

## Module Catalogue | Modulhandbuch



## Master in International Marketing (M.A.)

**Summer Semester 2024**

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**ohm** Technische  
Hochschule  
Nürnberg

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List of abbreviations

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/	„oder“ / „or“
,	„und“ / „and“
;	„und/oder“ / „and/or“
B-IB	Bachelor in International Business
B-IBT	Bachelor in International Business and Technology
ECTS	European Credit Transfer and Accumulation System
KI	Klausur/ Examinations
Kol	Kolloquium / Colloquium
LN	studienbegleitender Leistungsnachweis/ Achievement test
LP	Leistungspunkte /Credits
MA	Masterarbeit / Master Thesis
M-IFE	Master in International Finance and Economics
M-IMA	Master in International Marketing
mdIP	mündliche Prüfung/ Oral examination
mE	mit Erfolg abgelegt/ Passed
Ref	Referat / Presentation
S	Seminar/ Seminar
schrP	schriftliche Prüfung / Written Examination
SPO	Studien- und Prüfungsordnung/ Study Regulations
StA	Studienarbeit / Assignment paper
SU	Seminaristischer Unterricht/ Lecturers in seminar style
SWS	Semesterwochenstunden / Weekly hours per semester
TN	Teilnahmenachweis / Attendance required
WPF	Wahlpflichtfach

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# 1 Overview

## 1.1 Mandatory & Elective Courses

Modules	Sub modules	SWS	Examination	Duration	ECTS
<b>1. Analysis of and Access to International Markets</b>		<b>6</b>	schrP, Ref/ StA	90,20,15	<b>9</b>
	International Marketing Research				
	Cross-Cultural Marketing				
<b>2. Creation of International Market Offers</b>		<b>6</b>	Ref/ StA, KI/ Ref/ StA	20,20,60,20	<b>9</b>
	Business to Business Marketing – Applied Project				
	B-to-B Applied Research Project - Theory				
<b>3. International Marketing Tools</b>		<b>6</b>	SchrP, StA/ Ref	90, 20, 15	<b>9</b>
	Applied Quantitative Methods				
	SPSS				
<b>4. Industrial Product and Market Development</b>		<b>6</b>	Ref, StA, SchrP	20,20,90	<b>9</b>
	Applied Business Development Project				
	Product and Market Development - Theory				
<b>5. General Studies and Thesis</b>					<b>30</b>
	Business Ethics	<b>2</b>	Ref, StA/KI		
	Master Seminar Master Thesis		Ref/ Kol MA	20, 20	
<b>6. Electives in International Marketing</b>		<b>16</b>	SchrP/ Ref/ Kol /StA	90, 20, 20	<b>24</b>
<b>Total</b>		<b>42</b>			<b>90</b>

## 2 Module Descriptions

### 2.1 Mandatory Modules

#### 2.1.1 Module 1: Analysis of and Access to International Markets

<b>Analysis of and Access to International Markets</b> This module comprises 2 subjects: 1. International marketing research 2. Cross cultural marketing				
		<b>Art des Moduls</b> Kind of Module		<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Module		9
<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each summer semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/in</b> Professor	
Prof. Dr. Margo Bienert			Prof. Dr. Margo Bienert	
<b>Voraussetzungen</b> Prerequisites				
The lecture of "International Marketing Research" and "Cross-Cultural Marketing" must be attended and completed within one semester.				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the mandatory modules within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		Lecture, project, seminar		Presence time: 78 h Self-study time: 192 h Total Time: 270 h

**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Designing marketing research plan, from management decision problem to hypothesis and research plan
- Combining research methods and questionnaire methods for creation of complete primary marketing research that may be conducted
- Evaluate and adapt appropriate models to hypothesis creation, sampling method choice, contact (questionnaire, interview, ....) method choice
- Assess and create a marketing research plan for specific management decision problems and research objectives
- Compare and prioritize suitable hypothesis

**Other core competences (“Schlüsselkompetenzen”)**

- Application and method competence, in adapting and transferring above mentioned methods or models to a distinctive project
- Analytical competence, e.g. on how to choose suitable sampling methods for derived objectives and hypothesis
- Elaborate and compare possible research methods and their link to sampling methods
- Research competence, from definition of management decision problem, to market research problem and hypothesis to sampling, primary research methods and collecting and processing data
- Communication and teamwork competence, the research and transfer project to be handled in team work and coordination of the presentation and documentation tasks, each of the steps is presented in both, speaking and writing incl. appropriate visualization
- Project management, planning of timelines according to milestones and deadlines
- International competence, all tasks are worked upon and delivered in German-International Teams

**Inhalte der Lehrveranstaltungen**

Course Content

Content of the subject: International Marketing Research	Marketing research plan <ol style="list-style-type: none"> <li>1. Management Decision Problem</li> <li>2. Market Research Problem</li> <li>3. Hypothesis</li> <li>4. Market Research Method</li> <li>5. Sampling Method</li> <li>6. Data Collection</li> <li>7. Data Analysis</li> <li>8. Present Findings</li> </ol>
Content of the subject Cross cultural Marketing	Theories and models appropriate to international marketing research <ul style="list-style-type: none"> <li>• Concepts of culture (between nations but more within nations e.g. “doctors”, “millennials”)</li> <li>• Definitions of culture e.g. Hofstede, Trompenaar</li> <li>• Cognitive and communicative basis of questionnaires</li> <li>• Semantic and pragmatic aspects of questionnaires</li> <li>• Social bias and phrasing</li> <li>• Interviewer choice and behavior</li> </ul>

**Lehrmaterial / Literatur**



Teaching Material / Reading Material

For the subject International Marketing Research	<ul style="list-style-type: none"> <li>• Malhotra, N., An Applied Orientation, Global Edition</li> <li>• De Vaus, D., Surveys in Social Research</li> </ul>
For the subject Cross cultural Marketing	<ul style="list-style-type: none"> <li>• Trompenaar, F., Riding the waves of culture</li> <li>• Brace, I., Questionnaire design</li> <li>• Bradburn, N., Sudman, S., Wansin, B, Asking Questions</li> </ul>

**Internationalität (Inhaltlich)**

Internationality

International teams cooperate to write their project reports, presentations and assignments, use international literature

<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Diverse: exam, presentation with supporting documents; the assessment is split in single tasks/deliverables, each to be passed, if needed may be repeated on a single basis.	<p>Task 1 (50%): Written exam based on relevant theory and transfer know-how, 90 min</p> <p>Task 2 (50%): Final presentation of semester project including:</p> <ul style="list-style-type: none"><li>- MDP, MRP, Hypos – and all steps of a research plan presented and documented for current project or case</li><li>- Method of Questionnaire Design or Question Format linked to Project, presented and documented</li></ul> <div style="text-align: center;"><p><b>Task 1</b>      <b>Task 2</b></p></div>

## 2.1.2 Module 2: Creation of International Market Offers

<b>Creation of International Market Offers</b>			
This module comprises 2 subjects: 1. Business-to-Business Marketing 2. Applied Research Project			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Module	9

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each winter semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/in</b> Professor	
Prof. Dr. Margo Bienert			Prof. Dr. Margo Bienert	

<b>Voraussetzungen</b> Prerequisites
The subjects "Business-to-Business" Marketing and Applied Research Project must be attended and completed within one semester.

<b>Verwendbarkeit</b> Availability	<b>Lehrformen</b> Teaching Methods	<b>Workload</b>
The module is part of the mandatory modules within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.	Project, seminar	Presence time: 78 h Self-study time: 192 h Total Time: 270 h



**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Assess and create the structure and content of a marketing plan
- Compare and prioritize appropriate theories or models for analysis, e.g. BCG matrix, porter 5 forces, SWOT analysis, pestel analysis, canvas, etc
- Compare and prioritize appropriate theories or models for objective, e.g. business objectives theory, MbO, “smart”, etc
- Compare and prioritize appropriate theories or models for positioning and strategies, eg Ansoff, market entry strategies, pricing, product, place and promotion strategies

**Other core competences (“Schlüsselkompetenzen”)**

- Application and method competence, apply and modify above mentioned theories or models to project
- Analytical competence, points 1-3 of the marketing plan (cf course content below) , evaluate findings, elaborate alternative scenarios
- Research competence, collect data and information needed for above mentioned analysis phase, deduct possible scenarios
- Creative and problem solving competence, derive and prioritize objectives, develop and prioritize appropriate marketing strategies and actions, including budgets (planning competence, problem solving competence)
- Communication and teamwork competence, all 9 chapters are to be handled in team work and coordination of the presentation and documentation tasks, each of the steps is presented in both, speaking and writing (ppt), appropriate visualization
- Self-competence, function in a team, plan timeline according to deadlines within teams and towards presentation date
- International competence, all teams, all tasks are worked upon and delivered in international teams

**Inhalte der Lehrveranstaltungen**

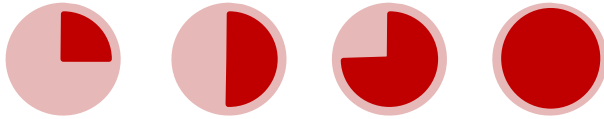
Course Content

<p>Content of the subject: Business-to-Business Marketing</p>	<p>Marketing plan</p> <ol style="list-style-type: none"> <li>1. External analysis and appropriate theories or models</li> <li>2. Internal analysis and appropriate theories or models</li> <li>3. Current market situation derived from above and based on figures</li> <li>4. Derive objective and use appropriate theories or models</li> <li>5. Derive suitable strategies and use appropriate theories or models</li> <li>6. Develop action plan with budget examples, use appropriate theories</li> <li>7. Profit + Loss estimation, derived from all above</li> <li>8. Controlling, derived from all above</li> <li>9. Executive Summary</li> </ol>
<p>Content of the subject Applied Research Project</p>	<p>Theories and models appropriate to the analysis of a company, both externally and internally, inter alia BCG matrix, porter 5 forces, SWOT analysis, pestel analysis, canvas, business objectives theory, MbO, “smart” objectives, eg Ansoff matrix, market entry strategies, pricing, product, place and promotion strategies, 7-S-Model, value chain, etc ..</p>

**Lehrmaterial / Literatur**

Teaching Material / Reading Material

<p>For the subject Business-to-Business Marketing</p>	<ul style="list-style-type: none"> <li>• Business Marketing; Bingham, F.; Gomes, R.; Knowles, P.; 3<sup>rd</sup> Ed., 2005</li> <li>• Business Marketing Management; Hutt, M.; Speh, Th.; 10<sup>th</sup> Ed., 2010</li> <li>• B2B Brand Management; Kotler, Ph.; Pfoertsch, W.; 1st Ed., 2006</li> </ul>
<p>For the subject Applied Research Project</p>	<p>The above plus:</p> <ul style="list-style-type: none"> <li>• Market Entry Strategies, Text, Cases And Readings in Market Entry Management; Lymersky, Ch.; International Edition, 2008</li> <li>• Essentials of Strategic Management: Effective Formulation and Execution of Strategy; Wunder, T.; 2016</li> <li>• Additional articles, papers, books as relevant</li> </ul>

<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate to write and present their marketing plan, use international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Diverse: presentation and written; the module exam is split in single tasks/deliverables, each to be passed and (if needed) repeated on a single basis.	<p>Task 1 (25%): Theory presentation and points 1-3 of the marketing plan (analysis, positioning presented and documented) ca 5 min presentation (+appropriate documents)</p> <p>Task 2 (25%): Points 4-6 of the marketing plan (objectives, strategies, actions, budget plans presented and documented), ca 7 min presentation (+appropriate documents)</p> <p>Task 3 (25%): Intermediate written test based on relevant theory and transfer know-how, 60 min</p> <p>Task 4 (25 %): Points 7-9 of the marketing plan (final presentation: P+L, controlling, summary documented and presented, ca 8 min presentation (+appropriate documents)</p> <p>The workload is distributed throughout the semester, assessment is based on competence milestones, thus there is one final grade based on five tasks (Entzerrung der Prüfungsleistungen über das Semester).</p> <div style="text-align: center;">  <p><b>Task 1</b>      <b>Task 2</b>      <b>Task 3</b>      <b>Task 4</b></p> </div>

### 2.1.3 Module 3: International Marketing Tools

<b>International Marketing Tools</b>			
This module comprises 2 subjects: 1. Applied Quantitative Methods/ Statistics 2. SPSS/ Implementation in Python			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Module	9

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstr	English	One semester	Each winter semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/In</b> Professor / Lecturer	
Prof. Dr. Christian Winkler			Prof. Dr. Christian Winkler	
<b>Voraussetzungen</b> Prerequisites				
The two subjects, Applied quantitative methods and SPSS must be attended and completed in one semester.				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the mandatory modules within the master in international marketing, possible usage for other study programs is to be evaluated on a case by case basis.		Project, seminar		Presence time: 78 h Self-study time: 192 h Total Time: 270 h

**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Assess and create the structure and content of a research project
- Compare and prioritize appropriate theories or models for analyzing nominal data, e.g. Chi-Square-Test or Cramer’s V
- Compare and prioritize appropriate theories or models for analyzing ordinal data, e.g. (multiple) ANOVA or Spearman Correlation
- Compare and prioritize appropriate theories or models for analyzing metric data, e.g. (multiple) Regression or Pearson Correlation
- Compare and prioritize appropriate tools for conducting quantitative user research (e.g. A/B Testing, Eye Tracking)
- Compare and prioritize appropriate tools for conducting enhanced qualitative user research (e.g. User interviews, Observation)
- Synthesize findings from quantitative and enhanced qualitative research
- Compare and prioritize appropriate tools for conducting user research (e.g. Design Thinking, Scrum, Kanban)

**Other core competences (“Schlüsselkompetenzen”)**

Application and method competence, apply and modify above mentioned theories or models to research projects

Analytical competence, evaluate research findings, elaborate quantitative and enhanced qualitative data quality

Research competence, collect quantitative and enhanced qualitative data and information needed for research project

Creative and problem solving competence, prioritize relevant data analysis methodology for collected data sets

Communication and teamwork competence, all steps of a quantitative and enhanced qualitative research process are to be handled in team work and coordination of the presentation and documentation tasks

Knowledge about emerging digital user research methods

Self competence, function in a team, plan timeline according to deadlines within teams and towards presentation date, best practices about communication of research conduction, documentation and presentation to various stakeholders

International competence, all teams, all tasks are worked upon and delivered in German-International Teams

**Inhalte der Lehrveranstaltungen**

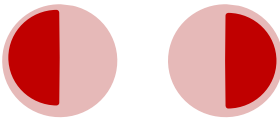
Course Content

Content of the course Python/SPSS	<ol style="list-style-type: none"> <li>1. Research process</li> <li>2. Introduction to Python and comparison to SPSS t</li> <li>3. Frequency distribution and dispersion + application with Python/SPSS</li> <li>4. Sampling and exploring assumptions + application with Python/SPSS</li> <li>5. Analyzing categorical data + application with Python/SPSS</li> <li>6. Analyzing variances + application with Python/SPSS</li> <li>7. Correlation and regression + application with Python/SPSS</li> </ol>
Content of the course Statistics	<ol style="list-style-type: none"> <li>1. Scientific theory</li> <li>2. Validity, Reliability, Causality</li> <li>3. Qualitative and quantitative research</li> <li>4. Scales</li> <li>5. Descriptive Statistics</li> <li>6. Bivariate Statistics and correlation</li> <li>7. Visualization</li> <li>8. Sampling Error</li> <li>9. Probability distribution</li> <li>10. Estimation</li> <li>11. Hypothesis tests</li> <li>12. Empirical research</li> </ol>

**Lehrmaterial / Literatur**

Teaching Material / Reading Material

For the course Statistics	<a href="https://openstax.org/books/introductory-statistics/">https://openstax.org/books/introductory-statistics/</a> o <a href="https://open.umn.edu/opentextbooks/text-books/459">https://open.umn.edu/opentextbooks/text-books/459</a>
For the course Python/SPSS	<p>Bruce: Statistics for Data Scientists, 2017          Bryman/Cramer: Quantitative Data Analysis with IBM SPSS, 2012          Field: Discovering statistics using SPSS, 2017          Tabachnik/Fidell: Using multivariate statistics, 2013          30 days of Python, <a href="https://github.com/Asabeneh/30-Days-Of-Python">https://github.com/Asabeneh/30-Days-Of-Python</a></p>

<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate to generate and analyze their dataset, international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Project work and written exam	<p>Task 1 (50%): Digital examination: analysis of a given data set</p> <p>Task 2 (50%) Written test based on relevant theory and transfer know-how, 45 min</p> <p>The workload is distributed throughout the semester, assessment is based on competence milestones, thus there is one final grade based on two tasks (Entzerrung der Prüfungsleistungen über das Semester).</p> <div style="text-align: center;">  <p><b>Task 1</b>      <b>Task 2</b></p> </div>

## 2.1.4 Module 4: Industrial Product and Market Development

<b>Industrial Product and Market Development</b>				
This module comprises 2 subjects: 1. Industrial Product and Market Development - Lecture 2. Applied Research & Transfer Project				
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits	
		Mandatory Module	9	
<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each summer semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/in</b> Professor	
Prof. Dr. Ralph Blum			Prof. Dr. Ralph Blum	
<b>Voraussetzungen</b> Prerequisites				
The lecture of "Industrial Product and Market Development" and the "Applied Research & Transfer Project" must be attended and completed within one semester.				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the mandatory modules within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		Lecture, project, seminar		Presence time: 78 h Self-study time: 192 h Total Time: 270 h

**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Designing creative processes from ideation to concept development
- Combining analytical-systematic methods (as e.g. morphologies) and intuition based methods (as e.g. brainstorming / brain writing) for ideation
- Evaluating and adaption of appropriate models to business development, such as e.g. the ‘stage-gate-model’, design thinking process, open innovation or scrum
- Analyzing of trends and elaboration of business scenarios in defined micro- and macro market environments
- Assess and create the structure and content of a market analysis in industrial business contexts
- Compare and prioritize new business areas, applying scoring or portfolio techniques (as e.g. the 9-field-matrix)

**Other core competences (“Schlüsselkompetenzen”)**

- Application and method competence, in adapting and transferring above mentioned methods or models to a distinctive project
- Analytical competence, e.g. on how to access qualified market potential in new business areas
- Elaboration and comparison of alternative scenarios
- Research competence, from definition of scope (hypothesis), from collecting and processing data / information needed for market analysis and scenario planning.
- Creative and problem solving competence, derive and prioritize objectives
- Communication and teamwork competence, the research and transfer project to be handled in team work and coordination of the presentation and documentation tasks, each of the steps is presented in both, speaking and writing incl. appropriate visualization
- Project management, planning of timelines according to milestones and deadlines
- International competence, all tasks are worked upon and delivered in German-International Teams

**Inhalte der Lehrveranstaltungen**

Course Content

Content of the subject:  
Industrial Product and Market Development




Marketing plan

1. Strategic aspects to innovation and business development
2. Scenario planning and road mapping tools
3. From ideation to business concepts
4. The new product development process
5. Design aspects of innovating organizations & open innovation
6. Critical success factors in business development

Content of the subject  
Applied Research & Transfer Project

Theories and models appropriate to creation and development of new businesses, i.e.

- Creative problem solving techniques
- Scenario planning and road-mapping
- Design thinking process; Stage-Gate-Process
- Analysis of a target markets, feasibility
- Methods and approaches in qualitative market research
- Portfolio techniques in technology, product and market planning

<b>Lehrmaterial / Literatur</b> Teaching Material / Reading Material	
For the subject Industrial Product and Market Development	<ul style="list-style-type: none"> <li>• Micheli, P., Wilner, S. J., Bhatti, S. H., Mura, M., &amp; Beverland, M. B. (2019). Doing design thinking: Conceptual review, synthesis, and research agenda. <i>Journal of Product Innovation Management</i>, 36(2), 124-148.</li> <li>• Iansiti, M., &amp; Lakhani, K. R. (2020). Competing in the age of AI: How machine intelligence changes the rules of business. <i>Harvard Business Review</i>, 98(1), 60-67.</li> <li>• Blank, S. (2013). Why the Lean Start-Up Changes Everything. <i>Harvard business review</i>, 91(5), 63-72.</li> <li>• 101 Creative Problem Solving Techniques, Higgins J. M. (2006)</li> <li>• The Power of Co-Creation, Ramaswamy V. / Gouillart F., (2010)</li> <li>• Open Innovation: The new imperative for creating and profiting from technology. Chesbrough, H. W. (2003), Boston: Harvard Business School Press</li> <li>• Methods of future and scenario analysis - Overview, assessment, and selection criteria, German Development Institute (2008)</li> <li>• Winning at new products - Creating value through innovation, R.G. Cooper, special edition (2017)</li> <li>• Product Design and Development, K.T. Ulrich / S.D. Eppinger, 4th edition (2008)</li> <li>• New Products Management, M. Crawford / A. Di Benedetto, 10th edition (2011)</li> <li>• Scrum – Produkte zuverlässig und schnell entwickeln, Gloger B., 5th edition (2016)</li> <li>• The Innovator's Dilemma, Clayton M. Christensen (1997)</li> </ul>
For the subject Applied Research & Transfer Project	<ul style="list-style-type: none"> <li>• Qualitative Marktforschung – Konzepte, Methoden, Analysen, Buber R. / Holzmüller H., 2nd edition (2009)</li> <li>• Trends und Szenarien als Werkzeuge zur Strategieentwicklung, Pilkhahn U. (2007)</li> <li>• Technology-Roadmapping, Möhrle M.G. / Isenmann R., 4th edition (2017)</li> <li>• Strategic Market Management, D.A. Aaker / D. McLoughlin, Europ. edition (2007)</li> </ul>
<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate to write their project reports, presentations and assignments, use international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Diverse: exam and written assignments; the assessment is split in single tasks/deliverables, each to be passed and (if needed) may be repeated on a single basis.	<p>Task 1 (10%): Research Design (presented and documented), approx. 15-20 min presentation (+appropriate documents)</p> <p>Task 2 (50): Written exam based on relevant theory and transfer know-how, 90 min</p> <p>Task 3 (40%): Written assignment to research and transfer project, ca 20 pages</p> <p>The workload is distributed throughout the semester. Final grade according to weights of tasks 1-3. (Entzerrung der Prüfungsleistungen über das Semester).</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p><b>Task 1</b></p> </div> <div style="text-align: center;">  <p><b>Task 2</b></p> </div> <div style="text-align: center;">  <p><b>Task 3</b></p> </div> </div>



## 2.1.5 General Studies and Thesis

<b>General Studies and Thesis</b>			
This module comprises 2 subjects: 1. Masterthesis and -seminar 2. Business Ethics			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Module	30

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Thesis: as agreed with supervisor Ethics: each summer semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/In</b> Professor	
Prof. Dr. Margo Bienert and thesis supervisor			Prof. Dr. Margo Bienert and thesis supervisor	

<b>Voraussetzungen</b> Prerequisites
30 ECTS of the master program must be completed to register the thesis.

<b>Verwendbarkeit</b> Availability	<b>Lehrformen</b> Teaching Methods	<b>Workload</b>
The module is part of the mandatory modules within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.	Lecture, project, seminar	Presence time: depending on thesis Self-study time: depending on thesis

**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Academic paper:**

- Students plan, organize and structure the project “master thesis” on their own
- Identify topics and ways to approach them
- Research needed data and information on their own
- Document findings appropriately, including source material and visualizations
- Hand in a final document in appropriate binding that fulfills standards of academic writing.

**Business ethics:**

In this context students learn to reflect questions and content beyond pure profit and business criteria.

Within business ethics students learn the following competences:

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Understanding definitions of “good” – within and beyond business and economic environments
- Recognize and identify ethical dilemmas, assess and evaluate in a given context
- Reflect own / met behavior and decisions
- Applying various ethical theories and processes of decision making
- Understand, structure and to evaluate the complexity of typical ethical dilemmas in business decisions of our global and multi-cultural business world.
- Students are trained to present and evaluate complex topics and sophisticated theories in oral presentation and in written form. They are able to answer questions on this matter comprehensively and can explain relevant issues
- Ideally: reflect content of thesis on wider, ethical categories

**Other core competences (“Schlüsselkompetenzen”)**

- Ethical competence: identify dilemmata, recognize changes in perspectives and interests
- Communication and teamwork competence, the research and transfer project to be handled in team work and coordination of the presentation and documentation tasks, each of the steps is presented in both, speaking and writing incl. appropriate visualization
- Project management, planning of timelines according to milestones and deadlines
- International competence, all tasks are worked upon and delivered in German-International Teams

**Inhalte der Lehrveranstaltungen**

Course Content

Content of Master Thesis

Depends on supervisor and topic

Content of the subject  
Business EthicsReflection of business choices  
Theories on “good” including Plato, Aristotle, Kant, Mill, Moore  
Ethical theories regarding decision making**Lehrmaterial / Literatur**

Teaching Material / Reading Material

For the Master Thesis

- Müller, St., Academic Writing (TH Nürnberg)
- Students research on their own

For the subject  
Business Ethics

- Crane, A./ Matten, D.: Business Ethic
- English translatsins/ excerpts texts by Plato, Aristotle, Kant, Mill, Ley, Enderle, etc.

**Internationalität (Inhaltlich)**

Internationality

International teams cooperate to write their project reports, presentations and assignments, use international literature

<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Diverse: written thesis, thesis poster, presentation with supporting documents; the assessment is split in single tasks/deliverables, each to be passed, and (if needed) re- peated on a single basis	Task 1 (10%): Ethic presentation approx.. 15-20 min. presentation + ap- propriate documents  Task 2 (90): Thesis and thesis poster submitted

## 2.2 Electives

### 2.2.1 Strategic Market Management

<b>Strategic Market Management</b>			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Elective (Wahlpflichtfach)	6

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each summer semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/In</b> Professor	
Prof. Dr. Gabriele Brambach			Prof. Dr. Gabriele Brambach	
<b>Voraussetzungen</b> Prerequisites				
Solid knowledge in marketing.				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the electives within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		Project, seminar		Presence time: 60 h Self-study time: 120 h Total Time: 180 h

**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Know, understand and apply the Strategic Market Management process
- Know, understand, find and analyse the major data /information to collect for the external and internal analysis
- Demonstrate how to amalgamate, present and evaluate the strategic analysis output
- Know, understand and examine the options within Strategic Market Management a company has (based on the analysis): identify, assess and evaluate business strategy alternatives and decide on the major steps for implementation (for specific firms in specific situations)
- Apply the above knowledge to real life company cases: from data collection to development and evaluation of strategic options and decision on future measures to survive / improve (depending on the specific situation of the company)

**Other core competences (“Schlüsselkompetenzen”)**

- Application and method competence: apply and modify above mentioned steps and elements of the Strategic Market Management process to specific company cases
- Analytical competence: define, find and assess the necessary data and information
- Research competence: data collection (internal and external) and evaluate relevant data and information concerning markets (structure, size and major characteristic as well as major influence factors), competition, customers and internal company situations deduction of conclusions; discussion of success factors
- Creative and problem solving competence: evaluate strategic options, derive possible conclusions and develop measures for / against strategic options for specific companies in specific situations, e.g. vision, growth strategies, competitive advantages
- Communication and teamwork competence: all tasks are to be handled in team work and this helps to strengthen the skills to coordinate all team members and resources for creating of the solutions (esp. for the presentation and documentation tasks), each of the steps is presented in both, speaking and writing (ppt), appropriate visualization skills are developed / strengthened
- Self-competence: function in a team, plan timeline according to deadlines within teams and towards presentation date
- International competence: all teams, all tasks are worked upon and delivered in German-International Teams

**Inhalte der Lehrveranstaltungen**

Course Content

Content of the subject:

Strategic Market Management

1. Introduction to Strategic Market Management (process and proceedings)
2. External and Customer analysis
3. Competitor analysis
4. Market and sub-market analysis
5. Environmental and strategic internal analysis
6. Creating advantages : Customer Value Leadership
7. Building and managing customer relationships
8. Creating valuable customers
9. Building and managing brand equity
10. Toward a strong brand relationship
11. Growth strategies

**Lehrmaterial / Literatur**

Teaching Material / Reading Material

For the subject

Strategic Market Management

- Aaker, D./ McLoughlin, D. (2007): Strategic Market Management- European Edition or equivalent: Global Perspectives Edition
- Aaker, D. / Moorman, C. (2017): Strategic Market Management (11<sup>th</sup> Edition) or corresponding younger editions
- Additional material will be given during the course of the lectures if necessary

<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate to realize the assigned tasks (see below) and develop their solutions, use international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Diverse: 3 presentations and 2 written papers; the module exam is split in single tasks/deliverables, each may be passed and (if needed) repeated on a single basis.	<p>Task 1 (20%): Case Study 1 (focus strategic (customer) analysis) Presentation of the solution to the assigned tasks of a case with given data and information (ca. 20 min presentation (+ appropriate documents))</p> <p>Task 2 (20%): Case Study 2 (focus strategic (competitor) analysis) Presentation of the solution to the assigned tasks of a case with given data and information (ca. 20 min presentation (+ appropriate documents))</p> <p>Task 3 (40%): Case Study 3 (complete case study covering strategic analysis and strategic growth) Presentation and paper presenting all elements of the Strategic Market Management process for one company and an evaluation of options for future growth (ca. 20 min presentation and paper ca 12-25 pages (+ appropriate documentation / sources))</p> <p>Task 4 (20 %): Individual paper based on Case Study 3 (focus on business / marketing strategy of the selected company (paper ca. 1-4 pages)</p> <p>The workload is distributed throughout the semester, assessment is based on competence milestones, thus there is one final grade based on four tasks.</p>

## 2.2.2 Consumer Psychology and Pricing

<b>Consumer Psychology and Pricing</b>			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Elective (Wahlpflichtfach)	6

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each winter semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/In</b> Professor	
Prof. Dr. Gabriele Brambach			Prof. Dr. Gabriele Brambach	
<b>Voraussetzungen</b> Prerequisites				
Marketing knowledge				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the electives within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		Project, seminar		Presence time: 60 h Self-study time: 120 h Total Time: 180 h

**Lernziele, Qualifikationen des Moduls / Kompetenzen**

Learning Outcomes and competences

**After successfully completing this module the students achieved the following competences:**

**Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)**

- Understanding and knowledge of how to use the complex parameters of consumer psychology in order to strategically position a product / service (in a field of perceived value and perceived price),
- Understand, explain and compare models of consumer psychology and decisions (from classical (like Nicosia or Howard-Sheth) to most recent research (like prospect theory or neuro marketing) in this field)
- Distinguish different parameters / constructs within the consumer psychology models (like perception or attitude) and evaluate the influence on consumer decisions in different (buying) situations
- Understand and explain the different steps of the pricing process of a company, including details concerning price strategy / positioning, initial (value) pricing and price maintenance
- Assess and evaluate these steps of the pricing process for companies in different situations (real and fictive cases and situations)
- Understand, explain and construct the links between consumer psychology and pricing process
- Examine the application of different elements from consumer psychology on so called pricing behaviour (also Behavioural Pricing, Price Psychology) in different situations / for different cases
- Understand, explain and be able to measure specific behavioural price constructs, especially price interest, price image, price optics, price references / reference prices
- Propose measures to use this knowledge within the pricing concept of a company (for example in creating a special price optic or in creating special price references) in order to create a new price strategy and initial price positioning or in order to improve existing ones
- Create own case material to test and teach other students knowledge in consumer psychology and pricing

**Other core competences (“Schlüsselkompetenzen”)**

- Application and method competence: to create new pricing concepts and critically assess existing pricing concepts in order to influence consumer perceptions and decisions
- Analytical competence: define, find and assess the necessary data and information on consumers (esp. consumer behaviour, consumer price perceptions) and companies
- Research competence: data collection (esp. pricing market research) and deduction of conclusions; scientific discussion of theoretical models
- Creative and problem solving competence: derive possible conclusions and develop measures
- Communication and teamwork competence: all tasks are to be handled in team work and this helps to strengthen the skills to coordinate all team members and resources for creating of the solutions (esp. for the presentation and documentation tasks), each of the steps is presented in both, speaking and writing (ppt), appropriate visualization skills are developed / strengthened
- Self-competence: function in a team, plan timeline according to deadlines within teams and towards presentation date
- International competence: all teams, all tasks are worked upon and delivered in German-International Teams

**Inhalte der Lehrveranstaltungen**

Course Content

Content of the subject:

Consumer Psychology and Pricing

1. Foundations of Consumer Psychology and Reflection on Use Cases
  - Consumer Motives and Values
  - Consumer Response to Marketing Actions
  - Consumer behaviour models
  - 1<sup>st</sup> Reflections on Use Case
2. Pricing Process and Teaching Case Study
  - Major Steps of the Pricing Process of a Company
  - Price Strategy
  - Initial Pricing
  - Price Maintenance
  - Teaching Case
3. Price Psychology and Reflections on Use Case
  - Perceptual Challenges (Resulting from Consumer Psychology) of Prices
  - Prospect Theory (and other “modern” Theories) Used in Price Psychology
  - Dynamic Pricing Using the Key Learnings on Pricing Behaviour and Digital Trends
  - 2<sup>nd</sup> Reflections on Use Cases
4. Teaching Case Creation
  - Consumer (Psychology) Basics of the Target Group
  - Pricing Market Research Data
  - Presentation of Tasks and Master Solution



<b>Lehrmaterial / Literatur</b> Teaching Material / Reading Material	
For the subject Consumer Psychology and Pricing	<ul style="list-style-type: none"> <li>• Evans, Martin/ Jamal, Ahmad/ Foxall, Gordon; Consumer Behaviour, Wiley Publications</li> <li>• Nagle, Thomas T./ Holden, Reed K.; The Strategy and Tactics of Pricing, Prentice Hall</li> <li>• Smith, Tim (2012): Pricing Strategy, South Western Cengage Learning</li> <li>• Additional material will be given during the course of the lectures if necessary</li> </ul>
<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate to realize the assigned tasks (see below) and develop their solutions, use international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Diverse: presentation and written; the module exam is split in single tasks/deliverables, each may be passed and (if needed) repeated on a single basis.	<p>Task 1 (10%): 1<sup>st</sup> Reflections on Use Cases Theory presentation on consumer behaviour models and application to one company (presented and documented) (ca. 10 min presentation (+ appropriate documents))</p> <p>Task 2 (10%): Teaching Case Presentation of the solution to the assigned tasks of a case with given data and information (ca. 5 min presentation (+ appropriate documents))</p> <p>Task 3 (10%): 2<sup>nd</sup> Reflections on Use Cases Theory presentation on price psychology (or selected constructs) and application (presented and documented) (ca. 10 min presentation (+ appropriate documents))</p> <p>Task 4 (40%): Intermediate written test based on relevant theory and transfer know-how (60 min.)</p> <p>Task 5 (30 %): Teaching Case Creation Presentation of the developed teaching case (presented and documented) (ca. 20 min presentation (+ appropriate documents))</p> <p>The workload is distributed throughout the semester, assessment is based on competence milestones, thus there is one final grade based on five tasks.</p>

## 2.2.3 International Communication

International Communication			
		Art des Moduls Kind of Module	Umfang in ECTS-Leistungspunkten Number of Credits
		Mandatory Elective (Wahlpflichtfach)	6

Ort Location	Sprache Language	Dauer des Moduls Duration of Module	Vorlesungsrhythmus Frequency of Module	Max. Teilnehmerzahl Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each winter semester	
Modulverantwortliche(r) Module Convenor			Dozent/in Professor	
Prof. Dr. Margo Bienert			Prof. Dr. Margo Bienert/ Robert Puchalla	
Voraussetzungen Prerequisites				
Verwendbarkeit Availability		Lehrformen Teaching Methods		Workload
The module is part of the mandatory modules within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		Project, seminar		Presence time: 60 h Self-study time: 120 h Total Time: 180 h

<b>Lernziele, Qualifikationen des Moduls / Kompetenzen</b> Learning Outcomes and competences	
<p><b>After successfully completing this module the students achieved the following competences:</b></p> <p><b>Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)</b></p> <ul style="list-style-type: none"> <li>• Understand and assess communication theories</li> <li>• Understand and assess communication planning</li> <li>• Compare and prioritize appropriate theories or models for structuring interpersonal communication, especially negotiations</li> <li>• Understand how to use interpersonal communication on digital level</li> <li>• Understand how digital communication works and how to plan and use it</li> <li>• Understand how to build up an integrated digital communication strategy</li> </ul> <p><b>Other core competences (“Schlüsselkompetenzen”)</b></p> <ul style="list-style-type: none"> <li>• Application and method competence, apply and modify above mentioned theories or models to communication exercises</li> <li>• Application and method competence, apply and modify above mentioned theories or models to negotiations exercises</li> <li>• Analytical competence, evaluate communication performance</li> <li>• Understand and use holistic customer centricity approaches (Customer Journey, Customer Experience Mapping, Personas, Inbound Marketing, Lead nurturing)</li> <li>• Understand and use digital analytical approaches</li> <li>• Understand and use future digital communication trends (AR, VR, affective computing, AI,...)</li> </ul>	
<b>Inhalte der Lehrveranstaltungen</b> Course Content	
Content of the subject: International Communication	<ul style="list-style-type: none"> <li>• Definition of communication, classic and interpersonal</li> <li>• Marketing communication designs</li> <li>• Marketing communication channels/ media management</li> <li>• Interpersonal communication skills and models</li> </ul>
<b>Lehrmaterial / Literatur</b> Teaching Material / Reading Material	
For the subject International Communication	<ul style="list-style-type: none"> <li>• Marketing Communications, Lynne Eagle, Stephan Dahl, Barbara Czarnecka, Jenny Loyd</li> <li>• Skilled Interpersonal Communications, Owen Hargie</li> <li>• Getting to Yes, William Ury, Roger Fisher</li> <li>• Everything is negotiable, Gavin Kennedy</li> <li>• Digital Marketing Strategy: An Integrated Approach to Online Marketing, Simon Kingsnorth</li> <li>• Branded Interactions: Creating the Digital Experience, Marco Spies</li> </ul>
<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate to generate negotiation and/ or communication strategies, use international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Written exam	<p>Task 1 (50%): Students must participate in group work and exercises to qualify for attending the exam</p> <p>Task 2 (50%) Written exam based on relevant theory and transfer know-how, 90 min</p>

## 2.2.4 Applied User Experience Research

<b>Applied User Experience Research</b>			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Elective ( Wahlpflichtfach)	6

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each summer semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/In</b> Professor	
Prof. Dr. Alexander Hahn			Prof. Dr. Alexander Hahn/ Prof. Dr. Christian Winkler	
<b>Voraussetzungen</b> Prerequisites				
Basic undergraduate foundations of statistics (e.g. descriptive statistics, Hypothesis testing,...).				
Interest in getting to know new analysis methods which might involve learning some basic coding skills				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the electives within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		Project, seminar		Presence time: 48 h Self-study time: 132 h (including the mandatory Udacity Rapid Prototyping course) Total Time: 180 h

<b>Lernziele, Qualifikationen des Moduls / Kompetenzen</b> Learning Outcomes and competences	
<p><b>After successfully completing this module the students achieved the following competences:</b></p> <p><b>Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)</b></p> <ul style="list-style-type: none"> <li>• Ability to conduct, evaluate, compare and criticize the design, execution, interpretation and presentation of qualitative and quantitative user experience research in order to create functional, aesthetic and hedonic (digital) products and services</li> <li>• Application of no-code and low-code tools to create digital products and services such as webshops, chatbots, lead generation forms, mixed reality prototypes, among others</li> <li>• Knowledge about why and how to conduct user-centric research on marketing-related topics in a volatile, uncertain, complex and ambiguous digital environment (e.g. digital products and / or digital research methods)</li> <li>• Knowledge about the state of the art of digital market research as well as the ability to assess and evaluate upcoming market and technology trends</li> <li>• Statistical validation of data sets</li> <li>• Basic coding skills</li> </ul> <p><b>Other core competences (“Schlüsselkompetenzen”)</b></p> <ul style="list-style-type: none"> <li>• Ability to lead and work in inter-cultural teams and reflect and synthesize on group work methods and processes</li> <li>• Ability to receive, evaluate, synthesize and respond to peer and stakeholder feedback</li> </ul>	
<b>Inhalte der Lehrveranstaltungen</b> Course Content	
Content of the subject: Advanced Digital Market Research	<ol style="list-style-type: none"> <li>1. Short recap on State-of-the-Art Methods: Design Thinking, Lean Startup, Rapid Prototyping</li> <li>2. UX Research Principles</li> <li>3. Basic Principles of Human-Computer Interaction for UX Researchers</li> <li>4. Project work 1: Rapid Digital Prototyping and Qualitative User Testing of a Digital Product</li> <li>5. Theoretical statistics Recap</li> <li>6. Applied statistics via interactive data exploration (and generation)</li> <li>7. Project work 2: Analyze a third-party dataset</li> </ol>
<b>Lehrmaterial / Literatur</b> Teaching Material / Reading Material	
For the subject Advanced Digital Market Research	<p>Recommended: basic Python and pandas skills (any tutorial will do)</p> <p>Various other articles and sources will be provided at the beginning of the lecture</p>
<b>Internationalität (Inhaltlich)</b> Internationality	
International teams cooperate and analyze their dataset, international literature, international group work and group presentation.	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Project work and written exam	<p>Various 10-15min project presentations and applications (presented and documented)</p> <p>The workload is distributed throughout the semester, assessment is based on competence milestones, thus there is one final grade based on consecutive presentations tasks (Entzerrung der Prüfungsleistungen über das Semester).</p>

## 2.2.5 Sponsorship-Linked Marketing

<b>Sponsorship- linked Marketing</b>			
		<b>Art des Moduls</b> Kind of Module	<b>Umfang in ECTS-Leistungspunkten</b> Number of Credits
		Mandatory Elective ( Wahlpflichtfach)	6

<b>Ort</b> Location	<b>Sprache</b> Language	<b>Dauer des Moduls</b> Duration of Module	<b>Vorlesungsrhythmus</b> Frequency of Module	<b>Max. Teilnehmerzahl</b> Max. Number of Participants
THN Bahnhofstraße	English	One semester	Each summer semester	
<b>Modulverantwortliche(r)</b> Module Convenor			<b>Dozent/In</b> Professor	
Prof. Dr. Florian Riedmüller			Prof. Dr. Florian Riedmüller	
<b>Voraussetzungen</b> Prerequisites				
<b>Verwendbarkeit</b> Availability		<b>Lehrformen</b> Teaching Methods		<b>Workload</b>
The module is part of the electives within the master in international marketing, possible usage for other study programs is to be evaluated on a case-by-case basis.		project, seminar		Presence time: 42h Self-study time: 138h Total Time: 180h

<b>Lernziele, Qualifikationen des Moduls / Kompetenzen</b> Learning Outcomes and competences
<p><b>After successfully completing this module the students achieved the following competences:</b></p> <p><b>Knowledge / expertise in the subject (academic skills or “Fachkompetenz”)</b></p> <p>At the end of the module students understand how sponsorship portfolios are created from the perspective of different stakeholders (sponsors and ambushers, event organizers, individuals, media). This includes sponsorship in sports, arts and culture, social causes, science and education, as well as ecological causes. The students understand the basics in sponsorship and sponsorship-linked marketing, including recent developments and the chain of effects of the sponsorship-linked marketing management process. The students also understand the mechanisms of how recipients process sponsorship messages. They are able to use different methodological concepts in order to quantify the effects of sponsorship messages on recipients and relate these measures to the predefined goals of the stakeholders. The students are able to identify success factors of sponsorship-linked marketing and they can use methods that measure the success of sponsorship. The students are able to create both innovative sponsorship strategies as part of the sponsorship portfolio management and strategies that help sponsors protect the sponsorship rights against ambushers.</p>

<b>Inhalte der Lehrveranstaltungen</b> Course Content	
Content of the subject: Sponsorship-linked Marketing	<p>The course includes twelve units that are part of four larger areas:</p> <p>A. Introduction and Overview of the Sponsorship-linked Marketing Management Process  1. Introduction to Sponsorship and Sponsorship-linked Marketing  2. The Sponsorship-linked Marketing Management Process</p> <p>B. How Sponsorship-linked Marketing Activities Influence Stakeholders  3. The Effects of Sponsorship-linked Marketing Activities on Recipients  4. Theories on the Processing of Sponsorship Messages (I)  5. Theories on the Processing of Sponsorship Messages (II)  6. Visual Attention to Sponsors at the Site of Events and in the Media</p> <p>C. Outcome Measurement and Controlling in Sponsorship-linked Marketing  7. Measuring and Interpreting Sponsorship Outcome Variables  8. Sponsorship-linked Marketing and the Financial Success of Brands</p> <p>D. Sponsorship-linked Marketing Implementation  9. Leveraging Tools in Sponsorship-linked Marketing  10. Non-sponsor Brand Behaviors: Official Sponsorship versus Ambush Marketing  11. The Sponsor Perspective: How to Create Unique Sponsorship Portfolios  12. The Sponsored Property Perspective: How to Recruit and Retain Sponsors</p>
<b>Lehrmaterial / Literatur</b> Teaching Material / Reading Material	
For the subject Sponsorship-linked Marketing	<ul style="list-style-type: none"> <li>• Cornwell, T.B. and Kwon, Y. (2020), "Sponsorship-linked marketing: research surpluses and shortages", <i>Journal of the Academic Marketing Science</i>, Vol. 48, pp. 607-629.</li> <li>• Fahy, J., Farrelly, F. and Quester, P. (2004), "Competitive advantage through sponsorship", <i>European Journal of Marketing</i>, Vol. 38 No. 8, pp. 1013-1030.</li> <li>• Gwinner, K. and Swanson, S.R. (2003), "A model of fan identification: antecedents and sponsorship outcomes", <i>Journal of Services Marketing</i>, Vol. 17 No. 3, pp. 275-294.</li> <li>• Riedmüller, F./Ivens, B./van Dyck, P. (2020): Success factors in managing the sponsor-sponsee-relationship—a fuzzy-set qualitative comparative analysis for state-owned enterprises in Germany, in: <i>International Journal of Sports Marketing and Sponsorship</i>, Vol. 21 No. 4, pp. 577-596.</li> </ul>
<b>Internationalität (Inhaltlich)</b> Internationality	
use international literature	
<b>Modulprüfung</b> Method of Assessment	
<b>Prüfungsform</b> Type of assessment	<b>Art inkl. Gewichtung</b> Type and weight of assessment
Project work and presentation	50% presented and documented project report 50% presentation on sponsorship linked marketing subject (+ appropriate documentation / sources)