Introduction

M. Sc. International Economics and Management

Prof. Dr. Stefan Jungblut

Paderborn, April 10th, 2018
Content

• Contact and Webpages
• Departments and Chairs
• Module Selection, Registration and Examination
• Study Program
• Majors and Career Opportunities
• Specialization: Asia

The presentation slides will be available online (webpage MSc IEM).
Contact and Webpages
Contact

Prof. Dr. Stefan Jungblut

Program Coordinator Master International Economics and Management

Room: Q4.337

Phone: 60 2112

Email: msc-iem@campus.upb.de

Office Hours: Mo, 15:00-16:00h

Office hour by students for students:

Mo, 13:00-14:00h

Room: Q4.334
Contact (Additional)

**Elisabeth Bloch**
Office for International Affairs (international@campus.upb.de)
- advice and support for international students at Faculty
- office hour: Tue., Thu., 13:00 - 15:00, Q0.319

**Dr. Margarete Redlin**
Deputy Coordinator MSc IEM (margarete.redlin@upb.de)
- course management Transition BA for MSc IEM students
- Program management
Webpage of the Study Program – Prospective Students

http://wiwi.uni-paderborn.de/en/studium/studienangebot/master/msc-iem/

- general information about study program
- information about upcoming and proposed changes
Webpage of the Study Program - Students

http://wiwi.uni-paderborn.de/en/studium/studienangebot/master/msc-iem/aktuelles/

- recent information and announcements
- study program and modules
- job opportunities, …

Master of Science
International Economics & Management

Latest News for IEM Students

Double Master Program of the Paderborn and Tohoku University
06/22/2016 | You are interested in an international degree, curious about the Asian economy, and dedicated to economics and management? Then, do not miss this opportunity: The Faculty of Business Administration and Economics and the Graduate School of Economics...

Intercultural Training for IFEM Members
Study Program
Introduction MSc IEM

Course Elements

• 4 semester program
  – academic year begins in the winter semester
  – beginning in winter and summer semester possible

• Total of 120 ECTS, per semester 30 ECTS
  – 20 ECTS Mandatory Modules (per 10 ECTS)
    • W4441 Methods of Economic Analyses (10 ECTS)
    • W4479 Econometrics (10 ECTS)
  – 80 ECTS Elective Modules
    • 40 ECTS Economics
    • 20 ECTS Management
    • 20 ECTS General Elective
      (Faculty of Business Administration and Economics)
  – 20 ECTS Master Thesis
Please notice that “BWL-management” courses are accredited as BWL credits but not other BWL courses, i.e. BWL: Taxation, Accounting & Finance & BWL: Produktions- und Informations-Management. Those will be regarded as general elective courses.
Departments and Chairs
### Research and Teaching Units / Faculty Webpage

#### DIRECTLY TO PAGE DEPARTMENTS

1. **MANAGEMENT**
   - About Department 1
     - Prof. Dr. Eggert
     - Prof. Dr. Fahr
     - Prof. Dr. Frick
     - Prof. Dr. Kabst
     - Prof. Dr. Prof. E.H. Dr. H.E. multi. Rosenthal
     - Prof. Dr. Schneider
     - Prof. Dr. Schneider
     - Prof. Dr. Wünderlich
     - Former Professors

2. **TAXATION, ACCOUNTING AND FINANCE**
   - About Department 2
     - Prof. Dr. Betz
     - Prof. Dr. Ebert
     - Prof. Dr. Kosi
     - Prof. Dr. J. Müller
     - Prof. Dr. Schiller
     - Prof. Dr. Sievers
     - Prof. Dr. Sureth-Sloane
     - Prof. Dr. Uhde
     - Prof. Dr. Werner
     - Former Professors

3. **BUSINESS INFORMATION SYSTEMS**
   - About Department 3
     - Prof. Dr. Beverungen
     - Prof. Dr. Dangelmaier
     - Jun.-Prof. Dr. Geierhos
     - Jun.-Prof. Dr. Krohn-Grimberghe
     - Prof. Dr. Kundisch
     - Prof. Dr. Suhl
     - Jun.-Prof. Dr. Tierney
     - Former Professors

4. **ECONOMICS**
   - About Department 4
     - Prof. Dr. Gilroy
     - Prof. Dr. Gries
     - Prof. Dr. Haake
     - Prof. Dr. Hehenkamp
     - Prof. Dr. Jungblut
     - Prof. Dr. Schmitz
     - Former Professors

5. **BUSINESS AND HUMAN RESOURCE EDUCATION**
   - About Department 5
     - Prof. Dr. Beutner
     - Prof. Dr. Kimmelmann
     - Prof. Dr. Kremer
     - Prof. Dr. Sloane
     - Former Professors

6. **LAW**
   - About Department 6
     - Prof. Dr. Krimpfhe
     - Prof. Dr. S. Müller
     - Former Professors

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Further information can be found at the [Faculty Webpage](#). More details about the Departments are available in the [Introduction MSc IEM](#).
Module Selection, Registration and Examination
## Courses Available in English

- Webpage of the study program

| Study Plan       |  
|------------------|---
| Admission Requirements |  
| Application Information |  
| Career Profiles   |  
| Study Specials   |  
| Student Statements and FAQ |  
| Introductory Session and Modules |  

The slides of the introduction to the MSc International Economics and Management in winter term 2016/17 is downloadable [here](#) and for international students [here](#).

Modules taught in English are listed here: **Summer Semester 2017** and **Winter Semester 2017/18**. The complete list of modules (including those taught in German) is available in the [module catalogue](#) and allows for a classification by field of study. Detailed information about each module’s content can be found at the University’s webpage using the corresponding module number or in the [module handbook](#), respectively.
# Courses Available in English: Summer Semester 2018

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>ECTS</th>
<th>Instructor</th>
</tr>
</thead>
<tbody>
<tr>
<td>M.184.4116</td>
<td>Relationship Marketing: Understanding and Managing Customer Loyalty</td>
<td>5.0</td>
<td>Dr. Steinhoff</td>
</tr>
<tr>
<td>M.184.4117</td>
<td>Digital Marketing</td>
<td>5.0</td>
<td>Prof. Dr. Eggert</td>
</tr>
<tr>
<td>M.184.4149</td>
<td>Spirituality &amp; Management</td>
<td>5.0</td>
<td>Prof. Dr. Schneider</td>
</tr>
<tr>
<td>M.184.4162</td>
<td>Seminar on Decision Making using Concepts from Behavioral Economics</td>
<td>5.0</td>
<td>Dr. Djawadi</td>
</tr>
<tr>
<td>M.184.4173</td>
<td>Strategic Management: An Economic Approach</td>
<td>10.0</td>
<td>Prof. Dr. Schnedler</td>
</tr>
<tr>
<td>M.184.4176</td>
<td>Finding Your Research Project (M.A.)</td>
<td>5.0</td>
<td>Prof. Dr. Schnedler</td>
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<tr>
<td>M.184.4240</td>
<td>Alternative Investments</td>
<td>5.0</td>
<td>Prof. Dr. Uhde</td>
</tr>
<tr>
<td>M.184.4247</td>
<td>Masterseminar in Finance</td>
<td>5.0</td>
<td>Prof. Dr. Uhde</td>
</tr>
<tr>
<td>M.184.4345</td>
<td>Advanced Information Technology in Business</td>
<td>5.0</td>
<td>Prof. Dr. Suhl</td>
</tr>
<tr>
<td>M.184.4365</td>
<td>Metaheuristics</td>
<td>5.0</td>
<td>Jun.-Prof. Dr. Tierney</td>
</tr>
<tr>
<td>M.184.4412</td>
<td>Global Growth and Development - Perspectives of Global Regions</td>
<td>10.0</td>
<td>Prof. Dr. Gries</td>
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<tr>
<td>M.184.4421</td>
<td>International Economics</td>
<td>10.0</td>
<td>Prof. Dr. Gilroy</td>
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<tr>
<td>M.184.4425</td>
<td>Applied Financial Economics</td>
<td>5.0</td>
<td>Peitz</td>
</tr>
<tr>
<td>M.184.4451</td>
<td>Financial and Time Series Econometrics</td>
<td>5.0</td>
<td>Prof. Dr. Feng</td>
</tr>
<tr>
<td>M.184.4452</td>
<td>Advanced Methods of Empirical Economic Research</td>
<td>5.0</td>
<td>Prof. Dr. Feng</td>
</tr>
<tr>
<td>M.184.4467</td>
<td>Auctions, Incentives, Matchings</td>
<td>10.0</td>
<td>Prof. Dr. Haake</td>
</tr>
<tr>
<td>M.184.4490</td>
<td>Topics in Competition Policy</td>
<td>5.0</td>
<td>Prof. Dr. Hehenkamp</td>
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<tr>
<td>M.184.4497</td>
<td>Cases in Competition Policy</td>
<td>5.0</td>
<td>Prof. Dr. Hehenkamp</td>
</tr>
<tr>
<td>M.184.4603</td>
<td>Internationales Wirtschaftsrecht</td>
<td>10.0</td>
<td>Prof. Dr. Krimphove</td>
</tr>
<tr>
<td>M.184.5235</td>
<td>Disclosure Theory</td>
<td>5.0</td>
<td>Prof. Dr. Ebert</td>
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<tr>
<td>M.184.5263</td>
<td>Financial Risk Management</td>
<td>10.0</td>
<td>Prof. Dr. Pelster</td>
</tr>
<tr>
<td>M.184.5284</td>
<td>Business Analysis &amp; Valuation</td>
<td>10.0</td>
<td>Prof. Dr. Sievers</td>
</tr>
<tr>
<td>M.184.5489</td>
<td>Microeconometrics</td>
<td>10.0</td>
<td>Prof. Dr. Schmitz</td>
</tr>
</tbody>
</table>
Introduction MSc IEM

Courses Available in English: Winter Semester 2018/19

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>ECTS</th>
<th>Instructor</th>
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<tbody>
<tr>
<td>M.184.4114</td>
<td>Relationship Driven Selling: Theory &amp; Practice</td>
<td>5,0</td>
<td>Prof. Dr. Eggert</td>
</tr>
<tr>
<td>M.184.4117</td>
<td>Digital Marketing</td>
<td>5,0</td>
<td>Prof. Dr. Eggert</td>
</tr>
<tr>
<td>M.184.4136</td>
<td>Applied Research Management</td>
<td>5,0</td>
<td>Prof. Dr. Frick</td>
</tr>
<tr>
<td>M.184.4137</td>
<td>Applied Organizational Economics: Theory and Empirical Evidence</td>
<td>10,0</td>
<td>Prof. Dr. Frick</td>
</tr>
<tr>
<td>M.184.4139</td>
<td>Happiness Economics &amp; Econometrics</td>
<td>5,0</td>
<td>Prof. Dr. Frick</td>
</tr>
<tr>
<td>M.184.4331</td>
<td>Software-Applikation im Supply Chain Management</td>
<td>10,0</td>
<td>Prof. Dr. Dangelmaier</td>
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<tr>
<td>M.184.4411</td>
<td>International Finance - Currencies and Exchange Rates</td>
<td>10,0</td>
<td>Prof. Dr. Gries</td>
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<tr>
<td>M.184.4416</td>
<td>Environmental Economics</td>
<td>10,0</td>
<td>Prof. Dr. Gries</td>
</tr>
<tr>
<td>M.184.4423</td>
<td>Economic Foundations of Development Theory and Policy</td>
<td>5,0</td>
<td>Prof. Dr. Gilroy</td>
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<tr>
<td>M.184.4426</td>
<td>Advanced Macroeconomics</td>
<td>10,0</td>
<td>Prof. Dr. Gilroy</td>
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<tr>
<td>M.184.4441</td>
<td>Methods of Economic Analyses</td>
<td>5,0</td>
<td>Prof. Dr. Haake</td>
</tr>
<tr>
<td>M.184.4466</td>
<td>Advanced Microeconomics</td>
<td>10,0</td>
<td>Prof. Dr. Haake</td>
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<tr>
<td>M.184.4479</td>
<td>Econometrics</td>
<td>5,0</td>
<td>Prof. Dr. Feng</td>
</tr>
<tr>
<td>M.184.4494</td>
<td>Projectseminar: Experiments in Behavioral Economics</td>
<td>5,0</td>
<td>Prof. Dr. Hehenkamp</td>
</tr>
<tr>
<td>M.184.5133</td>
<td>Seminar zur Organisationsökonomie: Sports Economics</td>
<td>5,0</td>
<td>Prof. Dr. Frick</td>
</tr>
<tr>
<td>M.184.5134</td>
<td>Seminar zur Organisationsökonomie: Sports Economics II</td>
<td>10,0</td>
<td>Prof. Dr. Frick</td>
</tr>
<tr>
<td>M.184.5354</td>
<td>Information Processing in Digital Markets</td>
<td>5,0</td>
<td>Prof. Dr. Kundisch</td>
</tr>
</tbody>
</table>
Introduction MSc IEM

Module Catalogue

http://wiwi.uni-paderborn.de/en/studium/orga/module/modulkatalog/

The module catalogue

Please select your study program and the concerning semester in order to view the list of modules, which you can choose and register for. Especially, exchange students can choose “Courses in English available for exchange students.”

The peculiarities of mandatory and “freespace” modules are covered in the particular study program and the examination regulation (only applicable for degree seeking students). The module catalogue is only valid for that particular academic year.

Modulkataloge

# Module Catalogue

## M.184.4412 Global Growth and Development - Perspectives of Global Regions

**Teaching language**: English

<table>
<thead>
<tr>
<th>Kurzbeschreibung (short description):</th>
</tr>
</thead>
<tbody>
<tr>
<td>The course gives an overview of modern growth and development economics. Starting with empirical facts of growth and development, several approaches of growth and development are introduced. Apart from the mechanics of traditional and recent growth theory the main challenges of development are discussed and analysed. Especially the issue of openness and growth and development is in the focus of the discussion. The students are introduced to empirical methods and apply them on economic questions.</td>
</tr>
</tbody>
</table>

For more information please visit our homepage!

<table>
<thead>
<tr>
<th>Lehrveranstaltungen - Teilmodule (courses - module elements):</th>
</tr>
</thead>
<tbody>
<tr>
<td>The module has 3 elements:</td>
</tr>
<tr>
<td>W4412-1 Lecture on growth and development theory (30 h Kontaktzeit, 60 h Selbststudium)</td>
</tr>
<tr>
<td>W4412-2 Lecture and exercise on empirical methods and applications (30 h Kontaktzeit, 60 h Selbststudium)</td>
</tr>
<tr>
<td>W4412-3 Project (30 h Kontaktzeit, 60 h Selbststudium)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Empfohlene Voraussetzungen (prerequisites):</th>
</tr>
</thead>
<tbody>
<tr>
<td>Die Inhalte der folgenden Module werden für dieses Modul vorausgesetzt (the following modules are prerequisites):</td>
</tr>
<tr>
<td>M.184.1471 Grundzüge der Statistik I</td>
</tr>
<tr>
<td>M.184.1472 Grundzüge der Statistik II</td>
</tr>
<tr>
<td>M.184.4476 Ökonometrie</td>
</tr>
</tbody>
</table>
## Modules in Economics SoSe 2018

<table>
<thead>
<tr>
<th>Montag</th>
<th>Dienstag</th>
<th>Mittwoch</th>
<th>Donnerstag</th>
<th>Freitag</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.00 - 11.00 Uhr</td>
<td></td>
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</tr>
<tr>
<td>W4415: Applied Microeconomics using STATA (Kluk)</td>
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<tr>
<td>13.00 bis 14.00 Uhr</td>
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<tr>
<td>W4475: Applied Microeconomics using STATA (Kluk)</td>
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<tr>
<td>16.00 bis 18.00 Uhr</td>
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<tr>
<td>W4451: Time Series and Financial Economics (Übung, 14.10 Uhr) (Feng)</td>
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<tr>
<td>18.00 bis 20.00 Uhr</td>
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</tbody>
</table>
Registration

To register for a module you have to access the campus management system PAUL (https://paul.uni-paderborn.de)

- PAUL contains the whole electronic course catalogue of the Paderborn University, grouped according to semesters and faculties.
- PAUL also includes course schedules, a personal calendar and a mailing system.
- An IMT account is required to login (IMT username and password)!
- Enrollment for courses in PAUL possible from 02.10. – 20.10.2017 (second registration phase)
Semester Schedule and Examination


(Second) Enrollment Phase

- restricted courses: 03.04. – 13.04.2018
- unrestricted courses: 03.04. – 20.04.2018

Midterm Period: End of April - end of lecture period

Final Exam Period: July - September

No registration in PAUL = no examination Registration in PAUL is limited to max 45 ECTS

Module selection has to conform to study plan
Examination

• Deregistration from exam:
  – Until one week before first assessment (at the latest)
    • (until Apr. 20th in PAUL; afterwards: PAUL and examination office (Jens Eichler; C.2.322))
  – Special case: illness – doctor’s statement required for that day
  – Absent without permission: exam not passed

• Exam:
  – Passed with (not less than) grade 4.0
  – Not passed: Only one retrial! (Except general elective modules: 2 retrials)
    • Alternative solution: different / new module selection
Examination

• Lecture Period
  – April 09 2018 – July 20 2018

• Midterm Period
  – After second registration phase ended

• Final Exam Period:
  – Beginning July 21st, 2018
Examination – major facts

• Examination
  – Midterms may take place after the registration period
  – Final exams start after the lecture period
  – Deregistration until 1 week before **first** assessment (at the latest)
  – No repetition of module examinations in the same semester
    New registration is necessary (following semester)
  – Only one retrial! **Exams not passed twice = end of study!**
    • Particular precaution: Compulsory Modules (W4441 and W4479)
  – Examination and deregistration dates are published at the faculty’s web page
    • [https://wiwi.uni-paderborn.de/studium/orga/pruefungstermine/](https://wiwi.uni-paderborn.de/studium/orga/pruefungstermine/)
After using the module manual and PAUL to select and register for courses, additional resources may be needed to access module related information and materials. Most important are:

**PANDA**

https://panda.uni-paderborn.de

**koala**

http://koala.upb.de

**eSeminarapparate (electronic libraries)**

https://semapp.ub.uni-paderborn.de/semester
Majors and Career Opportunities
Career Profiles

1. Focus „International Management“:
   - Middle and senior management positions in international companies; positions with strategic areas of responsibility

2. Focus „International Organization“
   - E.g. positions at the IMF, OECD, World Bank, UN, national and international agencies, ministries, central banks, EU, ...

3. Focus „NGO“

4. Focus „Research“:
   - Positions in research institutes, national and international organizations, central banks, ...

- Specialization “Asia”
  - ASBE-program
Specialization: Asia
Double Master Program Tohoku (DMP Tohoku)

go.upb.de/dmpout
Double Master Program Tohoku (DMP Tohoku)
ASBE Program

- International study program with focus on Asia
- 40 ECTS in modules ASBE (I) – ASBE (IV)
- 3 terms, therein one abroad (20 ECTS)
- Scholarships partly available (Oita, Tongji, BIT)
- Release from tuition fees
- Financed language courses

- All modules can be fully credited in M. Sc. IEM
Groups and Activities
International Forum Economics and Management

International Forum Economics and Management

We invite you
INTERNATIONAL and NATIONAL students from ‘Master International Economics and Management’
to join our activities!

- get in touch with students from the Economics department
- use the English language in a social context
- deal with the topic of internationalization

For more information please contact us ifem@campus.uni-paderborn.de

PADERBORN UNIVERSITY

Summer Semester 2018

Welcome Meeting
Wed 11 April 2018
03:30 - 5:30 pm
International Forum Economics and Management

Who we are:

– Students of MSc IEM

Which persons do we address:

– Current and international students of master courses, primarily MSc IEM

What is our aim:

– getting in touch with students and professors of different nationalities
  (“Internationalization at home”)
– advancing academically and enjoying joint social activities
Introduction MSc IEM

International Forum Economics and Management

Contact

Nicolas PLANTE (Speaker)

Chantale PASKE (Vice-Speaker)

E-Mail: ifem@campus.uni-paderborn.de

koaLA: login (IMT) to https://koala.uni-paderborn.de > Groups > IFEM
request password via E-Mail

Web: MSc IEM page > ‘über den Studiengang’ > IFEM
wiwi.upb.de > “International” > “Internationalization at home”
International Forum Economics and Management

Internationalization at home

Globalisation increasingly expects students to have experience of internationalization as part of their academic studies or in a work context. Even without spending time abroad you can gain such crucial experiences while studying at our Faculty simply by taking part in, for example:

- English-taught courses or presentations
- Courses or presentations made by international visiting scholars
- Buddy-program
- Tandem (one-to-one) language exchanges
- Mentoring an international student
- Participating in the social programs of the IT Management Summer School
- Thematic social events organised by international student groups
- The University's International Week
- Participating in excursions organised for international students
- Meetings with the Faculty's Visiting Scholars
- Meetings of international students, e.g. the International Forum Economics and Management (IFEM)
- etc.
## Schedule of International Student Forum (Summer Term 2018)

### Schedule of Activities

<table>
<thead>
<tr>
<th>Date</th>
<th>Name</th>
<th>Kind of activity</th>
<th>Venue</th>
<th>Additional information</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 10</td>
<td>Introducing IFEM to new Master students</td>
<td>-</td>
<td>Paderborn University</td>
<td>H4, 4.30-5.30pm</td>
</tr>
<tr>
<td>April 11</td>
<td>Welcome Meeting</td>
<td>-</td>
<td>Paderborn University</td>
<td>Q3.245, 1-2pm</td>
</tr>
<tr>
<td>April 18</td>
<td>Lunch</td>
<td>-</td>
<td>Paderborn University</td>
<td>Meeting Point Service Center, 12.55pm</td>
</tr>
<tr>
<td>April 23 - April 30</td>
<td>Guest Speaker</td>
<td>Academic</td>
<td>Paderborn University</td>
<td>tba</td>
</tr>
<tr>
<td>May 2</td>
<td>International Cooking Night - Movie Night</td>
<td>Social</td>
<td>Paderborn University</td>
<td>Q0.425, 6:30pm</td>
</tr>
<tr>
<td>May 26</td>
<td>Daytrip</td>
<td>Social</td>
<td>Paderborn University</td>
<td>tba</td>
</tr>
<tr>
<td>May 28 - June 3</td>
<td>Guest Speaker</td>
<td>Academic</td>
<td>Paderborn University</td>
<td>tba</td>
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<tr>
<td>June 6</td>
<td>Kegeln</td>
<td>Social</td>
<td>Paderborn City Center</td>
<td>tba</td>
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<tr>
<td>June 15</td>
<td>Pub Night</td>
<td>Social</td>
<td>Paderborn City Center</td>
<td>tba</td>
</tr>
<tr>
<td>June 17 - June 23</td>
<td>Guest Speaker</td>
<td>Academic</td>
<td>Paderborn University</td>
<td>tba</td>
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<tr>
<td>June 29</td>
<td>Goodbye Dinner</td>
<td>-</td>
<td>Paderborn City Center</td>
<td>tba</td>
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</tbody>
</table>
Fachschaftsrat Wirtschaftswissenschaften

Skriptenzirkel

Im Skriptenzirkel findet ihr eine Sammlung von Klausuren sowie Skripten aus Assessment-, Profilierungsphase und dem Masterstudium.

Zu den u.a. Zeilen sind Natascha, Daniel, Sarah oder Phil für euch da!

Unser Bestand kann immer mal variieren, unseren „Basistext“ findet ihr weiter unten in einem PDF zusammengefasst.

Der Skriptenzirkel befindet sich in Q9.413 (Karle)

Öffnungszeiten unseres Skriptenzirkels:
- Mo: 13:00 bis 14:00 Uhr
- Di: 13:00 bis 14:00 Uhr
- Mi: 13:00 bis 14:00 Uhr
- Do: 13:00 bis 14:00 Uhr
- geöffnet ab der zweiten Vorlesungswoche und zusätzlich in der ersten vorlesungsfreien Woche

Downloads:
Bestandliste Skriptenzirkel 25.10.2016
Hinweise Stand 25.10.2016
Thank you for listening and have a good start!