

International Academy Courses - Summer Semester 2023

LSF No.	Course Name	Lecturer	SWS	ECTS	Column1
10102	Cross cultural communication and team work	Prof. Dr. Eberhard Hohl	2	3	Di. 09:45-11:15
10613	The Economics of the Welfare State	Prof. Dr. Marlene Haupt	2	3	Mo. 09:45-13:00 (20.03.,27.03.,15.05.,12.06.)
10105	Practical Sales Project Seminar	Thomas Fuß	2	5	Mo. 9:00-17:30 (20.03. & 26.06.) Mo. 9:00-14:00 (14.04.,08.05.,19.06.)
10106	Research Methods in Business Marketing	Nayan Kadam	2	5	Mi. 14:15-15:45
7184	B2B Marketing and Sales	Alireza Ahmadi	2	5	Fr. 17:45-19:15
4906	Business Analysis and Valuation	Prof. Dr. Cornelia Neff	2	3	Di. 11:30-13:00
10107	Entrepreneurial Leadership	Prof. Dr. Opas Piansoongnern	2	3	Do. 09:45-11:15
10612	International Business Project	Prof. Dr. Barbara Niersbach	2	5	10.04.2023- 16.04.2023 (admission closed)
3971	Creative Problem Solving	Frank Rudolph	2	3	Mo. 09:45-13:00
10357	Consumer Psychology	Prof. Dr. Götz Walter	2	5	Do. 16:00-17:30
7801	Sales Excellence (only for master student)	Prof. Dr. Barbara Niersbach	4	5	Do. 9:00-17:00 (30.03.,27.04.,04.05.,18.05.,22.06.)
		Total	24	45	