

Module code	Module name	Short description	Semester	ECTS
<b>Compulsory modules "Foundations"</b>				
4VL-MATH1-10	Business Mathematics, Linear Systems	In this module, students attain the mathematical tools required to successfully deal with specific quantitative business problems. Thus, mathematics does not serve as an end in itself, but rather as an aid to other fields of knowledge in the economic sciences. The module procures relevant knowledge, skills and competencies in the following areas of mathematics: matrices calculation, linear restriction systems, linear optimization, differential calculus, integral calculus. The module takes a problem-oriented approach and includes instructive practical examples, especially in the optimization of economic and logistical processes. The understanding of mathematical methods and interrelationships is facilitated through geometric illustrations and numerous practice-oriented examples.	1	5
4VL-MATH2-20	Financial Mathematics and Statistics	With this module, students acquire fundamental knowledge in the field of financial mathematics and statistics, which is needed for the successful handling of specific business problems. The knowledge and skills acquired in financial mathematics are comprehensive, meet practical requirements and enable students to develop suitable models under changing conditions. In investment calculation, students apply and consolidate the acquired knowledge of financial mathematics. In investment calculation under risk or uncertainty, students recognize the practical significance of statistics/probability calculation by means of a significant and instructive example. In statistics, students acquire fundamental knowledge and skills that enable them to present, prepare and evaluate data material in business administration practice. In order to solve complex financial and static tasks, students are proficient in the sensible use of the PC (repayment calculation, capital value method, internal interest rate, mean values, dispersion measures, regression). The understanding of mathematical methods and interrelationships is facilitated by numerous practice-oriented examples.	2	5
4VL-INFG-10	Foundations of Computer Science	This module enables students to prepare the written assignments and presentations required during their course of their studies in accordance with the relevant form and standards, as well as the documentations, presentation tasks and correspondence required by the practice partner. Students will acquire the knowledge for the application of spreadsheets and databases that is	1	5

		required for other modules. Furthermore, students are familiarized with further application possibilities and the limitations of the programs.		
4VL-WENGL-10	Business English	Upon completion of the module, students can talk about themselves and their professional and academic context in English and deal with everyday communication situations in the professional environment. Furthermore, they are enabled to communicate orally and in writing within their company and between companies. Students can present their company with its basic processes and essential facts in written and oral form.	1	4
<b>Compulsory modules "Economics"</b>				
4VL-ABWLG-10	Foundations of General Business Management and Academic Work	This module imparts the foundations of business administration, which students can build on in the following semesters. Furthermore, students learn the methodology of academic work in the field. This includes the approach, the processing and the oral defense of a scientific paper. Seminaristisch, mittels Präsentationen, üben die Studierenden die wissenschaftliche Umsetzung und Darstellung betriebswirtschaftlicher Problemstellungen. Upon completion of the module, students have the necessary basic business management knowledge to build on in the following semesters.	1	5
4VL-ABWLI-20	Investment, Financing and Taxes	This module provides students with fundamental knowledge of taxation, which they can build on in the following semesters. This includes knowledge of the most important tax types and their influence on business management decisions. Furthermore, the module deals with the static and dynamic procedures of investment calculation as an economic basis for investment decisions. Students are familiarized with the possibilities of debt and equity capital procurement for the realization of investment projects as well as for the financing of current operational processes in the company.	2	5
4VL-ABWLM-40	Personnel and Marketing	The module imparts the essential fundamentals of marketing as well as the marketing management process as a systematic analysis, planning and decision-making process. The module also includes the behavioral and informational fundamentals of marketing (buyer behavior, market research). Moreover, students get to know personnel management as an integrating sub-concept of the management of a company, which determines the practical handling of human resources management on the basis of organizational structures in the company and personnel policy principles. The concept is based on a logical orientation towards the professional life cycle, considers both the individual employee as well as the organizational perspective and embeds these in a resource-oriented view. Basic concepts for the leadership of	4	5

		<p>employees and organizations as well as personnel controlling and conflict management round off the topic.</p> <p>Students thus acquire basic knowledge of the analysis and management of employee portfolios in the context of organizations and are able to place themselves in this complex professional environment and act actively. A concluding case study illustrates the implementation of marketing and personnel processes using the example of a transport company.</p>		
4VL-ABWLS-50	Social and Methodological Competencies and Selected Management Topics	<p>The module builds on the soft skills (personality and presentation, communication and sales skills) imparted in modules 4VL-ABWLG-10 and 4VL-ABWLP-40 and their implementation and consolidation in the practical modules. It conveys further social skills, e.g. conflict management, and serves to acquire leadership skills. Through their own experience and the acquisition of soft skills, students strengthen their ability to work in a team, their ability to moderate, their communication skills and their ability to deal with conflicts in the area of social competence. The module includes an application training and role plays. Furthermore, current management topics are analyzed and discussed. Methods for academic work are also addressed. The module concludes with an oral examination.</p>	5	5
4VL-ABWLC-60	Management Accounting, Corporate Management and Quality Management	<p>Students acquire fundamental theoretical knowledge about concepts, tasks, structures, instruments and institutions of management accounting as well as the organization of management accounting in various operational sub-areas. Students are able to realize and internalize the importance of the consistent application of "networked thinking"/thinking in systems by dealing with corresponding complex management accounting tasks. Students develop the fundamental view of management accounting as a goal-oriented service for management. Students are familiarized with the management subsystems, the tasks of corporate management and the delimitation of management and management accounting tasks depending on the respective management accounting concept.</p> <p>Moreover, students learn the fundamentals of a functioning quality management system. After completing the elective module, students are able to understand the basic concerns and structure of a quality management system (QMS).</p>	6	5
4VL-ABWLP-60	Project Management, Organization and Business Plan	<p>Students acquire fundamental knowledge in the fields of organizational theory, organizational design and project management. Following up on this, students acquire knowledge of the content and structure of a business plan in English. On the basis of the knowledge gained in business administration, freight forwarding and logistics, they prepare a business plan in English</p>	6	6

		with a specific freight forwarding or logistics focus. Finally, they present and defend this business plan in the final oral examination.		
4VL-VWL-23	Macroeconomics (Foundations, Micro and Macroeconomics)	The module aims to familiarize students with the subject of macroeconomics, its tasks, basic concepts and categories as well as economic systems and orders. Furthermore, students get to know elementary microeconomic contents. The focus is on pricing in dependence on supply and demand on the goods markets. Students recognize the importance of the links between demand for goods, supply of goods and prices of goods for concrete entrepreneurial decisions. Part one of the module concludes with the first integrated module examination to review the knowledge of macroeconomic fundamentals and microeconomics. In the 3rd semester the students are to be familiarized with macroeconomic contents, problems and contexts. Focus is laid on cycle-theoretical considerations of closed and open economies, national accounts, functional dependencies and equilibrium processes on the macroeconomic goods, money and labor markets. The module concludes with the second integrated module examination on macroeconomics after the 3rd semester.	2, 3	8
4VL-RE-50	Business Law (Foundations, Commercial Law, Labor Law)	The module provides an introduction to the foundations and general principles of business law and legal working methodology. Based on case reviews, students are familiarized with legal forms of private autonomy (declaration of intent, legal transaction, contract) and rules regarding the infringement of contractual obligations. Moreover, they acquire knowledge of the special private law for merchants and their auxiliaries. This includes rules regarding the company, the trade register and commercial transactions. The module also provides an overview of possible legal forms of companies. They are enabled to know fundamental differences between business partnerships and corporations in terms of establishment, management, representation and liability. Based on case reviews, the module also imparts the foundations of individual and collective labor law	5	5
4VL-EXRE-20	External Accounting (Financial Accounting, Annual Accounts, International Accounting)	Upon completion of the module, students are qualified to carry out a practical, exemplary accounting process from the opening to the closing balance sheet using the double-entry accounting technique and in compliance with the principles of proper accounting and balancing. Furthermore, the students are qualified to independently prepare exemplary annual financial statements in compliance with essential commercial and tax law requirements. Students have fundamental skills in analyzing financial statements using key figures and cash flow statements. Students can distinguish between the application and effect of national (HGB) and international (IFRS) accounting standards.	2	5

**Compulsory modules " Transport Business Management "**

4VL-NLAND-10	National Surface Transport	Students gain a detailed insight into the development and importance of transport modes like truck, rail and inland waterways and into the market organization and competitive situation of national commercial road haulage. Students obtain a general overview of the variety of tasks of transport companies, in particular forwarding agents, and are familiarized with fundamental legal aspects of transport and warehousing.	1	5
4VL-ILAND-20	International Surface Transport	Upon completion of the module, students have knowledge of the market organization of international surface transport and the legal bases of foreign trade. The students will also gain a detailed insight into the organizational aspects of freight forwarding. They deal with the handling of European surface transport, customs and the legal regulations for the individual modes of transport and consider them in their interaction.	2	5
4VL-SEE-30	Sea Freight	Students are familiarized with the importance of maritime shipping for world trade and acquire a comprehensive knowledge of this mode of transport and the relevant market organization. They get to know all documents, regulations, tariffs, customs regulations and the electronic customs declaration required for sea freight handling. Students know the main ports worldwide and understand how to design optimal transport chains in the interest of the customers. Based on the knowledge acquired in the modules on national and international surface transport and internal accounting (vehicle cost accounting), students work on the freight forwarder-related business game "LADSPED". Business games are particularly suitable for achieving sustainable learning success for students through interactive independent work. They are characterized by a very high activity level on the part of the students as well as a high degree of group work, which encourages and promotes teamwork. Students apply the knowledge acquired in the theoretical and practical phases and gain a deep insight into the interdependencies of business administration. They recognize the consequences of their decisions and thus gain numerous positive and negative experience. In addition to business contexts, students also understand the laws of the market and know how to react to changes. The students deal with a very complex business field in which they have to solve business and forwarding problems. In addition, quality management and marketing knowledge is also included.	3	5
4VL-LUFT-40	Air Freight	Students are familiarized with the importance of air freight for world trade and acquire a comprehensive knowledge of this mode of transport and the market organization in this area. They get to know all documents, regulations, tariffs, customs regulations with the special features of air freight handling and the customs security initiative. Students know the main ports	4	5

		worldwide and understand how to design optimal transport chains in the interest of the customers. Based on the knowledge acquired in the modules on national and international surface transport and internal accounting (vehicle cost accounting), students work on the freight forwarder-related business game "SAGUSPED".		
4VL-INRE-30	Internal Accounting in the Transport Sector	Upon completion of the module, students are able to select and apply fundamental instruments of cost and activity accounting in a targeted and theoretically sound manner according to the respective practical situation. For motivational purposes, the practical exercises are industry-related.	3	5
4VL-RBG-60	General Conditions for Freight Transport	Students acquire comprehensive specialist knowledge of the instruments, tasks and objectives of transport policy and get to know the position of the German forwarding and transport industry in the EU. The module also deals with the problem of traffic growth against the background of increasing globalization. The area of "liability and insurance" enables students to recognize the problems of providing logistics services in the area of conflict between civil law, freight forwarding law and freight law liability. Moreover, they become acquainted with the insurance market and its types of insurance as well as the special insurance law principles for freight forwarding, warehousing and freight transport.	6	5
4VL-INFT-40	Computer Science in Transport	This module presents the current IT and communication systems developed for freight forwarding and logistics companies. Students gain a view behind the user interfaces of the information technology tools, making cross-connections between hardware and software solutions visible. They acquire factual knowledge that is required for the selection of systems.	4	5
4VL-FENGL-34	Technical English (Modes of Transport/ Logistics)	The students are enabled to communicate on an international level. Accompanying the degree program in Transport Business Administration and Logistics, the seminar provides the student with a targeted insight into this economic area and imparts the fundamental language knowledge and skills. Technical English 1 focuses on the areas of freight forwarding and transport. Technical English 2 deals with the area of logistics. Moreover, focus is laid on targeted reading, the analysis and focused presentation of research texts and longer reports in the foreign language. Students also gain an insight into the intercultural context of their professional field of activity and have an increased sensitivity with regard to communicative characteristics and cultural differences.	3, 4	8
<b>Compulsory modules "Logistics"</b>				

4VL-LOG1-30	Corporate Logistics	The first logistics module systematically familiarizes students with the foundations of corporate logistics. In the context of internal company logistics in the value-added and warehouse area, they study and develop alternatives for the planning and design of procurement logistics. Based on their knowledge of specific distribution systems, students are furthermore enabled to synergistically develop alternatives for any distribution object. The discussion of "reverse distribution" enables them to integrate both economic and ecological restrictions into logistics planning.	3	6
4VL-LOG2-40	Selected Logistics and Merchandise Management Systems	The compulsory module qualifies students for a comprehensive knowledge and understanding of logistics and merchandise management systems. After completion of the module, they are familiar with shipper-related logistics systems as well as forwarding logistics systems. They also become acquainted with the circular economy and its logistics concepts. Furthermore, students gain an insight into current merchandise management systems, in particular the foundations of materials and inventory management (merchandise management) in retail companies and their inventory management.	4	5
4VL-LOG3-50	E-logistics and Business Game	The module enables students to implement the planning and control of logistical processes within the framework of supply chain management. They acquire detailed knowledge of the complexity of logistics chains and networks and are able to integrate the functional subsystems of logistics into the supply chain. The students understand the electronic identification and data transmission systems including the Internet as a medium for the types of e-business and get to know and apply its current varieties. The application of the knowledge conveyed in the logistics modules is tested in a business game.	5	5
<b>Advanced studies "Automotive logistics" or "Ecological transport logistics"</b>				
4VL-ALOG-56	Automotive Logistics	The elective module on automotive logistics, which covers the 5th and 6th theory semester and corresponds to practical module 5, provides students with knowledge and skills in automotive logistics that build on logistics modules 1 to 3. Focus is laid on system networks of automotive suppliers, materials planning, logistics strategies such as JIT and JIS, vehicle distribution and spare parts logistics concepts.	5, 6	9
4VL-TLOG-56	Ecological Transport Logistics (Inland Waterways and Railways)	This logistics module enables students to develop ecological alternatives for the planning and design of procurement and distribution logistics and to integrate both economic and ecological restrictions into logistics planning.	5, 6	9

Interdisciplinary compulsory elective modules/compulsory elective modules				
4VL-IFSZ-50	International Language Certificate	The seminar imparts the necessary skills for the acquisition of an English language certificate (LCCI EFB, Level 2/3; Cambridge Advanced, TOEIC or TOEFL) and thus prepares students for a career abroad, an internship abroad and/or a master program. Furthermore, it enables students to reliably assess their language skills in accordance with the European Reference Framework. The seminar focuses on European commercial correspondence. Upon completing the module, students will have broadened their business communication skills by dealing with tasks from real business life as well as their academic English skills. Moreover, they gain an insight into intercultural diversities in international business and acquire an increased sensitivity towards communicative peculiarities and cultural differences. Focus is laid on intercultural teamwork and the staff-customer relationship, which is of increasing importance in the context of globalization.	5	4
4VL-FSPR-50	2nd Foreign Language (Business French)	Upon completion of this module, students will be able to describe their academic and professional context and to communicate in simple routine situations involving the direct exchange of information on profession, training, working environment and companies. This includes standard situations of everyday professional life, e.g. telephoning or presenting simple topics. Students learn and practice small talk in the foreign language and gain insight into the cultural characteristics of the language region.	5	4
4VL-FSPR-50	2nd Foreign Language (Business Spanish)	Upon completion of this module, students will be able to describe their professional context and to communicate in routine situations involving the direct exchange of information on profession, training, working environment and companies. Students learn and practice small talk in the foreign language and gain insight into the cultural characteristics of the language region.	5	4
4VL-SMMA-50	Social Media Marketing	The elective module qualifies students for the changes in communication culture through social media - especially in the corporate context. After completing the module, they are able to develop social media strategies and sustainable social media concepts, implement them successfully and ensure their value creation by means of social media monitoring. Apart from conceptual competence, the module also enables students to use social media platforms (social networks - corporate blogging - microblogging - video and photo sharing) in internal and external corporate contexts in an application-oriented manner.	5	4
4VL-BINFO-50	Operational Information Systems	Upon completion of the module, students have an overview of the functionality of operational information systems and their application scenarios. Building on this, they acquire knowledge of	5	4

		modern approaches to data aggregation and evaluation up to Business Intelligence. The lecture material is applied and deepened through exercises with a suitable ERP system. The ever-increasing prevalence of information processing systems in both business and private sectors is constantly boosting the need to protect the data collected. The module therefore gives students an overview of the requirements and tasks of operational IT security and sensitizes them to the handling of personal and operational data.		
4VL-OPRE-50	Operations Research	The elective module on Operations Research (OR) provides students with in-depth knowledge in the field of mathematical optimization to solve economic problems. Upon completion of the module, students have the ability to model operational issues and solve them using suitable methods of OR. To this end, they acquire knowledge, skills and competencies in the following mathematical fields relevant to economics: network and network flow problems, linear optimization, integer optimization, dynamic optimization and non-linear optimization - as optimization methods of OR. The module takes a problem-oriented approach and is based on instructive examples from practice.	5	4
<b>Practical modules</b>				
4VL-PRAX1-10	Practical module 1 – National Surface Transport	This module familiarizes students with the structure, organization and services of the training company. They work in the business areas of national surface transport and deepen their knowledge of road and rail transport modes, which they acquired in the 1st theory semester. They become acquainted with the different working methods and evaluate them, in particular the voucher-based and/or computer-assisted processing and documentation.	1	6
4VL-PRAX2-20	Practical module 2 – International Surface Transport	Upon completion of the module, students have acquired knowledge of the market organization of international surface transport and of the legal bases of foreign trade. Students have also gained a detailed insight into the organizational aspects of freight forwarding and are proficient in the management of European surface transport. They know and understand the various methods of fleet management and apply basic accounting knowledge in practice.	2	6
4VL-PRAX3-30	Practical module 3 – Sea Freight	This module familiarizes students with the area of sea freight and the business processes that require the use of this mode of transport. Furthermore, they to get to know fundamental operational areas such as sales, controlling and logistics. In addition, the module imparts in-depth knowledge of customs, payment transactions and international trade clauses (Incoterms). Moreover, students deepen their knowledge of cost and activity accounting in the field of freight forwarding. They apply the knowledge gained in the theoretical phases to their practical work.	3	6

4VL-PRAX4-40	Practical module 4 – Air Freight	<p>This module familiarizes students with the air freight sector and the business processes that require the use of this mode of transport. Furthermore, they get to know fundamental operational areas such as sales, controlling, logistics and marketing. In addition, the module imparts in-depth knowledge of customs, payment transactions and international trade clauses (Incoterms). Moreover, students deepen their knowledge of cost and activity accounting in the field of freight forwarding. They apply the knowledge gained in the theoretical phases to their practical work.</p> <p>They expand their knowledge of warehouse technology, storage types and picking systems.</p>	4	6
4VL-PRAX5-50	Practical module 5 - Logistics	<p>In the 5th and 6th practical semesters, students are assigned to business areas that correspond to their chosen field of specialization (automotive logistics, transport logistics). They have acquired detailed specialist knowledge and are able to work independently on complex subject-specific tasks.</p>	5	6
4VL-BTHES-60	Bachelor Thesis	<p>In their bachelor theses, students solve an industry-specific problem within the stipulated timeframe and in target- and result-oriented way. They are supposed to apply their acquired theoretical, methodological and practical expertise and present their results in a logically structured and comprehensible scientific work. In doing so, previously attained knowledge is deepened and expanded dependent on the chosen topic of the bachelor thesis. In a colloquium, students are to present an exposé that includes a description of the problem, the objective of the thesis as well as the student's approach to dealing with the topic.</p> <p>The results of the bachelor thesis are to be presented and defended in a scientific talk before an examination board.</p>	6	9