

## International Academy Courses - Summer Semester 2023

LSF No.	Course Name	Lecturer	SWS	ECTS
10102	Cross cultural communication and team work	Prof. Dr. Eberhard Hohl	2	3
10613	The Economics of the Welfare State	Prof. Dr. Marlene Haupt	2	3
10105	Practical Sales Project Seminar	Thomas Fuß	2	5
10106	Research Methods in Business Marketing	Nayan Kadam	2	5
7184	B2B Marketing and Sales	Alireza Ahmadi	2	5
4906	Business Analysis and Valuation	Prof. Dr. Cornelia Neff	2	3
10107	Entrepreneurial Leadership	Prof. Dr. Opas Piansoongnern	2	3
10612	International Business Project	Prof. Dr. Barbara Niersbach	2	5
10357	Consumer Psychology	Prof. Dr. Götz Walter	2	5
7801	Sales Excellence (only for master student)	Prof. Dr. Barbara Niersbach	4	5
3971	Creative Problem Solving	Frank Rudolph	2	3
		<b>Total</b>	<b>22</b>	<b>42</b>

**The following number of ECTS has to be fulfilled to receive the Letter of Attendance**

Student Type	ECTS Required
Exchange Student	15 ECTS
Exchange Student	30 ECTS
Degree-Seeking (Bachelor)	30 ECTS
Degree-Seeking (Master)	20 ECTS