

## ANNEX No V:

### Plan of studies for: Management at JGU and Management at SGH

#### Calendar for JGU and SGH students

1<sup>st</sup> year  
AUTUMN and SPRING at JGU (60 ECTS)

4 Core Modules in Management (4x6 ECTS, mostly winter term):

- International Market-Oriented Management
- Decision-Making and Consumer Psychology
- Organizational Behavior
- Management in the Digital Transformation (*Management in der digitalen Transformation*)
- Management Science/Operations Research
- Introduction to Software Engineering (*Entwicklung von betrieblichen Informationssystemen*)

5 Specialization Modules in Management (5x6 ECTS):

- Logistics and Transport (*Transportlogistik*)
- Revenue Management
- Location Planning and Network Design (*Standortplanung und Netzwerkdesign*)
- Heuristics and Metaheuristics (*Heuristische Optimierungsverfahren*)
- Intelligent Information Systems
- Enterprise Resource Planning Systems
- Airline Strategies
- Data Analytics
- Project in Information Systems (*Projektarbeit in der Wirtschaftsinformatik*)
- Computational Intelligence
- Introduction to Programming (*Einführung in die Programmierung*)
- Introduction to Software Design (*Einführung in die Softwareentwicklung*)
- Software Engineering
- Human Resource Management
- Innovation Management (*Innovationsmanagement*)
- Market Research
- Marketing Instruments
- Marketing Intelligence
- Marketing in China and Japan
- The Fabrics of Dreams – Cultural Creation, Consumer Trends and Social Media
- Cross Channel Management
- Principles of International Management (*Grundlagen des Internationalen Managements*)
- Corporate Strategy and Digital Business Models (*Unternehmensstrategie und digitale Geschäftsmodelle*)
- Analysis of Experimental- and Survey-Data
- Introduction to Computational Statistics and Data Analysis
- Statistics and Econometrics I: Statistical Methods and Econometrical Applications
- Statistics and Econometrics II: Advanced Econometrics
- Economic Analyses of Micro Data

Research Module (seminar) in Management (6 ECTS, recommendation: summer term)

**2<sup>nd</sup> year**  
**AUTUMN and SPRING at SGH – 63.5 ECTS or 73.5 ECTS**

Code	Course	ECTS
222161	Business Ethics	3 ECTS
210111	Business Law	4.5 ECTS
220501	Entrepreneurship	1.5 ECTS
222601	Human Capital Management	3 ECTS
222081	Institutional Economics	4.5 ECTS
220281	International Marketing	4.5 ECTS
220771	Logistics Management	3 ECTS
222091	Managerial Economics	4.5 ECTS
221471	Operations Management	3 ECTS
222621	Strategic Management	3 ECTS
220821	Value Based Management	3 ECTS
Elective (6 ECTS) from the list of courses related to the major		
Master's Thesis at SGH (20 ECTS) or Master's Thesis (25 ECTS) and Colloquium (5 ECTS) at JGU*		

\*Master's thesis at SGH or Master's thesis and colloquium at JGU (after the examination period in Warsaw, which usually ends in June; see SGH Fact Sheet).

The deadline for delivering master thesis at SGH is end of June.

The deadline for delivering master thesis at JGU is determined individually.

**Total: 123.5 ECTS or 133.5 ECTS**