submit the data in the online form!

In general, you are only allowed to choose a study programme, within the frame of YOUR university contract. See step 2 or contact your home coordinator(s). Amedeo Pugliese / Greta Pesce (amedeo. pugliese@unipd.it; erasmus@unipd.it;international.economia@unipd.it)!
Study Programme

Bachelor students:
If you are a bachelor student, please, select "Internationale Wirtschaftswissenschaften (IWW) (International Business and Economic Studies).

If you want to apply for a master programme (you need to be a enrolled as a master student in a business or economic programme at your institution or similar - please, read the master information on our homepage - limited exchange places - first come first **serve**), please, select your master programme.

ECTS completed by the end of the semester before your exchange semester in Innsbruck starts (if you are from overseas and your university does not offer ECTS credits, please fill in "0".)

- if you apply for "Internationale Wirtschaftswissenschaften" - fill in the ECTS you reached in your bachelor

programme so far
- if you apply for a "master" programme - fill in the ECTS you reached in your master program so far.

#### First & family name:

Make sure that you have your passport/ID ready, as you need to fill in exactly all the names from your passport or ID. In case of incorrectness - processing the documents will lead to delays. ATTENTION: not mix up first name and family name:

- family name = surname / last name
- first name = given name / prename / foename / christian name

Years of study completed in your current program, before you come to Innsbruck.

#### **European Union citizen?**

Are you an european citizen? Yes/No

#### VISA

Do you need to apply for a VISA? Yes/No

In case you need to apply for a visa, we will send you an invitation letter which you need for your visa application as soon as the Letter of acceptance is available.

Please, note, to receive a visa confirmation it might take a while in your country, therefore apply soon.

#### Permanent address

Permanent e-mail address (the IWW-Office contacts you only at this email address)

Telephone number

Emergency number & emergency contact person:
Emergency number and contact: name of mother/father/etc. and phone number in case you have an emergency.

#### Medical /disability issue

Medical issue : eg need a doctor in Innsbruck, etc.

Disability: Please specify if you have any medical issue / disability and say how it might affect your studies. You need to bring a proof. (eg dislexia)

Have you ever been admitted to an Austrian University before?
Remember, if you have been admitted to an Austrian University before? If yes, your Austrian-University-Student-ID-Number (Matrikelnummer) is required, as you keep this student ID for your lifetime.

- Number of semesters you want to apply for.

   Number of semesters you want to stay in Innsbruck
- Bachelor students: max. 2 Master students: max 1 semester!

#### Intended beginning

- Intended beginning of your studies in Innsbruck (smester/year)

#### Date, country and city of your graduation

Date, country and city of your graduation from your Secondary-School-Leaving-Certificate (Abitur, Matura)

#### Date of admission

Date of admission at your home university (month and year)

#### Home coordinator:

- Full name of your home coordinator
- This has to be a member from your international department of your home institution **NOT a professor**) **Home coordiantor E-mail**

We will send the nomination to this email address

German language skills: (B2 - at least - is required in the teaching language)

mother tongue, very good, good, little, no German

German level:

self-rating: A1, A2, B1, B2, C1, C2, did not reach a level (no certificate available)

German language course:

Do you seriously want to attend a German language course: yes / no

Your English language skills: (B2 - at least - is required in the teaching language)

self-rating: mother tongue, very good, good, little, no English English level:

A1, A2, B1, B2, C1, C2, did not reach a level (no certificate available)

#### Passport data

If you are a Joint Study student you need to fill in your passport data, as we need to send you an invitation letter for your visa application:

- Passport no
- Issuing Authority
- issued from / valid until

All EU, EFTA and SWISS students who stay longer than 4 month in Austria need to apply - within these 4 month - for a special residence

Passport and Insurance data are required for this application. If you want us to complete the form you can already fill in your passport and Insurance data. This makes it easier and saves time for you. Or feel free to hand it in, as soon as you are in Innsbruck.

Insurance data (see your EU-Insurance card)
All All EU, EFTA and SWISS students who stay longer than 4 month in Austria need to apply - within these 4 month - for a special residence permit by law the so called ("Aufenthaltsbescheinigung")
Passport and Insurance data are required for this application. If you want us to complete the application form you can already fill in your

passport and insurance data. This makes it easier and saves time for you. Or feel free to hand it in, as soon as you are in Innsbruck.

- Insurance Company
- Insurance number

You have to upload a passport picture - Passport picture as jpg or pdf (jpeg is not working)

#### Criteria for the photo:

- professional passport picture
- 35x45 mm in size
- Your head must cover app. 2/3 of the picture
   The photo must not be older than 6 month and you must be clearly recognisable
- The photo has to be in colour
- The picture should meet the criteria of the international passport regulation
- no selfis professional picture

#### Step 5 - Prepare documents

You have to prepare the followng 4 (5) documents:

- 1. Nomination (the nomination will be sent from us to your coordinator. Your coordinator has to check, stamp and sign the document and need to send it to you, that you can upload the nomination.
- 2. CV Curriculum Vitae

Criteria:

- You need to create the CV by yourself
- I need to be professional as you would apply for a job
- It need to be a resume not a cover letter
- Do not use forms from the internet put effort in it, be imaginative, this is a job, create yours
- 1 page minimum 2 pages maximum
- If you do not have an idea how to create a CV, google for it
- Please, take this serious.The CV is the document we often do not accept, as it does not fulfill the criteria
- 3. ID or passport with which you come to Innsbruck
- 4. Professional passport picture of you
- 5. **Transcript of Records** (only students who apply for a master programme)



Make your own creation!

You have to scan each documents as a single document - only PDF scans will be accepted - except the foto.

#### Please specify the files as follows:

- Nomination: Nomination.pdf
   Curriculum Vitae: CV.pdf
- 3. Passport / ID: ID.pdf
- 4. Transcript of records (master students only): Transcript.pdf
- 5. Foto: Foto.pdf / Foto.jpeg see step 4: photo

#### Step 6 - Create university student account - LFU-Online student account

As soon as you have registered at the IWW-Office, we will send (within 3 working days) you an email with the link to create your personal student account at Innsbruck University.

ATTENTION: Students who apply for the summer semester only, can only start creating their account from 16.08.1920

To create your personal LFU-student-account you need to have the same (but less) data ready, as you have to register at the IWW-Office - see step 4:

#### Step 7 - Upload requested documents

After creating your personal student account you need to confirm the account and upload your prepared documents. We would appreciate, to upload all documents in one go - this saves time for all of us:

- Nomination: Nomination.pdf
- 2. Curriculum Vitae: CV.pdf
- 3. Passport / ID: ID.pdf
- 4. Transcript of records (master students only): Transcript.pdf
- 5. Foto: Foto.pdf / Foto.jpeg

#### Step 8 - Documents check

Only if all documents are uploaded, they will be checked of completness and correctness. In case of wrong, incompleted, incorrect documents, etc., you will not be accepted.

#### Step 9 - Acceptance letter can be downloaded

As soon as the documents are completed and accepted as correctly, you will receive the information, that your "Letter of Acceptance" is ready for download from your student account. The system will send this information to your indicated email address. Only with this email confirmation you can be sure to be accepted!!! Therefore we kindly ask you to check your emails regularly!

#### Step 10 - Admission documents will be issued from WS: 09.07.2019 / SS 07.01.2019

After confirming the acceptance, the admission department start issuing the admission documents from

- for the WS winter semester 09.07.2019
- for the SS summer semester 07.01.2019.
  - As soon as the admission documents are issued, the student will be informed by the application system that the documents are ready for download
  - The admission documents contain your:
    - student record
  - student ID number
  - Innsbruck student email address
  - Innsbruck university email account and internet access

Now you have all documents available to study at the <<SoWi>>.

### You CV and passport picture

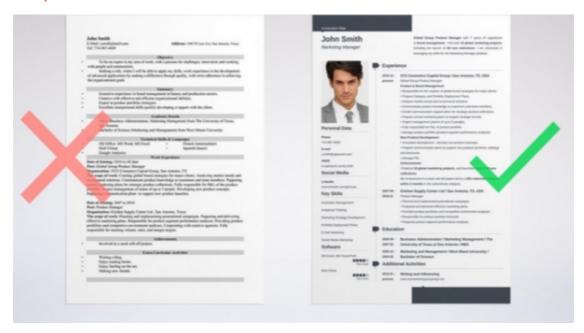
## Your CV is the first impressen & your business card:

If students fail in their application - it is because of their CV or Photo!

### **CV - Cirriculum Vitae**

#### Criteria:

- You need to create the CV by yourself
- I need to be **professional** as you would apply for a job
- It need to be a resume not a cover letter
- Do not use forms from the internet, do not cheat by using a form from the internet
- put effort in it, be imaginative, this is a job, it is work, create yours
- 1 page minimum 2 pages maximum
- If you do not have an idea how to create a CV, google for it
- Please, take this serious.



### Photo:

Please, be aware that **this photo** will be used on your "Innbruck Student ID Card"
This ID is an <u>official ID card</u> in Austria - Therefor pay attention to the criteria (no exception)

### Criteria for the photo:

- 35x45 mm in size
- Your head must cover app. 2/3 of the picture
- The photo must not be older than 6 month and you must be clearly recognisable
- The photo must be in colour
- Your photo should be taken by a professional photographers
- No selfies or holiday pictures!)
- The picture should meet the criteria of the international passport regulation
- You have to upload a passport picture (**not** a scan of your passport !!)
- Photo upload format: jpeg or pdf

## Modules / Courses - System at the

Faculty of Business and Management

The University of Innsbruck - Faculty of Business and Management offers a modular course system at different levels.

Every module consists of 4 hours per week. One academic hour is 45 minutes. Every module includes an inputoriented (VO = lecture) and an interactive part (PS/SE = proseminar/seminar).

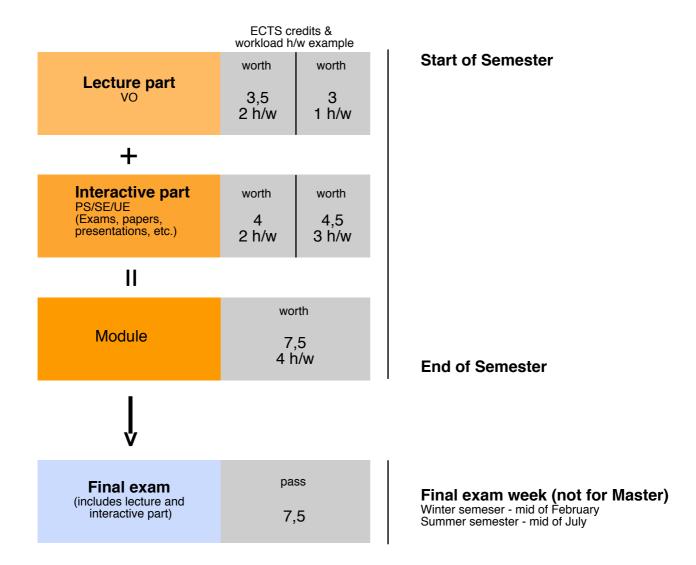
All modules will be assessed by written exams and group works and/or oral exams. The student has to sit written exams (Klausur) in the PS/SE classes during the semester. PS/SE interactive parts have to be passed in order to be eligible to sit the final exam (Gesamtprüfung) at the end of the semester.

Students passing the final exam (Gesamtprüfung) receive 7.5 ECTS credits for each module. The number of students in a module is usually limited to 30-40 students. Only a limited number of modules is taught in English.

Modules taught in German require good command of German (B2 at least). We therefore strongly recommend to brush up German language skills!

Modules offered in the Basic Studies of the International Economic and Business Studies Programme ("1. Studienabschnitt" = 1st and 2nd year) are NOT open for exchange students - only with exception!

Attention: German language courses at the ISI or courses at other faculties have a different course system



**Master students** - might have no lecture parts but two interacive parts. ECTS credits and workload ist higher. Master students do not have a final exam week. The module ends with the two part of courses at the end of a semster.

### Modules / Courses - Overview - Bachelor

#### MODULES in ENGLISH - BACHELOR STUDENTS

Student workload: 4 hours per week / 15 week per semester / 7,5 ECTS

ECTS: 30 ECTS per semester

**Winter semester:** (provisional list) International Trade Theory

International Monetary Economics

Intercultural Communication (online course)

The European Union (online course)

Business in Asia & Emergenging Markets

International Human Resources Management

**Business Ethics** 

Specialisation: Management (basic module) Specialisation: Finance (basic module)

Specialisation: Banking (basic module)
Specialisation: Finance & Banking (advanced module)

Specialisation: Marketing (basic module)
Specialisation: Marketing (advanced module)
Specialisation: Marketing (basic module)
Specialisation: Hetailing (basic module)
Specialisation: Controlling (basic module)

Specialisation: Controlling (basic module)

#### Summer semester: (provisional list)

International Trade Theory

International Monetary Economics

European Integration Economics (online course)

Intercultural Communication (online course)

The European Union (online course) International Management

International Finance International Marketing Social Entrepreneurship

Specialisation: Management (advanced module)

Specialisation: Finance (basic module)

Specialisation: Banking (basic module)
Specialisation: Finance & Banking (advanced module)
Specialisation: Marketing (basic module) Specialisation: Marketing (advanced module)
Specialisation: Retailing (basic module)
Specialisation: Retailing (advanced module)

Specialisation: Human Resources Management (basic module)

Specialisation: Controlling (basic module)

## Module Description - search mashine bachelor and master:

### https://orawww.uibk.ac.at/public\_prod/owa/lfuonline\_lv.suche

- check language
- check language of instructions
- check semester
- click: Faculty of Business and Management
- click: Faculty of Economics and Statistics

Status: Module description - bachelor - availability for 2019/20

winter semester: Attention:

The modules listed is a selection and are from the **last** winter semester Modules for the upcoming winter semester will be similar and availabe

around July 1st.

**summer** semester: Attention:

The modules listed is a selection and are from the **last** summer semester Modules for the upcoming summer semester will be similar and availabe

around January 10th.

You find a list with links of bachelor modules by the end of this PDF!



### Please, apply as early as possible!

#### Accommodation:

To find accommodation is not easy. The demand is extremely high - and - to find private accommodatio is not easy too.

We recomend students to apply at the ÖAD Innsbruck - which is the Innsbruck student house agency. Most of the student houses are under contract of the ÖAD.

As only a certain number of rooms are available and the housing situation is not the best, students should apply as soon as possible. **WS - April, Mai / SS - October, November.** 

- If students apply "very early" they have a big chance to get a room in the dorm they want to and/or get a single room, if desired
- The students have to pay an application fee (35,- euro), which is not refundable (exception: if no room would be available)
- This fee was introduced as students applied, cancelled, applied again, etc..
- As soon as the student has paid the application fee, the student receives a room offer with the request to pay the deposit, which is about 900 Euro, within 14 days.
- If the student does not pay the deposit within 14 days, the reservation offer will be withdrawn. In case the student has/wants to apply again he/she has to pay the 35 euro again.
- ATTETNION: The housing application procedure will ask you to upload your acceptance letter. As this document will be available for you much later you need to upload a document as PDF which confirms that you will be nominated from your university at Innsbruck university. (eg. nomination, nomination email, any other documents which confirms that you are nominated as a student for innsbruck
- Our office (iww-office) is not in charge of housing for further questions, please, contact the housing office (ÖAD) directly
- ÖAD (FAQ, application, etc): <a href="https://housing.oead.at/en/faq-en">https://housing.oead.at/en/faq-en</a>
- ÖAD student houses: https://oead.at/en/to-austria/regional-offices/innsbruck/accommodation/
- ÖAD application: https://www.summer-university.com/en/application

# FACT SHEET Faculty of Business and Management

IWW-OFFICE Innsbruck, Austria

University: Innsbruck University - Leopold-Franzens-Universität Innsbruck

Faculty: Faculty of Business and Management

**Department:** *IWW-Office – Internationale Wirtschaftswissenschaften* 

International Economic & Business Studies

Erasmus Code: AINNSBRU01

#### **Address**

Faculty of Business and Management SOWI / IWW-OFFICE Universitätsstraße 15 6020 Innsbruck Austria



Contact - pleas send emails ONLY to iww@uibk.ac.at

#### Phone / Fax number / e-mail / web

+43 512 507 73.181 / +43 512 507 73.197 / iww@uibk.ac.at / https://www.uibk.ac.at/iww/index.html.en



Incoming Coordinator / Assistant

Mr. OR Mag. Christoph Kornberger / Responsible for Incoming students
+43 512 507 73.181 / iww@uibk.ac.at



**Head of department** 

Ms. OR Mag. **Elke Kitzelmann** / Dean of studies / Responsible for **Outgoing** students +43 512 507 73.181 / iww@uibk.ac.at



Secretary Office / Promotional Materials
Ms. Dilay Yagmur
+43 512 507 73.181 / iww@uibk.ac.at

### LFU - Leopold Franzens Universität Innsbruck













#### **Learning Agreement Information:**

We kindly ask to complete the LA as follows:

Name: Universität Innsbruck

Faculty: Faculty of Business and Management

Department: IWW-Office Erasmus Code: AINNSBRU01

Address: Universitätsstrasse 15, 6020 Innsbruck, Austria

Country(code): Austria, AUT

Contact (responsible) person: OR Mag. Christoph Kornberger

Email/Phone: iww@uibk.ac.at / +43 512 507 73.181

Web: www.uibk.ac.at/iww

Exact course title and course code (PS only) are required to check the LA from our side

#### Faculty/College students study in:

LEOPOLD FRANZENS UNIVERSITÄT INNSBRUCK / Österreich:

- Faculty of Business and Management
- School of Political Science and Sociology
- Faculty of Economics and Statistics



#### Web address for incoming students https://www.uibk.ac.at/iww/incomings/

Winter semester duration (WS) / Application documents deadline October – February (15 weeks) / August 15<sup>th</sup>

### Summer semester durtion (SS) / Application documents deadline March – July (15 weeks) / January 15<sup>th</sup>

#### **Online Application - Link**

- The online application link will be closed one working day before the document deadlines

#### Introduction days:

- App. 1 week before the semester starts
- winter semester: about end September / begin October
- summer semester: about end February / begin March

#### Exam week (Bachelor only):

- winter semester: start app. 15<sup>th</sup> February +/- 3 days
- summer semester: start app. 15th July +/- 3 days
- oral exams one week later, but we try to organize the oral exam within the written exam week.
- no distance exams
- Master students (final) exams take place: WS: end of January / SS: end of June







#### The INTRODUCTION is compulsory for every business bachelor / master student

In the introduction the following information will be provided to the students:

- registration at the university
- about Innsbruck / Austria
- about the university / faculty
- general useful information
- modular system, registration, etc.

#### Other relevant dates

Modular enrolment will be done online during the introduction days. Deadline for module registration will be around the official semester start.

If students miss this date, they will not be able to register for modules/courses.

#### **Application procedure**

Business bachelor/master students find an online application (will always be opened in April / closed Jan 15th) on our website.

The application process - steps 1-10

- Step 1 Check application deadlines https://www.uibk.ac.at/iww/incomings/
- Step 2 Check the availability of your university
- Step 3 Check your exchange status and sty programme
- Step 4 Fill in the online application to register at the IWW-Office (IWW-Office = incoming coordinators)
- Step 5 Prepare documents
- Step 6 Create personal university student account
- Step 7 Upload requested documents
- Step 8 Documents check
- Step 9 Acceptance letter can be downloaded you will be informed by email
- Step 10 Admission documents can be downloaded you will be informed by email

#### Documents required for application:

The student need to send the application documents **in one email**. More information are on our homepage.

We strongly advice the student to make sure, that documents are correctly completed and signed:

- 1 Application (application.pdf)
- 1 Nomination (nomination.pdf)
- 1 Photo (passport sized) (foto.pdf or foto.jpeg)
- 1 Copy of passport/ID (readable) (ID.pdf)
- 1 professional CV (1 page minimum / 2 pages maximum) (CV.pdf)
- Master students have to add: 1 x transcript of records (transcript.pdf)

ALL documents must be uploaded in ONE Email **but** each document in an extra pdf file (no download links, zip-file, etc.)

#### Website for modules available for exchange students:

http://orawww.uibk.ac.at/public/pk203.lv\_kursstart?ornr\_in=4

https://orawww.uibk.ac.at/public\_prod/owa/lfuonline\_lv.home (need to change language from DE->EN



#### **Study Programs**

#### **Bachelor:**

We put the bachelor students in the diploma program IWW - Internationale WirtschaftswWissenschaften / International Economic and Business Studies (which is on master level) – as the range of modules is bigger.

You can only chose one study programme below AND your home institution needs to have a contract with your chosen study programme!

If a master student can not take any of these master programme as there is no contract between the two instituions, we recomand the student to chose the "Diploma Study IWW", as it is on master level. A lot of master students took this oppertunity in the past.

Bachelor: Diploma Program: IWW-International Economic & Business Studies

Master: Accounting, Auditing & Taxation

Master: Applied Economics
Master: Banking & Finance
Master: Organization Studies

Master: Strategic Management (Management, Marketing, Tourism)

Master: Commercial Informatics

as from: <<akademjahr>>

#### Master:

Our office supports bachelor students in academic and organizational questions only. But we also do the administration work for master students.

For master programme students we kindly ask the students to read the information on our homepage: <a href="https://www.uibk.ac.at/iww/incomings/nominated-students.html.en#master">https://www.uibk.ac.at/iww/incomings/nominated-students.html.en#master</a>

There is only a **limited number** of places in the Master Programmes - Especially "Strategic Management". Therefor we would advise the students to apply as soon as possible.

We have special prerequisites for the following master programs on which you have to bring the following proof:

To apply for a Master Program, the student needs to have passed the following at least in their **Bachelor Study:** 

\* Accounting, Auditing & Taxation

15 ECTS-AP Financial Accounting and Cost Accounting

15 ECTS-AP Taxation, Controlling, Management Accounting, Accounting or Auditing

\* Strategic Management

15 ECTS-AP Financial Accounting and Cost Accounting

15 ECTS-AP Marketing, Retailing, Management, Tourism, Public-Management

7,5 ECTS-AP Mathematic or Statistic

\* Banking and Finance

30 ECTS-AP Economics, Mathematics and/or Statistics

22,5 ECTS-AP Financial Management, Bank Management, Finance Management or Risk Management

\* Organization Studies

100 ECTS-AP Business and Economics

\* Business Informatics

100 ECTS-AP Business and Economics, Business Informatics, Informatics

#### Modules:

Attendance: Mandatory

In general - limited number of students allowed in each class (30 – 40 -> fire authority)

No places can especially be reserved for exchange students (for the module online computer registration,

exchange students receive 2000 points – Austrians & non-exchange receive 1000 points only)

#### **Language of Instruction and Language requirement:**

German and English

If the student chooses modules taught in German / English language, her/his command of German / English (spoken and written) has to be sufficient – **B2** at least - to study successfully at the Innsbruck University. We do not ask for a language certificate.

From experience we recommend students to brush up their German/English

#### Language Business modules:

As the **business** language courses are reserved for regular students, exchange students can only choose a business language module if places are still available after the first course registration round.

#### Are intensive german language courses offered and when?

German courses are only offered during the semester!

German courses are offered at three levels at the beginning of each semester. (beginners, intermediate and advanced).

The university offers special ERASMUS German courses: intermediate and advanced. The ERASMUS courses are free of charge – but: first come – first served. For other German courses (except beginners level) students have to pay tuition fee. JOINT study students usually will be offerd a german language course by the IRO.

German language department - ISI:

https://orawww.uibk.ac.at/public/sprachenzentrum.kurse?r\_id\_in=49582&sem\_id\_in=18W

#### Academic prerequisites:

Two years of business/economics studies at home institution Students from the 3<sup>rd</sup> and 4<sup>th</sup> year can apply as an exchange student

#### Full-time Workload for an exchange student at our institution:

4 modules per semester – 30 ECTS credits (7,5 ECTS each) 8 modules per academic year – 60 ECTS credits (7,5 ECTS each) 1 module = 4 hours per week – 1 semester -> 15 weeks

### Learning expectations/ class format:

There is compulsory attendance in all modules!!!!

#### Final exams:

#### Distance exams: will not be offered!

As many students did not appear for distance exams at their institution in the past, we do not offer this service anymore!! In case of re-examination the student needs to come back to Innsbruck

#### Bachelor students:

Final exams take place after the end of the semester (final exam week):

Winter semester: mid February / Summer semester: mid July

Exam mode: written exam 90 minutes / advanced modules: written 60 minutes / oral after completion of the written exam. The oral exam will take place 1 - 2 week after the written exam. We try to organize the oral exam 1 - 2 days after the written exam, for those students who need to go home right after the exam week)

#### Master students:

The exams take place at the end of the semester: Winter semester – end of January – Summer semester – end of June

#### In general:

EXAMS NEED TO BE WRITTEN IN INNSBRUCK ONLY! It is not allowed to organize (distance) final exams.

#### Grading system:

1 very good (A) 2 good (B) 3 satisfactory (C) 4 sufficient (D) 4 sufficient (E) 5 fail (FX) 5 fail (F)



#### Accommodation and others

#### Accommodation:

The online form for housing (ÖAD) can be found on our webpage.

There is no pick-up service provided upon arrival! As only a certain number of rooms are available and the housing situation is not the best, students should apply as soon as possible. **WS - April, Mai, / SS - October, November.**.

#### It is very difficult to find private accommodation.

As soon as the student has done a reservation the ÖAD will ask for a deposit which is about > 900 €, which the student has to pay.

#### Others:

Students should especially study the items "Nominated Students" and "Course Information".

#### **Estimated living expenses:**

Students must be aware that life in Austria is quite expensive compared to other European countries. The average amount of money for accommodation and living will be appr.  $800 \in p.m$ .

#### Academic expenses excluding tuition fees:

Tuition fee is waived for exchange students, nevertheless, all students have to pay the student union fee at registration: <<studienbeitrag>> € per semester (2019/20)

#### Schoolarship:

The university of Innsbruck does not offer schoolarships to incoming students

**Other expenses:** There are many destinations to travel to/from Innsbruck. Season ticketst for skiing app. 440,00 / 480,00 €. Student semester bus ticket: 133,50 €.

#### Health insurance requirements:

European students have to bring the "European Insurance Card". Non-EU students should expect to buy private health insurance in their home countries before departure or directly in Austria (59,57 € p.m.). It is important that winter(skiing) accidents are covered!! – Students who are planning to exercise winter sports should have coverage of SAR. (helicopter rescue can cost easily 5.000,- € and more, etc.) – there are special insurance offers available in Austria between 28 € - 57 € p.m.

#### Visa requirements:

Please check with the Austrian Government Office in your home country. The student should apply as soon as possilbe, that we can send the concerning documents to start their visa procedure.

ATTENTION: US and Canadian Students check this link: http://www.austria.org/students-scholars/

#### Students facilities on campus:

Fitness facilities, social clubs, computers, Mensa, social activities, organised trips, e-mail accounts, student tutors, W-Lan, modern technical equipment in lecture rooms, etc.

#### Student services provided:

The IWW-Office is for students based at the Innsbruck University School of Management only!!

#### How is our information distributed:

Web: yes Email: yes regular mail: Transcript of Records as hard copy to students home address





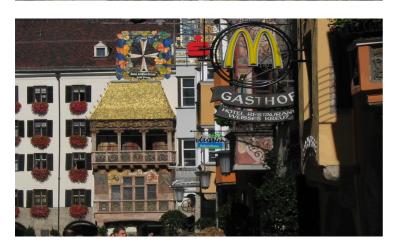














## Overview / selection of modules WS 2019 - Business & Economics

A 7,5 module usually consist of an interactive part (PS/SE) and a lecture part (VO) - workload: 4 hours per week.

IMGTInternational managementS.MGT B (SBWL GL)LANGLanguage courseS.MGT A (SBWL VT)LAWLaw courseSOZMASTMaster module (4h/week)S.ECO B (SVWL GL)MGTManagement (4 h/week)S.ECO A (SVWL VT)

MGT Management (4 h/week) S.ECO A
MISC Miscelaneous
POL Politics

General Link to course description:

https://orawww.uibk.ac.at/public\_prod/owa/lfuonline\_lv.home

Specialization in Management - basic module (4 h/week) Specialization in Management - advanced module (4 h/week) Sociology (4 h/week)

Specialization in Economics - basic module (4 h/week) Specialization in Economics - advanced module (4 h/week)

every popular modules by exchange students

= courses in **English** (check both parts of a module)

G = German

Wint	er se	Attention: The modules listed are from the last winter semester Modules for the upcoming winter semester will be simila	r and a	vailabe a	round J	uly 1st
Тур	е	Title	Lang uage	Hours/w per week		
S.N	IGT	Toursism		4	7,5	
1	PS	Development and Design of Service Enterprises (SME & Tourism) https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436411	G	2	3,5	436411
	VO	Development and Design of Service Enterprises https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436310	G	2	4	436310
S.N	IGT	Production and Logistics		4	7,5	
2	PS	Production and Logistics Management 1 https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437326	G	2	3,5	437326
	VO	Production and Logistics Management I https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437325	G	2	4	437325
S.N	IGT	Marketing (Retailing)		4	7,5	popular by Exchange
3	PS	Strategy-, Information- and Value-Creation-Processes (in Retailing) https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436213	Е	2	3,5	436213
	VO	Strategy-, Information- and Value-Creation-Processes (in Retailing) https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436212	Е	2	4	436212
S.N	IGT	Marketing		4	7,5	popular by Exchange
4	PS	Strategy-, Information- and Value-Creation Processes https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436211	Е	2	3,5	436211
	VO	Strategy-, Information- and Value-Creation-Processes https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436210	Е	2	4	436210
S.N	IGT	Management Accounting		4	7,5	
5	PS	Cost and Management Accounting Information https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433421	Е	2	3,5	433421
	VO	Introduction to management accounting https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433420	Е	2	4	433420
S.N	MGT	Management		4	7,5	
6	PS	Strategic Management	Ε	2	3,5	436021
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436021  Strategic Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436020	Е	2	4	436020

S.M	IGT	Management	4	7,5	popular by Exchange
7	PS	Strategic Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436022	2	3,5	436022
	VO	Strategic Management https://orawww.uibk.ac.at/public_prod/owa/ fuonline_lv.details?sem_id_in=19W&lvnr_id_in=436020	2	4	436020
0.14	IOT		4	7.5	popular by
S.M 8		International Public Management  International Public Management  G	2	7,5 3,5	Exchange 436102
J		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436102	_		
	VO	International Public Management  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436101	2	4	436101
S.M	IGT	Human Resource Management	4	7,5	popular by Exchange
9	PS	Strategic Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/ fuonline_lv.details?sem_id_in=19W&lvnr_id_in=433501	2	3,5	433501
	VO	Strategic Human Resource Management E	2	4	433500
_		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433500			
S.M 10	IGT PS	Financial Management  Financial Management	2	7,5 3,5	popular by Exchange 434201
10		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434201			
	VO	Financial Management <a href="https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&amp;lvnr_id_in=434200">https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&amp;lvnr_id_in=434200</a> The statement of	2	4	434200
S.M	IGT	Controlling	4	7,5	
11	PS	Management Control https://orawww.uibk.ac.at/public_prod/owa/ fuonline_lv.details?sem_id_in=19W&lvnr_id_in=433101	2	3,5	433101
	VO	Management Control E	2	4	433100
_		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433100			
S.M		Company Taxation	4	7,5	400500
12	PS	Tax Management  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406502	2	3,5	406502
	VO	Tax Management <a href="https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&amp;lvnr_id_in=406501">https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&amp;lvnr_id_in=406501</a>	2	4	406501
S.M	IGT	Company Taxation		_	
13			4	7,5	
	SE	International Company Taxation G	2	7,5 3,5	406101
	SE VO	International Company Taxation  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation  G			<b>406101</b> <b>406100</b>
_	VO	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100	2	3,5	
S.M	vo IGT	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics	2	3,5 4 7,5	406100
S.M 14	VO IGT PS	International Company Taxation  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213	2	3,5 4 7,5 3,5	437213
	vo IGT	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning  G	2	3,5 4 7,5	406100
14	VO IGT PS	International Company Taxation  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning  G	2	3,5 4 7,5 3,5	437213
14	VO IGT PS VO	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management  Bank Management  G	2	3,5 4 7,5 3,5 4	437213
14 S.M	VO IGT PS VO	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434501  Bank Management G	2 2 2 4	7,5 3,5 4 7,5	406100 437213 437212
14 S.M 15	VO IGT PS VO IGT PS VO	International Company Taxation  https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management  Bank Management  Ghttps://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=434501  Bank Management Ghttps://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=434500	2 2 2 4	3,5 4 7,5 3,5 4 7,5 3,5	437213 437212 434501
14 S.M 15	VO IGT PS VO IGT PS VO	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management  Bank Management Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434501  Bank Management Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434500  Tourism	2 2 2 2 2 2 2	3,5 4 7,5 3,5 4 7,5 4	437213 437212 434501 434500
14 S.M 15	VO IGT PS VO IGT SE	International Company Taxation  European Company Taxation  European Company Taxation  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434501  Bank Management  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434500  Tourism  Service and Tourism Management  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434501  Ghttps://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434500  Tourism  Service and Tourism Management  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436321	2 2 2 4	3,5 4 7,5 3,5 4 7,5 3,5	437213 437212 434501 434500
14 S.M 15	VO IGT PS VO IGT PS VO	International Company Taxation https://orawww.uibk.ac.at/public_prod/owa/ftuonline_lv.details?sem_id_in=19W&lvnr_id_in=406101  European Company Taxation Ghttps://orawww.uibk.ac.at/public_prod/owa/ftuonline_lv.details?sem_id_in=19W&lvnr_id_in=406100  Business Informatics  Workshop System Planning https://orawww.uibk.ac.at/public_prod/owa/ftuonline_lv.details?sem_id_in=19W&lvnr_id_in=437213  System Planning Ghttps://orawww.uibk.ac.at/public_prod/owa/ftuonline_lv.details?sem_id_in=19W&lvnr_id_in=437212  Bank Management Bank Management Ghttps://orawww.uibk.ac.at/public_prod/owa/ftuonline_lv.details?sem_id_in=19W&lvnr_id_in=434501  Bank Management Ghttps://orawww.uibk.ac.at/public_prod/owa/ftuonline_lv.details?sem_id_in=19W&lvnr_id_in=434500  Tourism  Service and Tourism Management G	2 2 2 2 2 2 2	3,5 4 7,5 3,5 4 7,5 4	437213 437212 434501 434500

S.N	IGT	Risk Management		4	7,5	popular by Exchange
17	SE	Risk Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434511	Е	2	3,5	434511
	VO	Risk Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434510	Е	2	4	434510
S.N	1GT	Public Management Instrumente		4	7,5	
18	PS	Public Management Consulting https://orawww.uibk.ac.at/public_prod/owa/ fuonline_lv.details?sem_id_in=19W&lvnr_id_in=436105	G	2	3,5	436105
	VO	Public Management Consulting  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436104	G	2	4	436104
S.N	IGT	Marketing (Retailing		4	7,5	popular by Exchange
19	SE	Information- and Value-Generation-Processes (in Retailing) https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436217	Е	2	3,5	436217
	VO	Information- and Value-Generation-Processes (in Retailing) https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436216	Е	2	4	436216
S.N	IGT	Marketing		4	7,5	
20	SE	Information- and Value-Generation-Processes	Е	2	3,5	436215
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436215  Information- and Value-Generation-Processes  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436214	Е	2	4	436214
S.N	IGT	Management		4	7,5	
21	SE	Strategic Management	G	2	3,5	436031
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436031  Strategic Management  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436030	G	2	4	436030
S.N	IGT	Business Informatics		4	7,5	
22	SE	Management of Information Systems	G	2	4	437216
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437216  Information Systems Leadership  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=437215	G	2	3,5	437215
S.N	IGT	Auditing		4	7,5	
23	SE	Auditing Cases	G	2	3,5	406012
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406012  Basics in Auditing https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=406011	G	2	4	406011
S.N	IGT	Human Resource Management		4	7,5	
24	SE	Methods of Applied Research in Human Resource Management	G	2	3,5	433506
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433506  Applied Research in Human Resource Management  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433505	G	2	4	433505
S.N	IGT	Controlling		4	7,5	
25	SE	Performance Measurement: Managing Cultural Organizations and HEI	G	2	3,5	433111
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433111  Management Accounting and Control Specialization Lecture  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433110	G	2	4	433110
S.E	CO	International Economics		4	7,5	popular by Exchange
26	PS	International Monetary Economics and International Institutions	Е	2	4,5	432061
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432061  International Monetary Economics and International Institutions  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432060	Е	2	3	432060

S.E	CO	International Economics		4	7,5	popular by Exchange
27	PS	International Monetary Economics and International Institutions https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432062	Е	2	4,5	432062
	VO	International Monetary Economics and International Institutions  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432060	Е	2	3	432060
S.E	СО	International Economics		4	7,5	
28	PS	: Trade Theory and Policy https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432047	Е	2	4,5	432047
	VO	Trade Theory and Policy https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432046	Е	2	3	432046
S.E	СО	International Economics		4	7,5	
29	PS	Trade Theory and Policy	E	2	4,5	432048
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432048  Trade Theory and Policy https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432046	Е	2	3	432046
<u> </u>	·CO			<i>A</i>	7.5	
S.E 30	PS	Econometrics Introductory Econometrics	G	2	7,5 4.5	432055
00		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432055		_	,-	
	VO	Empirical Economics  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432054	G	2	3	432054
S.E	CO	Competition Theory and Policy		4	7,5	
31	PS	Firms, Markets and Competition https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432071	E	2	4,5	432071
	VO	Firms, Markets and Competition  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=432070	Е	2	3	432070
MIS	SC SC	Team Development		2	2	
		Team Development	G	2	2	433540
32	AG	ream bevelopment	G	_	_	
32	AG	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits	G	L		
		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits	G	2	2	
32 MIS 33		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization	G	2 2		433541
MIS	SC	https://orawww.uibk.ac.at/public_prod/owa/Ifuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management			2	433541
MIS	PS	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541			2	popular by
MIS 33	PS	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic management through SAP Business Warehou(BW)		2	2	
MIS 33	PS PS	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management	G	2	2 2 7,5	popular by Exchange
MIS 33	PS PS VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433540  This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436119	G G	2	7,5 3,5 4	popular by Exchange 436120
MIS 33	PS PS VO	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436119  Integrated Management with Enterprise Resource-  Operate closely with Enterprise-Resource-Planning-Systems	G G	2	2 2 7,5	popular by Exchange 436120
MIS 33 MIS 34	PS PS VO	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436119  Integrated Management with Enterprise Resource-  Operate closely with Enterprise-Resource-Planning-Systems  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436108	G G	2	7,5 3,5 4	popular by Exchange 436120 436119
MIS 33 MIS 34	PS PS VO PS PS	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436119  Integrated Management with Enterprise Resource-  Operate closely with Enterprise-Resource-Planning-Systems	G G G	2	7,5 3,5 4 7,5 3,5	popular by Exchange 436120 436119
MIS 33 MIS 34	PS PS VO PS VO	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436119  Integrated Management with Enterprise Resource-  Operate closely with Enterprise-Resource-Planning-Systems  https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436108  Enterprise-Resource-Planning-Systems	G G G	2	7,5 3,5 4 7,5 3,5	popular by Exchange 436120 436119
MIS 33 MIS 34	PS PS VO PS VO	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic Management  Strategic management through SAP Business Warehou(BW) https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW) https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436119  Integrated Management with Enterprise Resource- Operate closely with Enterprise-Resource-Planning-Systems https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436108  Enterprise-Resource-Planning-Systems https://orawww.uibk.ac.at/public_prod/owa/ffuonline_lv.details?sem_id_in=19W&lvnr_id_in=436107	G G G	2	7,5 3,5 4 7,5 3,5 4	popular by Exchange 436120 436119 436108 436107
MIS 33 MIS 34 MIS	PS PS VO PS VO	This course/module consist of one part only - worth: 2 ECTS Credits  Successful career Management  Obtaining Power in an Organization  https://orawww.uibk.ac.at/public_prod/owa/fluonline_lv.details?sem_id_in=19W&lvnr_id_in=433541  This course/module consist of one part only - worth: 2 ECTS Credits  Strategic Management  Strategic Management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/fluonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/fluonline_lv.details?sem_id_in=19W&lvnr_id_in=436120  Strategic management through SAP Business Warehou(BW)  https://orawww.uibk.ac.at/public_prod/owa/fluonline_lv.details?sem_id_in=19W&lvnr_id_in=436119  Integrated Management with Enterprise Resource- Operate closely with Enterprise-Resource-Planning-Systems  https://orawww.uibk.ac.at/public_prod/owa/fluonline_lv.details?sem_id_in=19W&lvnr_id_in=436108  Enterprise-Resource-Planning-Systems  https://orawww.uibk.ac.at/public_prod/owa/fluonline_lv.details?sem_id_in=19W&lvnr_id_in=436107  Integrated Management  Integrated Management through SAP ERP	G G G	2 2 2 2 2	7,5 3,5 4 7,5 3,5 4	popular by Exchange 436120 436119 436108 436107

MIS	C	Data Analysis		4	7,5	
37	PS	Statistical Data Analysis https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=403002	G	2	4,5	403002
	VO	Statistical Data Analysis https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=403001	G	2	3	403001
MIS	C	Aspects of Labour Law and HRM		2	2	
38	PS	Aspects of Labour Law and HRM	G	2	2	433542
_		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433542  This course/module consist of one part only - worth: 2 ECTS Credits		_		
MIS		Brown Bag Lunch Seminar		2	3	
39	SE	Brown Bag Lunch Seminar https://orawww.uibk.ac.at/public_prod/owa//fuonline_lv.details?sem_id_in=19W&lvnr_id_in=432095	Е	2	3	432095
		This course/module consist of one part only - worth: 3 ECTS Credits				
LA	N	European Law		4	7,5	
40	PS	International Law: EU Law https://orawww.uibk.ac.at/public_prod/owa//fuonline_lv.details?sem_id_in=19W&lvnr_id_in=310325	G	2	3,5	310325
	VO	EU Law for Economists https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=310315	G	2	4	310315
IMG	T	The European Union		4	7,5	popular by Exchange
41	PS	The European Union	Е	2	4	800643
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=800643  The European Union https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450	Е	2	3,5	434450
IMG	T	Sustainability		4	6	popular by Exchange
42	VU	A multi-stakeholder and interdisciplinary perspective	Е	4	6	800709
		https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=800709  This course/module consist of one part only - worth: 6 ECTS Credits				
IMG						
	T	International Management		5	10	popular by Exchange
43	PS	Intercultural Communication	E	2	10	popular by Exchange 034451
43		· ·	E	5 2 3		Exchange
43	PS VO	Intercultural Communication <a href="https://orawww.uibk.ac.at/public_prod/owa/fuonline_lv.details?sem_id_in=19W&amp;lvnr_id_in=034451">https://orawww.uibk.ac.at/public_prod/owa/fuonline_lv.details?sem_id_in=19W&amp;lvnr_id_in=034451</a> Intercultural Communication		5 2 3	6	034451
_	PS VO	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451  Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM  International Human Resource Management		5 2 3 4 2	6	034451 434450
IMG	PS VO	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa//fuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451  Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa//fuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM		5 2 3 4 2 2	6 4 7,5	034451 434450  popular by Exchange
IMG	PS VO T PS VO	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451 Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433024 International Human Resource Management		5 2 3 4 2 2	6 4 7,5	Dopular by Exchange 433024 433023
IMG 44	PS VO T PS VO	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451  Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM  International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433024  International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433023		5 2 3 4 2 2 4 4	7,5 3,5 4	034451 434450  popular by Exchange 433024
IMG 44	PS VO T PS VO	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451 Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433024 International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433023  The European Union  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=800604 This course/module consist of one part only - worth: 7,5 ECTS Credits	E E	2 3 4 2 2	7,5 3,5 4	Exchange 034451 434450 popular by Exchange 433024 433023 popular by Exchange 800604
IMG 44	PS VO PS VO T VU	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451  Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM  International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433024  International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433023  The European Union  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=800604 This course/module consist of one part only - worth: 7,5 ECTS Credits  Sustainable Ecosystem Evolution in the Alpine Region	E E	2 3 4 2 2	7,5 3,5 4 7,5 7,5	Exchange  034451  434450  popular by Exchange  433024  433023  popular by Exchange  800604
IMG 44	PS VO PS VO T VU	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=034451 Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450  International HRM International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433024 International Human Resource Management https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=433023  The European Union  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=800604 This course/module consist of one part only - worth: 7,5 ECTS Credits	E E	2 3 4 2 2	7,5 3,5 4 7,5 7,5	popular by Exchange 433024 433023 popular by Exchange 800604

IMG	T	Intercultural Communication		4	7,5	popular by Exchange
47	PS	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/ fuonline_lv.details?sem_id_in=19W&lvnr_id_in=434451	Е	2	3,5	434451
	VO	Intercultural Communication https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434450	Е	2	4	434450
IMG	T	Corporate Strategy and Sustainability		4	7,5	popular by Exchange
48	PS	Corporate sustainability, strategy and organization  https://orawww.uibk.ac.at/public_prod/owa/ fuonline_lv.details?sem_id_in=19W&lvnr_id_in=436502	E	2	3,5	436502
	VO	Corporate sustainability, strategy and organization https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436501	Е	2	4	436501
IMG	T	Business in Asia and Emerging Markets		4	7,5	popular by Exchange
49	PS	Business in Asia and Emerging Markets https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434453	E	2	3,5	434453
	VO	Business in Asia and Emerging Markets  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=434452	Е	2	4	434452
B.i.	M.	Strategy and Marketing		4	7,5	
50	PS	Strategy and Marketing	G	1	2,5	436403
	VO	https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436403  Strategy and Marketing  https://orawww.uibk.ac.at/public_prod/owa/lfuonline_lv.details?sem_id_in=19W&lvnr_id_in=436200	G	3	5	436200