

GERMAN BUSINESS IN A GLOBAL CONTEXT

International Programme

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Courses in English

Winter Semester 2019/20

SEMESTER DATES

Winter Semester 2019/20

Lecture Period

23 September 2019 – 24 January 2020

Some classes of the International and the German Programme start on 23 September, but most classes start on 30 September

Bank Holidays (no lectures)

3 October, 1 November

Autumn School

21 – 25 October 2019

Christmas holidays

23 December 2019 – 3 January 2020

Examination Period

25 January – 14 February 2020

Summer Semester 2020

Lecture Period

23 March – 10 July 2020

Easter holidays

14 April – 17 April 2020

Bank Holidays (no lectures)

1 May, 21 May, 1 June, 11 June

Examination Period

11 July – 29 July 2020

GENERAL INFORMATION

Cancelled lectures/ room changes

Information under the following link (only in German):

<http://wiwi.hs-duesseldorf.de/aktuelles/schwarzes-brett>

International Programme

Please check course descriptions for all information

German Programme

- Only entire modules, not possible to select separate lectures from a module
- Different credits depending on module, for details please look online:
- Bachelor Business Administration (BBA) courses: <http://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-business-administration/modulhandbuch>
- Bachelor International Management (BIM) courses: [http://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-international-management/modulhandbuch/Documents/Modulhandbuch BIM 2011.pdf](http://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-international-management/modulhandbuch/Documents/Modulhandbuch_BIM_2011.pdf)
- Bachelor Kommunikations- und Multimediamanagement (BKM) courses: <http://wiwi.hs-duesseldorf.de/studium/studiengaenge/bachelor-kommunikations-multimediamanagement/modulhandbuch>

Registration for courses at the Faculty of Business Studies

- Unless indicated otherwise in the respective programmes, it is not necessary to register for the courses.
- Registration for the exams will take place in November or December, you will receive an e-mail with instructions from the International Office

Language courses offered from ZWEK

- Separate certificate
- 80% attendance
- Registration for ZWEK courses: <https://zwek.hs-duesseldorf.de/sprachenlernangebot/niveaustufen/Seiten/default.aspx>

COURSE OVERVIEW

IP.01.01 Teacher: Funk	Comparative Institutional Economics Tuesday 17.00 – 18.30	Start: 24 Sep	Room: 3.3.003
IP.01.02 Teacher: Funk	Economics of Institutions, Strategy and Management Wednesday 10.30 – 14.00	Start: 25 Sep	Room: 3.3.003
IP.02.01 Teacher: Scheideler	International Retail Thursday 8.30 – 10.00	Start: 26 Sep	Room: 4.E.034
IP.02.02 Teacher: Scheideler	Digital Sales & Distribution Thursday 10.30 – 12.00	Start: 26 Sep	Room: 4.E.034
IP.02.03 Teacher: Scheideler	Tools & Methods of International Distribution Thursday 12.30 – 14.00	Start: 26 Sep	Room: 4.E.034
IP.03.01 Teacher: Kanthak	Differentiation and Positioning – a strategical approach on how to market a lifestyle product Saturday 10.00 – 16.00	Block Seminar: 12 Oct, 13 Oct, 19 Oct, 20 Oct	Room: 3.3.019 Room: 3.3.022
IP.04.01 Teacher: Kraft	Business Professional Speech Monday 13.00 – 16.15	Start: 30 Sep	Room: 3.3.019
IP.05.01 Teacher: Oberließen	Business German I Tuesday 12.00 – 13.30	Start: 1 Oct	Room: 9.1.004
IP.06.01 Teacher: Oberließen	Business German II Tuesday 13.45 – 16.00	Start: 1 Oct	Room: 9.1.004
IP.08.01 Teacher: Otte-Gräbener	Introduction to German Corporate and Commercial Law Tuesday 10.30 – 12.00	Start: 1 Oct	Room: 3.4.015
IP.09.01 Teacher: Turban	Trade Risk Management in a Changing World Trading System Wednesday 8.30 – 10.00	Start: 2 Oct	Room: 3.3.002
IP.10.01 Teacher: Funk	Applied Macroeconomics for Managers Wednesday 14.30 – 16.00	Start: 2 Oct	Room: 3.3.025
IP.11.01 Teacher: Kemper	Marketing in an international context Wednesday 12.30-14.00	Start: 2 Oct	Room: 3.4.015
Additional timing aspects will be announced			

Comparative Institutional Economics (IP.01.01)

Prof. Dr. Lothar Funk

Course Content	<p>Institutions do matter! The growth of living standards in the last century and the differences between national growth rates have a great deal to do with certain types of formal institutions, e.g. in politics, as well as informal institutions (shaped, for example, from traditions and culture). The lecture emphasises the economic perspectives needed to understand the various functional and strategic areas of business and management within the national and international business environment. There will be also a focus on the differences among regions in the world economy especially due to differing institutions and their effects on incentives. Appropriate consideration is thus given to the various political and societal dimensions that characterise the business environment in which decision makers of companies operate. The lecture focuses, above all, on differing economy-wide environments. Issues include:</p> <ul style="list-style-type: none">• Basic institutional issues and comparative perspectives in economics• Business in the national and international environments• Comparison of economic systems and nations• Analysis of different regions in the world and their economic features• Necessary ingredients of an environment for growth and prosperity
Learning Outcome	<p>Based on the knowledge of the basic principles of economics and international economic issues the course will broaden the students' understanding of current world trends and their underlying causes. A special focus will be the analysis how business can cope with different economic environments. All this will demonstrate the intellectual power of economics in practice particularly for business students.</p>
Literature	<ul style="list-style-type: none">• Main textbook: Gerber, J.: International Economics, 7th ed., Boston 2018.• Acemoglu, D. / Laibson, S. / J.A. List: Economics, 2nd ed., Boston et al. 2018.• Sobel, R. S. et al.: Understanding Economics, from 13th ed., London et al. 2011. <p>Further hints to reading and materials will be distributed in the classes.</p>
Level	2nd and 3rd year (intermediate)
Prerequisites	Principles of Economics
Assessment	One hour written examination
Semester hours per week	2
ECTS	4

Economics of Institutions, Strategy and Management (IP.01.02)

Prof. Dr. Lothar Funk

Course Content

The distinction between micro and macro business environments is somewhat artificial since many business-related issues require both micro and macro perspectives. This lecture takes, however, a rather strong micro business perspective which has to be embedded into its wider context, however. The course thus provides the essential knowledge to understand transactions among economic actors and their often strategic interactions. The issues will be discussed in a way that will help future managers to steer their companies much better than without this knowledge. Starting with basic micro-models, the lecture will add in an accessible way more innovative thinking that has extended and reformulated previous ideas. Covering transactions and organisations as well as institutions more realistically has revolutionised economic insights how businesses actually function. This fascinating development allows business students to learn the economics that really matters for them.

Key topics include:

- Governance of transactions and the related institutional background
- Economic theory of the firm
- Behavioural aspects of economics
- Markets and the importance of other modes of organisation
- Between extreme market forms: interaction and strategy
- Competition and strategy
- Beyond markets: property and contracts

Learning Outcome

The course arms future managers with a clear understanding of the core principles of economics from a business or management perspective in contrast to the traditional public policy perspective. In order to be effective, management decisions have to be based on a sound knowledge of the underlying forces of transactions, interactions and potential strategies. Understanding this business-related economics is a proper foundation for optimal-decision making in business. The lecture with discussion will adopt an interactive approach by engaging students in a broad range of cases studies.

Literature

- Blair, R./Rush, M.: The Economics of Managerial Decision Making, London et al. 2019.
- Mankiw, N.G./Taylor, M.P./Ashwin, A.: Business Economics, 3rd ed., London et al. 2018
- Mankiw, N.G./Taylor: Economics, 4th, ed., London et al. 2017 (or later editions)
- Mulhearn, C./Vane, H.R.: Economics for Business, 3rd ed., London/New York 2016.

Level

2nd and 3rd year (intermediate)

Prerequisites

Principles of Economics

Assessment	90 minutes written examination
Semester hours per week	4
ECTS	7 (with an additional case study presentation of 15 minutes 8 ECTS can be achieved)

International Retail (IP.02.01)

Prof. Dr. Peter Scheideler

Course Content	<p>The course examines the challenges of International Retailers. It gives an overview of the importance and dimensions of International Retailing in the global context. It explains possible expansion and market entry strategies together with the most relevant business figures, which retailers need to monitor to steer their international operations and to identify new markets / potentials.</p> <p>The course will also touch the operational Retail Mix (Assortment, Price, Location, Advertising, Store Layout, and Customer Service) and its specific characteristics for International Retailers.</p>
Learning Outcome	<p>The students will learn the insides of International Retailers. They will understand the tools and the complexity of International Retailing and will understand the way International Retailers operate. They are able to perform strategic as well as operational assessments / evaluations of International Retailers and can work out solutions in case of inefficiencies.</p>
Literature	<ul style="list-style-type: none">• Berman, B.; Evans, J.-R.: Retail Management: A Strategic Approach, Pearson, 11th edition, 2010• Merkel, H.; Breuer, P.; Eltze, C.; Kerne, J.: Global Sourcing im Handel, Springer-Verlag, Heidelberg, 2008• Becker, J.; Winkelmann, A.: Handelscontrolling, Springer Gabler Verlag, Heidelberg, 3rd edition, 2014• Pohl, J.: Internationale Handelslogistik, Logos Verlag, Berlin, 2008
Level	2 nd and 3 rd year students (intermediate)
Prerequisites	None
Assessment	60 min written examination in the last week of the semester
Semester hours per week	2
ECTS	4

Digital Sales & Distribution (IP.02.02)

Prof. Dr. Peter Scheideler

Course Content	The course will show the newest digital developments in offline (stationary) and online sales as well as the distribution of goods in the digital world (e-distribution). Technologies / Methods / Tools like NFC, Mobile Marketing, Mobile Payments, RFID, Beacons, e-marketplaces, e-shops, APPs and more will be discussed. A special focus will be placed on Omni-Channel aspects to show how companies combine their online and offline business to attract new customers or keep current customers loyal.
Learning Outcome	The students understand the use and the value of new technologies in Sales & Distribution. They can judge, under which circumstances these new technologies should be applied or not.
Literature	<ul style="list-style-type: none">• Graf, A., Schneider, H.: Das E-commerce Buch: Marktanalysen, Geschäftsmodelle, Strategien, DFV GmbH, Frankfurt am Main, 2015• Wirtz, B.: Electronics Business, Springer-Gabler, Wiesbaden, 5. Auflage 2016• Heinemann, G.: Der neue Online-Handel, Springer-Gabler, Wiesbaden, 6. Auflage, 2015• Kollmann, T.: E-Business, Springer-Gabler, Wiesbaden, 5. Auflage, 2013• Heinemann, G.: Der neue Mobile-Commerce, Springer-Gabler-Verlag, Wiesbaden, 2012• Gläß, R.; Leukert, B.: Handel 4.0: Die Digitalisierung des Handels, Springer-Gabler-Verlag, Wiesbaden, 2017
Level	2 nd and 3 rd year students (intermediate)
Prerequisites	None (basic understanding of e-business would be great)
Assessment	60 min written examination in the last week of the semester
Semester hours per week	2
ECTS	4

Tools & Methods of International Distribution (IP.02.03)

Prof. Dr. Peter Scheideler

Course Content	The course includes the organisational (Sales Organisation, Distribution channels, etc.) but also the logistical (Warehouse, Inventory, Transportation etc.) aspects in international distribution and outlines possible strategies. At the end of the course, the students are able to draft and critically evaluate distribution strategies for different scenarios.
Learning Outcome	The students get an understanding about the possibilities for a manufacturer to distribute its products to its end-customers. They are able to evaluate different methods and strategies and learn to apply strategies for different scenarios.
Literature	<ul style="list-style-type: none">• Schögel, M.: Distributionsmanagement, Munich, 2012• Koether, R.: Distributionslogistik – Effiziente Absicherung der Lieferfähigkeit, Wiesbaden, 2014
Level	2nd and 3rd year students (intermediate)
Prerequisites	None
Assessment	60 min written examination in the last week of the semester
Semester hours per week	2
ECTS	4

Differentiation and Positioning – a strategical approach on how to market a lifestyle product (IP.03.01)

Oliver Kanthak

Course Content	<p>This course follows a practical, step-by-step approach to successfully positioning a lifestyle product. Conducting market and competitors' research/analysis will lay the foundation of the following steps: looking at / selecting a target group, working out differentiation variables, properly position the product in the market and aim at the selected target group. Throughout the course, there will be practical examples from different brands and markets. Group work will be applied at the end of the semester: the students will write a market entry strategy paper for a country of their choice, using the material and tools learned throughout the semester (as well as their own background).</p>
Learning Outcome	<p>The students are to acquire knowledge on understanding and analyzing markets, using this information in order to successfully position and then market a product. Keeping a look on different industries shall give a balanced combination of theoretical content and practical examples of modern business. After all, this course will be giving the students an entrepreneurial-insight on how to take a product from vision to market, by promoting one's own initiative, communication, as well as creativity.</p> <p>Also: There will be a 101 on how to conduct executive presentations (PPT). The final will be a paper and presentation.</p>
Literature	<ul style="list-style-type: none">• Lindstrom, M.: Buy-Ology, 1st ed., New York, et al. 2008• Gladwell, M.: The Tipping Point, New York, et al. 2002• Keegan, W. / Green, M.: Global Marketing, 6th ed., Harlow, et al. 2011• Kotler, P. / Armstrong, G.: Principles of Marketing, 15th ed., Harlow, et. al 2012• Lewis, R.: When Cultures Collide, 3rd ed., Boston, et al 2010• Ries, A. / Trout, J.: Positioning: The Battle for your mind, 2nd ed., et al 2011
Level	Second to third year students
Assessment	Presentation during semester, essay at end of the semester
ECTS	4
Remarks	<p>The course is held as a block seminar on the following days: 12 & 13 October in Room 3.3.019 and 19 & 20 October in Room 3.3.022. All sessions take place on Saturdays!</p> <p>Please register until 30 September by sending an e-mail to oliveralexkanthak@gmail.com</p>

Business Professional Speech (IP.04.01)

Dr. Hans Kraft

Course Content	The course covers all minor aspects of business and professional speech.
Topics	<ul style="list-style-type: none">• Impromptu speech, public speech, speaking without notes, specialty speeches for various occasions, posture, gesture, facial expressions, vocal variety, breathing, preparation of speeches, mental and emotional aspects, stage fright, structure of speeches• Intercultural communication, small talk, job interview, annual appraisal, target agreement, sales talk, active listening• Students are cordially invited to express wishes concerning content.
Learning Outcome	<ul style="list-style-type: none">• Students will deliver speeches without notes in front of the group• Students will learn how to deliver impromptu speeches• Students will become familiar with the basic aspects of body language• Students will see how stage fright and fear of speaking can be overcome• Students will get some insight into the obstacles of intercultural communication• Students will become acquainted with the social importance of small talk• Students will become acquainted with important business situations, such as target agreement, sales talk, job interview
Literature	To be announced
Level	All levels
Prerequisites	Fluent command of the English language, basic knowledge of PowerPoint
Assessment	Presentation during semester, term paper, regular presence in class, active participation
Semester hours per week	4
ECTS	8
Remarks	Max. 20 participants Please register for this class by sending an e-mail to hans.kraft@hs-duesseldorf.de

Business German I (IP 05.01)

Ulrike Oberließen

Course Content	<ul style="list-style-type: none">• Establishing contacts (communicating in everyday situations)• Talking about yourself in professional contexts• Cultural misunderstandings• Professional dialogue (talking about companies and products)• Contextual and situational grammar exercises
Learning Outcome	<p>Students will be able to</p> <ul style="list-style-type: none">• talk about their personal career, current endeavors and plans for their future career• establish contact in their university or business environment• solve linguistic and cultural problems through communication• gain an insight into the German employment market• enter into dialogue with other professionals, talk about departments, positions and areas of responsibility• reduce the number of language mistakes through structured exercises in German grammar
Literature	To be announced in seminar
Level	Beginners with basic knowledge
Prerequisites	Interest in learning German
Assessment	Attendance, 60 minute written exam at the end of the course
Semester hours per week	2
ECTS	2

Business German II (IP.06.01)

Ulrike Oberließen

Course Content	<ul style="list-style-type: none">• Communication in everyday business situations• Professional qualifications• Negotiations• Job Interviews• Marketing / Advertising• Trade Fairs: Visit to Messe Düsseldorf• Intercultural Issues• Contextual and situational grammar exercises• Company profiles
Learning Outcome	<p>Students will learn how to</p> <ul style="list-style-type: none">• talk about their personal development, their current aims and their plans for the future• extend their vocabulary in the word field of “marketing”• be aware of cultural differences in the business world• reduce the number of mistakes through grammar exercises
Literature	Relevant material will be distributed during class
Level	Intermediate
Prerequisites	Good beginner’s German
Assessment	Attendance, an oral presentation and 90 min. written exam (weight: 100%)
Semester hours per week	3
ECTS	4,5

Introduction to German Corporate and Commercial Law (IP.08.01)

Prof. Dr. Sabine Otte-Graebener, LL.M. (Bristol)

Course Content	<ul style="list-style-type: none">• Introduction to the German Civil Law and Court System• Sale and purchase agreements• Lease agreements• Employment contracts• German legal entities• Setting up a company
Learning Outcome	This course shall give the students a basic overview on important issues of German business law. It will combine theoretical aspects of German law with practical case studies. A particular emphasis will be on issues particularly relevant to foreigners working in Germany, i.e. sale and lease agreements, employment agreements and setting up German legal entities. Students should be able to address the major issues related to German commercial law at the end of the course.
Literature	German Civil Code German Commercial Code Robbers, An Introduction to German Law, 6 th edition, 2017
Level	Second and third year students (intermediate)
Prerequisites	Fluent command of the English language
Assessment	60 minutes' written exam at the end of the course
Semester hours per week	2
ECTS	4

Trade Risks and Risk Management in a Changing World

Trading System (IP.09.01)

Prof. Dr. Manfred Turban

Course Content	The course is about business risks in international trade and the management of business trade risks and will focus on changes in the trade risk profiles and in the challenges of risk management in the context of both recent developments of the international trading system and increasing frictions in regional trading agreements and trading blocs. The course will highlight major trends and changes in international trade relations and their impact on the EU and the German economy. International trade risks of firms will be identified, and the legacy of the multilateral world trading system will be discussed in the light of recent developments in international trade regulation. The course will be finally devoted to the identification of methods of trade risk management appropriate to cope with the new challenges for firms arising from the ongoing tendencies towards a further disintegration of the existing rule-based world trading order.
Learning Outcome	Students will learn to identify business risks in international trade and tools which can be properly applied in trade risk management to cope with these categories of risk. The course will make special reference to new business risks resulting from recent trade conflicts and a fragile multilateral trading system (GATT/WTO) as well as from further risks of disintegration of regional trade agreements (European Union, NAFTA/USCMA) through conflicts between Member countries and exits of countries from trade agreements (e.g. monetary crises, Brexit).
Literature	<ul style="list-style-type: none">• Bade, Donna (2015), Export/Import Procedures and Documentation, New York (5e)• Grath, Anders (2016), The Handbook of International Trade and Finance, London, Philadelphia, New Dehli (4e)• Helpman, Elhanan (2011), Understanding Global Trade, Cambridge – London• Krugman, Paul R. / Obstfeld, Maurice / Melitz, Marc J. (2018), International Economics. Theory and Policy, Harlow (11e)• Seyoum, Belay (2013), Export-import Theory, Practices and Procedures, New York – London – Oxford (3e)• Trebilcock, Michael / Howse, Robert / Eliason, Antonia (2013), The Regulation of International Trade, London – New York (4e)
Level	Advanced
Prerequisites	Good knowledge in international business theory and international economics
Assessment	90 minutes written exam at the end of the course
Semester hours per week	2
ECTS	4

Applied Macroeconomics for Managers (IP.10.01)

Prof. Dr. Lothar Funk

Course Content	<p>The course provides knowledge about a number of important macroeconomic problems, including high unemployment, low economic growth or stagflation. The course provides knowledge to understand these problems in a way, which will help managers to use this knowledge to steer their companies in a better way through, for example, recessions or periods of high inflations. Key topics include:</p> <ul style="list-style-type: none">• main macroeconomic problems – short-run and long-run issues;• main macroeconomic theories and their key messages;• main macroeconomic policies;• different views how the economy works.
Learning Outcome	<p>The course will improve the knowledge of future managers on the dynamics of the macroeconomy and the importance of changes in macroeconomic policy for the business level. Policy and practical applications will be emphasised. To ensure accessibility, the aggregate demand and supply model will serve as the main engine for analysis. There will be a focus on the international dimension by comparing important issues such as unemployment, inflation or economic growth across countries. Open economy macroeconomic issues such as the balance of payment or the exchange rate, however, will be discussed in a different course.</p>
Literature	<ul style="list-style-type: none">• Mankiw, N.G./Taylor, M.P.: Economics, 3rd ed., London et al. 2013 (or later edition).• Acemoglu, D./Laibson, D./List, J.A.: Economics, Boston et al., 2nd. ed 2018.• Hubbard, R. G./O' Brien, A. P.: Money, Banking, and the Financial System, Boston et al. 2011.• Krugman, P./Wells, R.: Economics, 2nd ed., New York 2013 (or later edition).• Mulhearn, C./Vane, H.R.: Economics for Business, 3rd ed., London/New York 2016.• Miles, D./Scott, A./Breedon, F.: Macroeconomics, 3rd ed., Chichester 2012
Level	2nd and 3rd year (intermediate)
Prerequisites	Principles of Economics
Assessment	One hour written examination
Semester hours per week	1
ECTS	2
Remarks	<p>There will be 8 lectures with 90 minutes each. First lecture: 2 October, 14.30 – 16.00 Other lectures to be announced on this day</p>

Marketing in an international context (IP.11.01)

Prof. Dr. Anne Christin Kemper

Course Content	<p>The objective of the course is to explore and apply key principles and practices of marketing in an international context. The course contains - in an application-oriented manner - the following key topics:</p> <ul style="list-style-type: none">• Basics of marketing, brand management and international marketing• Selected strategic and operative marketing decisions in an international context• Marketing practices in different internationally driven industries• International company and marketing cases from different industries• Case Study
Learning Outcome	<ul style="list-style-type: none">• Gain basic knowledge and demonstrate an understanding of key concepts and instruments related to marketing in an international context• Be able to analyse and assess marketing-related context factors as well as internationally oriented marketing concepts, strategies and instruments• Understand the marketing specifics and practices in different industries• Provide conceptual methods and managerial solutions to marketing problems• Be able to conceptualise marketing concepts, strategies and instruments
Literature	<p>Kotler, P./Armstrong, G./ Opresnik, Marc Oliver (2018): Principles of Marketing, 17th ed., Pearson</p> <p>Czinkota, M.R./Ronkainen, I.A./Zvobgo, G. (2013): International Marketing, 10th ed., Cengage Learning</p> <p>Doole, I./Lowe, R./Kenyon, A. (2016): International Marketing Strategy. Analysis, Development and Implementation, 7th ed., Cengage Learning</p> <p>Hill, C.W.L./Hult, G.T.M. (2017): International business: Competing in the global market place, 11th ed., McGraw Hill Education</p> <p>Keegan, W.J./Green M. (2015): Global Marketing. 8th ed., Prentice Hall</p> <p>Kotabe, M./Helsen, K. (2015): Global Marketing Management, 6th ed., Wiley</p> <p>Faix, A./Kemper, A.C./Köhler, R. (2000): Integrating brand strategies after an acquisition, in: Phillips, C./Pruyn, A./Kestemont, M.-P. (Ed.): Understanding marketing. A European Casebook, Wiley, p. 73-83</p>
Level	2nd and 3rd year students (intermediate)
Prerequisites	<ul style="list-style-type: none">• Registration for class till 1 October.• Basic knowledge of PowerPoint or any other presentation software• English language skills and a basic understanding for economic relationships.• Regular attendance due to group work elements during the course.

PLEASE REGISTER FOR THIS CLASS:

anne-christin.kemper@hs-duesseldorf.de

("first come, first serve"-principle; participation is limited due to didactical reasons)

Assessment	<ul style="list-style-type: none"> • Presentations during the semester • Final presentation at the end of the course.
Semester hours per week	2
ECTS	4

English Language Courses

Remark **Please choose from the offered BBA English courses only.**

You **cannot** attend any BKM/BIM English courses from the German programme!

The classes will start from 23 September on

Level

Business English I: B1/B2 level

Business English II: B2 level

Business English III: C1 level

Semester hours 4
per week

ECTS 4

Course Code	Title	Teacher	Day + Time	Room
BBA 07.11.2	Business English I Group A	Jenczewski	Mon 08.30 – 10.00 Wed 10.30 – 12.00	3.3.026
BBA 07.12.2	Business English I Goup B	Jenczewski	Mon 12.30 – 14.00 Fri 12.30 – 14.00	3.3.026
BBA 07.13.2	Business English I Group C	Cowe	Tue 12.30 – 16.00	3.4.003
BBA 07.14.2	Business English I Group D	Harman	Tue 14.30 – 18.00	3.3.026
BBA 07.21.2	Business English II Group A	Jenczewski	Mon 10.30 – 12.00 Tue 08.30 – 10.00	3.3.026
BBA 07.22.2	Business English II Group B	Jenczewski	Tue 12.30 – 14.00 Fri 10.30 – 12.00	3.3.026
BBA 07.23.3	Business English II Group C	Sur Choudhary	Thu 10.30 – 14.00	9.1.004
BBA 07.31.4	Business English III	Jenczewski	Tue 10.30 – 12.00 Wed 08.30 – 10.00	3.3.026

NOTES