

NEW VERSION

**Degree Program and Examination Regulations for the  
Master's degree program International Business Studies at  
the Faculty of Business, Economics, and Law at Friedrich-  
Alexander-Universität Erlangen-Nürnberg (FAU)  
– FPO MSc IBS –  
dated March 20, 2025**

Based on Section 9 (1) in conjunction with Section 80 (1)(1), Section 84 (2)(1), Section 88 (9), Section 90 (1)(2) and Section 96 (3)(1) Bavarian Higher Education Innovation Act dated August 5, 2022 (**BayHIG**), FAU enacts the following degree program and examination regulations:

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**Section 1 Scope**

The degree program and examination regulations for the research-oriented consecutive Master's degree program in International Business Studies leading to the qualification Master of Science supplements the general examinations regulations for the Master's degree programs at the School of Business, Economics and Society at the Faculty of Business, Economics, and Law at FAU – **MPOWISO** – in the currently valid version.

**Section 2 Qualification for a Master's Degree Program, Certificates and Admission Requirements**

(1)<sup>1</sup>The following shall be recognized as subject-related degrees within the meaning of Section 32 (1)(1) (1) alt.1 **MPOWISO**: Bachelor's degrees in the International Business Studies Bachelor's degree program at FAU within the meaning of **FPO BSc IBS** in the currently valid version. <sup>2</sup>Other degrees in the field of International Business Studies shall be considered subject-related and equivalent within the meaning of Section 32 (2) **MPOWISO**, if students have acquired skills in the following fields with the following number of credits:

- a) at least 50 ECTS credits in Business Administration
- b) at least 10 ECTS credits in Statistics
- c) at least 10 ECTS credits in culture and communication.

<sup>3</sup>The following shall be recognized as subject-related degrees within the meaning of Section 32 (1)(1) (1) alt. 2 **MPOWISO**: Bachelor's degrees in economics or social sciences as well as non-business degrees with subject-specific knowledge in economics worth at least 50 ECTS credits as well as knowledge in statistics worth at least 5 ECTS credits. <sup>4</sup>The final thesis is not included in the calculation of credits in accordance with sentences 2 and 3.

(2) <sup>1</sup>As further documentation within the meaning of 2.3.3 of the **Appendix** of **MPOWISO**, applicants shall be required to submit evidence of proficiency in English equivalent to at least level C1 of the Common European Framework of Reference (CEFR); this proof shall be provided either with a certificate indicating that the applicant has successfully passed the Test of English as a Foreign Language (TOEFL), attaining at least 100 points in the iBT test or a score of 7.0 or above in the International English Language Testing System (IELTS) or by providing equivalent proof. <sup>2</sup>This shall not affect Section 5 (5)(14a) **ImmaS**.

(3) Applicants with an outstanding first degree pursuant to (1) sentences 1 and 2 shall be granted direct admission to the Master's degree program in IBS pursuant to 5.1 of the Appendix of MPOWISO if they obtained a grade of 1.3 or better in the relevant degree program; Section 12 (4) sentences 1 to 3 **MPOWISO** shall apply accordingly for qualifications with a different grading system.

(4) All applicants who are not granted direct admission to the Master's degree program pursuant to paragraph 3 must provide the following supporting documents as defined in 2.3.3 of the **Appendix** to **MPOWISO**:

1. <sup>1</sup>Evidence of time spent abroad (at least 3 months at a time) of relevance for the subject, in particular studying or completing an internship abroad or other work experience abroad; a transcript of records or another certificate from the foreign university or a reference or similar document from the employer where the applicant completed work experience or an internship can be accepted as proof. <sup>2</sup>All work or study in international organizations or institutions that are not located in the country where the applicant obtained their university entrance qualification shall be considered relevant for the subject as defined in sentence 1.
2. <sup>1</sup>Language skills certificates for languages other than English that indicate the level and scope of language training. <sup>2</sup>Proof of proficiency can be provided in the form of language certificates that state the CEFR level attained; the proof of proficiency in German must state the CEFR level attained.
3. Presentation video (in a standard video format such as MPEG, AVI, etc.), in which the applicant describes how their qualifications meet the requirements of the Master's degree program.

(5) <sup>1</sup>Pursuant to 2.3 of the **Appendix** to **MPOWISO** and Section 4, the documents to be submitted by applicants whose overall grade in their subject-related first degree specified in paragraph 1 is between 1.31 and 2.50 as well as those of applicants whose overall grade in their subject-related first degree is between 1.00 and 2.50, shall be assessed on the second stage of the qualification assessment process pursuant to 5.2 of the **Appendix** to **MPOWISO** according to the following criteria:

1. Quality of previous degree or previous achievements based on the overall grade average; assessment on the basis of graduation documents from first degree (max. 40 points, pursuant to sentence 4, table 1),
2. Scope of skills in business administration relevant for the degree program; assessment on the basis of graduation documents from first degree (max. 10 points, pursuant to sentence 4, table 2),
3. Scope of skills in statistics relevant for the degree program; assessment on the basis of graduation documents from first degree (max. 2.5 points, pursuant to sentence 4, table 2),
4. Amount of experience abroad pursuant to paragraph 4 (1) (max. 10 points, pursuant to sentence 4, table 3),
5. Quality of English language skills pursuant to paragraph 2 (max 20 points, pursuant to sentence 4, table 4),
6. Number of other languages spoken (except English) as well as quality of German language skills pursuant to paragraph 4 (2) (max. 7.5 points, pursuant to sentence 4, table 4),
7. Quality of the presentation video pursuant to paragraph 4 (3) using 'substance', 'clarity', 'argumentation' and 'impression' as criteria (2.5 points each, maximum 10 points in total pursuant to sentence 4, table 5).

<sup>2</sup>Section 12 (4) sentences 1 to 3 **MPOWISO** shall apply accordingly for qualifications with a different grading system. <sup>3</sup>Applicants whose final grade for the first undergraduate degree is 2.51 or poorer shall be considered unsuitable; sentence 5 of no. 5.1 of the **Appendix to MPOWISO** shall apply. <sup>4</sup>Points allocated according to the criteria in sentence 1 are based on the following scheme:

a) Table 1: Conversion of grades pursuant to sentence 1 (1)

Bachelor's degree (max. 40 points)			
Grade	Points	Grade	Points
1	40	1.8	24
1.1	38	1.9	22
1.2	36	2	20
1.3	34	2.1	16
1.2	36	2.2	12
1.3	34	2.3	8
1.4	32	2.4	4
1.5	30	2.5	0
1.6	28	2.51 or below	Exclusion from the procedure pursuant to sentence 3
1.7	26		

b) Table 2: Skills in business administration and statistics, pursuant to sentence 1 (2) (3)

Courses in business administration (10 points max.)	
ECTS credits	Points
Over 120	10
100–120	8
76–99	6
53–75	4

Statistics (2.5 points max.)	
ECTS credits	Points
Over 20	2.5
16–20	2
11–15	1.5
6–10	1

30–52	2
Under 30	Degree not relevant, see Section 1 (2) and (3)

5	0.5
Under 5	Degree not relevant, see Section 1 (2) and (3)

c) Table 3: Experience abroad pursuant to sentence 1 (4)

Experience abroad (max. 10 points)	
Months	Points
Over 12	10
10–12	8
7–9	6
5–6	4
3–4	2
Under 3	Exclusion of the application from the qualification assessment process, minimum number of points pursuant to paragraph 4 (1) not achieved

d) Table 4: Language skills pursuant to sentence 1 (5) (6)

English language skills pursuant to sentence 1 (5) (max. 20 points)			Other languages except German pursuant to sentence 1 (6) (max. 5 points)		German language skills (max. 2.5 points)	
TOEFL (points)	IELTS (points)	Points	Number	Points	Level	Points
Over 110	Over 8.5	20	5+	5	C1	2.5
106–110	8.0	15	4	4	B2	2
101–105	7.5	10	3	3	B1	1.5
100	7.0	5	2	2	A2	1
			1	1	A1	0.5
Less than 100	Less than 7.0	Exclusion of the application from the qualification assessment process, minimum level pursuant to paragraph 2 not achieved	0	0	None	0

e) Table 5: Presentation video pursuant to sentence 1 (7)

Presentation video (max. 10 points)	
Evaluation per criterion	Points per criterion
Exceptional / Herausragend	2.5
Above Average / Überdurchschnittlich	2
Average / Durchschnittlich	1.5
Below Average / Unterdurchschnittlich	1
Poor / Schwach	0.5

Did not submit a video	Exclusion of application from the qualification assessment process due to missing documents pursuant to paragraph 4 (3)
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<sup>4</sup>Applicants who attain 70 points receive confirmation that they have successfully passed the qualification assessment process.

### Section 3 Scope and Structure of the Master's Degree Program, Examinations, Teaching and Examination Language

(1) <sup>1</sup>The core courses include in-depth interdisciplinary study of the fundamentals of International Business Studies from the following nine areas; students must choose a total of 60 ECTS points from these modules:

1. Environment of international business
2. Foundations of international management
3. International strategic management
4. International functional management
5. International information management
6. Soft skills
7. International finance and change management
8. International corporate sustainability
9. International relations.

<sup>2</sup>Further information about the individual areas within the meaning of sentence 1 is specified in Section 4.

(2) <sup>1</sup>In the electives, students must choose modules comprising 30 ECTS credits in one of the following area studies modules:

1. English speaking countries
2. Latin America
3. Asia
4. Europe.

<sup>2</sup>Students must also complete a Master's thesis, which comprises 30 ECTS credits.

<sup>3</sup>The type and scope of the examinations are governed by the **Appendix** and Sections 17 – 24 **MPOWISO**.

(3) <sup>1</sup>Section 4 (5) **MPOWISO** shall apply with the proviso that the teaching and examination language in the compulsory modules is English. <sup>2</sup>Elective modules may also be offered and chosen in which the teaching and examination language is German, Spanish or French.

### Section 4 Core Courses Within the Meaning of Section 3 (1)

(1) <sup>1</sup>The main learning outcome of the core course "Environment of international business" is to enable students to analyze the political, economic and legal frameworks for multi-national companies in various countries. <sup>2</sup>They should be capable of evaluating the effects of global developments on companies and international markets and of developing suitable strategies for dealing with these challenges. <sup>3</sup>The specific learning outcomes and examination subjects for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>The examination type is a written examination (60 min).

(2) <sup>1</sup>The main learning outcome of the core course "Foundations of international management" is to enable students to use fundamental theories, concepts and instruments from international management. <sup>2</sup>They should be able to identify complex challenges in management in a multi-cultural and global environment and to solve these challenges through the use of suitable management methods. <sup>3</sup>The specific learning outcomes and examination subjects as well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>Examinations shall take one of the following forms: Handout or presentation, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

(3) <sup>1</sup>The main learning outcome of the core course "International strategic management" is to enable students to analyze strategic challenges on an international level and to make informed strategic decisions. <sup>2</sup>They should be able to evaluate various market conditions and competitive situations and to develop appropriate strategies for the success of international companies. <sup>3</sup>The specific learning outcomes and examination subjects as well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>Examinations shall take one of the following forms: Written examination (60 min) or handout, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

(4) <sup>1</sup>The main learning outcome of the core course "International functional management" is to enable students to understand the functional areas of a company, such as marketing, operations and finance, in an international context and to manage them effectively. <sup>2</sup>They should be able to identify problems relevant to all functions and to develop function-specific and integrative solutions using suitable methods. <sup>3</sup>The specific learning outcomes and examination subjects as well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>Examinations shall take one of the following forms: Handout or presentation, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

(5) <sup>1</sup>The main learning outcome of the core course "International information management" is to enable students to understand the role of information technology and innovation management in the international business environment. <sup>2</sup>They should be able to develop IT-based strategies for supporting business processes and to shape digital transformation in international organizations. <sup>3</sup>The specific learning outcomes and examination subjects as well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>Examinations shall take one of the following forms: Presentation or seminar paper, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

(6) <sup>1</sup>The main learning outcome of the core course "Soft skills" is to enable students to develop their intercultural communication and teamworking skills. <sup>2</sup>They should be able to work effectively in multi-cultural teams and to use their leadership skills in an international environment. <sup>3</sup>The specific learning outcomes and examination subjects as

well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>Examinations shall take one of the following forms: Handout or presentation or project report, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

(7) <sup>1</sup>The main learning outcome of the core course "International finance and change management" is to enable students to make financial decisions in a global context and to design change management processes. <sup>2</sup>They should be able to understand international financial markets and to develop strategies for overcoming financial and organizational changes. <sup>3</sup>The specific learning outcomes and examination subjects for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>The examination type is a written examination (60 min.).

(8) <sup>1</sup>The main learning outcome of the core course "International corporate sustainability" is to enable students to develop sustainable corporate practices and corporate social responsibility (CSR) strategies. <sup>2</sup>They should be able to identify ecological and social challenges and to integrate sustainable solutions into the management of companies. <sup>3</sup>The specific learning outcomes and examination subjects as well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>4</sup>Examinations shall take one of the following forms: Written examination (60 min), seminar paper or presentation, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

(9) <sup>1</sup>The main learning outcome of the core course "International relations" is to enable students to understand the complex structures and dynamics of international politics, to analyze the central stakeholders and institutions in the international system and to critically assess their influence on developments on global politics, the economy and society. <sup>2</sup>The specific learning outcomes and examination subjects as well as type and scope of the examination for the individual modules depend on the skills taught in the chosen module and are stipulated in the module handbook. <sup>3</sup>Examinations shall take one of the following forms: Written assignment/seminar paper, presentation or performance assessment, or a combination of these; Section 6 (2)(3) **MPOWISO** shall remain unaffected.

### **Section 5 Elective Modules: Area Studies Within the Meaning of Section 3 (2)**

(1) <sup>1</sup>The main learning outcome of the individual area studies "English speaking countries", "Latin America", "Asia" and "Europe" pursuant to Section 3 (2), is for students to gain sound knowledge of business, politics, culture and language in another region. <sup>2</sup>The aim of the regional skills gained is to prepare students for work in this particular region and to develop a skills profile in business and economics suited to their future profession. <sup>3</sup>The content of all modules of the selected electives are related to the relevant regions pursuant to Section 3 (2). <sup>4</sup>Students can expand and build on the region-specific skills by completing study stays abroad.

(2) <sup>1</sup>Area studies "English-speaking countries" focuses on the economic and political dynamics of English-speaking countries such as the USA, the United Kingdom, Canada and Australia. <sup>2</sup>Topics such as international organizations, trade and innovation

policy, transatlantic relations and international governance are investigated. <sup>3</sup>The aim is to enable students to gain a thorough understanding of the international business relationships and political structures of these countries and to analyze their global role.

(3) <sup>1</sup>Area studies "Latin America" focuses on the economic, political, social and environmental challenges faced by countries in Latin America such as Argentina, Brazil, Bolivia or Peru. <sup>2</sup>Topics such as global supply chains, sustainability governance, environmental justice and human rights are investigated. <sup>3</sup>Particular emphasis is placed on the relationship of Latin America with global stakeholders such as the USA, the EU and China as well as on the analysis of solutions for social and environmental problems in the region.

(4) <sup>1</sup>Area studies "Asia" focuses on the economic, technical and cultural development of countries in Asia, and on China and India in particular. <sup>2</sup>Topics such as digital transformation and challenges for international management are investigated. <sup>3</sup>The aim is to understand the role of countries like China and India in the global economy and to develop innovative approaches to solve management problems in Asian contexts.

(5) <sup>1</sup>Area studies "Europe" focuses on the economic, political and social challenges faced by the EU as well as those of individual countries in Europe such as Germany, France, or Spain. <sup>2</sup>Topics such as sustainability management, climate policy and digital transformation in Germany and other European countries are investigated. <sup>3</sup>The aim is to analyze strategies for decarbonization and the development of sustainable industries, with a particular focus on the role of digital innovations and technologies for overcoming the challenges faced by Europe and the world as a whole.

(7) <sup>1</sup>The type and scope of the examination are dependent on the skills for the chosen module according to Section 1 and the module handbook. <sup>2</sup>Examinations shall take one of the following forms: Written examination (60 or 90 minutes), written assignment or seminar paper, presentation, case study as well as combinations of each of these forms; Section 6 (2)(3) **MPOWISO** shall apply accordingly. <sup>3</sup>The module catalog is announced before the beginning of the semester in accordance with local practice.

(8) <sup>1</sup>The elective modules usually consist of either a lecture (1-3 SWS) or a tutorial (1-3 SWS). <sup>2</sup>Further details are stipulated in the module handbook.

### Section 6 Legal Validity and Transitory Provisions

(1) <sup>1</sup>These degree program and examination regulations shall come into effect on April 1, 2025. <sup>2</sup>They shall apply to all students who enter the Master's degree program in International Business Studies as of winter semester 2025/2026.

(2) <sup>1</sup>The degree program and examination regulations for the Master's degree program in International Business Studies at the School of Business, Economics and Society at the Faculty of Business, Economics, and Law at Friedrich-Alexander-Universität Erlangen-Nürnberg (FAU) – **FPO MSc IBS** – dated July 24, 2007, last amended on August 8, 2022, shall become invalid as of September 30, 2028. <sup>2</sup>Examinations according to the versions of the degree program and examination regulations valid before July 26, 2021 stated in sentence 1 shall be offered for the last time in summer semester 2028.

## Appendix: Degree Program Structure Master International Business Studies

Module name	Teaching unit	SWS (semester hours)			Total ECTS credits	Distribution of workload per semester in ECTS credits <sup>1</sup>				Type and scope of the examination	Weighting final grade
		L	T	S		1. sem.	2. sem.	3. sem.	4. sem.		
<b>Core Courses (Kernbereich) (60 out of 90 ECTS - 12 x 5 ECTS)</b>					<b>60</b>	<b>20</b>	<b>20</b>	<b>20</b>			
<b>Modules Environment of international business</b>					<b>10</b>						
Issues in international political economy	Issues in international political economy	2			5	(5)		(5)		Written examination (60 minutes)	1
International and European trade law	International and European trade law	2			5		(5)			Written examination (60 minutes)	1
<b>Modules Foundations of international management</b>					<b>10</b>						
Foundations of international management I	Foundations of international management I	2		1	5	(5)		(5)		Discussion paper (80%) and Presentation (20 %)	1
Foundations of international management II	Foundations of international management II	2		1	5	(5)		(5)		Discussion paper (80%) and Presentation (20 %)	1
<b>Modules International strategic management</b>					<b>10</b>						
Business strategy	Business strategy	2	1		5	(5)		(5)		Written examination (60 minutes)	1
Advanced methods of management research IV	Advanced methods of management research IV			3	5		(5)			Discussion paper	1
<b>Modules International functional management</b>					<b>10</b>						
International marketing	International marketing	2			5	(5)		(5)		Discussion paper	1
Global operations strategy	Global operations strategy	2		1	5	(5)		(5)		Presentation (100%)	1
<b>Modules International information management</b>					<b>10</b>						
Innovations and Leadership	Innovation and leadership (Lect.)	(1)	(1)		5	(5) (Lect.)		(5) (Lect.)		Presentation and Seminar paper (100 % + 0 %)	1
Service innovation	Service innovation	1		2	5		(5)		(5)	Seminar paper	1
<b>Modules Soft skills</b>					<b>10</b>						
Managing intercultural relations	Managing intercultural relations	2		1	5		(5)			Discussion paper (80%) and Presentation (20 %)	1

Module name	Teaching unit	SWS (semester hours)			Total ECTS credits	Distribution of workload per semester in ECTS credits <sup>1</sup>				Type and scope of the examination	Weighting final grade
		L	T	S		1. sem.	2. sem.	3. sem.	4. sem.		
International management solutions	International management solutions			3	5	(5)		(5)		Project report	1
Modules International finance and change management					10						
International finance	International finance, theory and policy	2	1		5	(5)		(5)		Written examination (60 minutes)	1
Change management	Change management	2	1		5		(5)			Written examination (60 minutes)	1
Modules International corporate sustainability					10						
Business ethics and corporate social responsibility	Business ethics and corporate social responsibility	2			5		(5)			Written examination (60 minutes)	1
Regeneration and sustainable development	Introduction to regeneration practices and circularity			2	5		(5)			Presentation (50 %) and seminar paper (50 %)	1
Modules International relations					5						
Power, order and institutions in world politics	Power, order and institutions in world politics			2	5	(5)		(5)		Seminar paper and Presentation (50% + 50%) and Performance assessment (0 %)	1
Elective courses (Wahlbereich) Area studies (1 area out of 4) <sup>2 3</sup>					30	10	10	10			
Area English speaking countries	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)		pursuant to Section 4 (2)	1
Area Latin America	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)			1
Area Asia	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)			1
Area: Europe	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)			1
Master's thesis					30				30		
Master's thesis	Master's thesis								30	Master's thesis	1
<b>Total SWS (minimum) and ECTS</b>		<b>At least 27 SWS<sup>4</sup></b>			<b>120</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>30</b>		

<sup>1</sup> The suggested distribution is a recommendation.

<sup>2</sup> see Section 4 The modules that can be taken in Area Studies are listed in the module handbook of the degree program. Up to 10 ECTS credits can be gained by means of language courses in the language(s) of the selected area (course levels: English - at least C1, all other languages - 5 ECTS, at least A2; 5 ECTS, at least B1). Admission requirements Language proficiency in the respective language of the chosen area according to the European Framework of Reference. The 10 ECTS credits can be divided between a maximum of 2 different languages of the area (5 ECTS each).

<sup>3</sup> see Section 4 Choice of modules worth 30 ECTS credits (6 x 5 ECTS credits), of which 10 ECTS credits can be gained in language courses. In addition, students can also include courses from one or more semesters abroad in the relevant area.

<sup>4</sup> The total number of SWS and how they are distributed across individual lectures and seminars depends on the chosen core and elective courses.