

These degree program and examination regulations have been worded carefully to be up to date; however, errors cannot be completely excluded. The official German text available from L1 – Legal Affairs and Academic Quality Management is the version that is legally binding.

Note: Students who started their studies before the latest amendment came into effect are requested to also comply with previous amendments and the respective transitory provisions.

**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 July 24, 2009**

amended by statutes of
February 23, 2010
March 8, 2011
August 5, 2011
August 1, 2012
January 9, 2013
July 26, 2013
June 11, 2015
July 15, 2016
August 18, 2017
September 28, 2018
November 29, 2019
July 26, 2021
August 8, 2022

Based on Section 13 (1)(2), Section 43 (5)(2), Section 58 (1) and Section 61 (2)(1) of the Bavarian Higher Education Act (Bayerisches Hochschulgesetz, **BayHSchG**), FAU enacts the following General 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 examination 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)¹The following shall be recognized as subject-related degrees within the meaning of Section 26 (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. ²Other degrees in the field of International Business Studies shall be considered equivalent within the meaning of Section 26 (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.

³The following shall be recognized as subject-related degrees within the meaning of Section 26 (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. ⁴The final thesis is not included in the calculation of credits in accordance with sentences 2 and 3.

(2) 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 105 points in the iBT test or a score of 7.5 or above in the International English Language Testing System (IELTS) or by providing equivalent proof.

(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. ¹Evidence 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. ²All work or study in international organizations or institutions that are not located in the applicant’s country of origin shall be considered relevant for the subject as defined in sentence 1.
2. ¹Language skills certificates for languages other than English that indicate the level and scope of language training. ²Proof 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. as well as by post on CD/DVD/USB, approximately 90 seconds), in which the applicant describes how their qualifications meet the requirements of the Master's degree program.

(5) ¹Pursuant to 2.3 of the **Appendix to MPOWISO** and Section 4, the documents to be submitted by applicants whose overall grade in their first degree specified in paragraph 1 is between 1.31 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),
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),
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),
4. Quality of English language skills pursuant to paragraph 2 (max 20 points),
5. Amount of experience abroad pursuant to paragraph 4 (1) (max. 10 points),
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),
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).

²Section 12 (4) sentences 1 to 3 **MPOWISO** shall apply accordingly for qualifications with a different grading system. ³Points 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	2.5 or below	Excluded
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 150	10
101–149	8
76-100	6
51-75	4
30-50	2
Under 30	Excluded

Statistics (2.5 points max.)	
ECTS credits	Points
Over 20	2.5
16–20	2
11-15	1.5
6-10	1
5	0.5
Under 5	Excluded

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

Experience abroad (max. 10 points)	
Months	Points
Over 18	10
12-18	8
7-11	6
5-6	4
3-4	2
Under 3	Excluded

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

English language skills pursuant to sentence 1 (5) (max. 20 points)		
TOEFL (points)	IELTS (points)	Points
116-120	9	20
111-115	8.5	15
106-110	8	10
105	7.5	5
Less than 105	Less than 7.5	Excluded

Other languages except German pursuant to sentence 1 (6) (max. 5 points)	
Number	Points
5+	5
4	4
3	3
2	2
1	1
0	0

German language skills (max. 2.5 points)	
Level	Points
C1	2.5
B2	2
B1	1.5
A2	1
A1	0.5
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	Excluded

⁴Applicants who have scored 70 points shall receive a notification of having passed the qualification process; ineligible applicants with less than 70 points shall receive a rejection notification including reasons and information on legal remedies available.

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

(1) ¹The core courses include in-depth 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.

²In the electives, students must choose modules comprising 30 ECTS credits in one of the following area studies modules:

1. English speaking countries
2. Romance countries
3. Asia
4. Europe.

³Students must also complete a Master's thesis, which comprises 30 ECTS credits.

⁴The type and scope of the examinations are governed by the **Appendix** and Sections 16 – 18b **MPOWISO**.

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

Section 4 Elective Modules

(1) ¹The aim of the module groups 'English speaking countries', 'Romance countries', 'Asia' and 'Europe' in the area studies electives pursuant to Section 3 (1) (2), is for students to gain sound knowledge of business, politics, culture and language in another region. ²The aim of the regional skills gained is to prepare students for work in this particular region. ³The content of all modules of the selected electives are related to the region in question. ⁴Students can expand and build on the region-specific skills by completing study stays abroad.

(2) ¹ The type and scope of the examination are dependent on the skills for the chosen module according to (1) and the module handbook. ²Possible examinations are: written examination (60 or 90 minutes), written assignment or seminar paper, presentation, case study as well as combinations of each of these forms. ³The module catalog is announced before the beginning of the semester in accordance with local practice.

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

Section 5 Legal Validity and Transitory Provisions

(1) ¹These degree program and examination regulations shall come into effect on the day after their publication. ²They shall apply to all students who enter the International Business Studies degree program in the winter semester 2009/2010 or later.

(2) ¹The ninth amendment statute shall come into effect on October 1, 2017. ²It shall apply to all students starting a degree program from winter semester 2017/2018 onwards.

(3) ¹The tenth amendment statute shall come into effect on the day after its publication. ²It applies to all students who have not yet started examinations for the module 'E-business strategy and networking'.

(4) ¹The eleventh amendment statute shall come into effect on the day after its publication. ²It shall apply to all students starting a degree program from winter semester 2020/2021 onwards.

(5) ¹The twelfth amendment statute shall come into effect on October 1, 2021. ²It applies to all students who have not yet started examinations (first attempt) for the modules 'Foundations of international management I', 'Foundations of international management II', 'International marketing' and 'Managing intercultural relations'. ³Examinations in accordance with the previously valid degree program and examination regulations shall be offered for the last time in summer semester 2025 for the modules 'Foundations of international management I', 'Foundations of international management II', 'International marketing' and 'Managing intercultural relations'. ⁴From the date stated in sentence 3, those students who are affected by the examination regulations becoming invalid shall take their examinations in accordance with the currently valid version of the degree program and examination regulations.

(6) ¹The thirteenth amendment statute shall come into effect on October 1, 2022. ²The amendments in the module "Advanced methods of management research IV" apply to all students who have not yet started examinations (first attempt). ³The amendments in the module "Regeneration and sustainable development" (new) apply to all students who have not yet started examinations (first attempt) in the module "Management and organization theories through the lens of mission-driven organizations" (previous). ⁴Examinations in accordance with the previously valid degree program and examination regulations shall be offered for the last time in summer semester 2026 for the modules "Advanced methods of management research IV", "Management and organization theories through the lens of mission-driven organizations" (previous) and "The organization of the international system" (previous). ⁵From the date stated in sentence 4, those students who are affected by the examination regulations becoming invalid shall take their examinations in accordance with the currently valid version of the degree program and examination regulations.

Appendix: Degree Program Structure Master's Degree International Business Studies

Module name	Teaching unit	SWS (semester hours)			Total ECTS credits	Distribution of workload per semester in ECTS credits ¹				Type and scope of the examination	Weighting final grade
		L	T	S		1st sem.	2nd sem.	3rd sem.	4th sem.		
Core Courses (Kernbereich) (60 out of 90 ECTS - 12 x 5 ECTS)					60	20	20	20			
Modules: Environment of international business					10						
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
Modules: Foundations of international management					10						
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
Modules: International strategic management					10						
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
Modules: International functional management					10						
International marketing	International marketing	2			5	(5)		(5)		Discussion paper	1
Global operations strategy	Global operations strategy	2		1	5	(5)		(5)		Written examination (60 minutes) and Group presentation	1
Modules: International information management					10						
E-Business projects and innovation	Innovation and leadership (Lect.) or Interdisciplinary business project (S)	(1)	(1)		5	(5) (Lect.)	(5) (S)	(5) (Lect.)		Presentation and Seminar paper	1
Service innovation	Service innovation	1		2	5		(5)		(5)	Seminar paper	1
Modules: Soft skills					10						
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 ¹				Type and scope of the examination	Weighting final grade
		L	T	S		1st sem.	2nd sem.	3rd sem.	4th 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 written assignment (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 (60 %) and Presentation (40 %)	1
Elective courses (Wahlbereich) Area studies (1 area out of 4) ^{2,3}					30	10	10	10			
Modules: English speaking countries	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)		pursuant to Section 4 (2)	1
Modules: Romance countries	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)			1
Modules: Asia	pursuant to Section 4 (1)	pursuant to Section 4 (3)				(10)	(10)	(10)			1
Modules: 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
Total SWS (minimum) and ECTS		At least 27 SWS⁴			120	30	30	30	30		

¹ The distribution shown is a recommendation.

² see Section 4 The modules that can be taken in Area Studies are listed in the module handbook of the degree program. Admission requirements: Language proficiency in the respective language of the chosen area according to the European Framework of Reference. 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). The 10 ECTS credits may be split among a maximum of two different languages of the area (5 ECTS credits each).

³ 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.

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