



**FACHHOCHSCHULE
WIENER NEUSTADT**

Austrian Network for Higher Education

University of Applied Sciences
Wiener Neustadt | Austria

Faculty of Business Courses taught in English | Fall 2019

Level	Course title	Credits (ECTS)
Bachelor, year 1	Introduction to Business Administration	4
	Fundamentals of Accounting	4
	Business Software Systems	4
	Mathematics for Business and Economics	4
	Microeconomics	4
	Marketing & Sales I	4
	English for Academic Purposes I	3
	Social & Professional Skills I	3
Bachelor, year 2	Law for International Business	4
	Management Accounting	4
	Corporate Finance II	4
	Strategic Management & Corporate Planning	4
	Statistics for Business and Economics	4
	Corporate Governance & Business Ethics	4
	Academic Skills I	3
	Social & Professional Skills III	3
Bachelor, year 3	Consultancy Models & Skills II	6
	Case Study	4
	IAF Derivative Securities and Structured Finance	4
	Multinational Finance and Risk Management	4
	Special Issues in Accounting and Taxation	6
	IML International HR Law	4
	International HR Consultancy	4
	Leadership and HR Development	6
	IMS Marketing/Sales Controlling	4
	Sales Force Management	4
	Strategic Brand Management	6
Master, year 1	Applied Economics I	3
	Consultancy Skills	4
	MA Quantitative Marketing Research	5
	Quantitative Analysis I	5
	Business Analysis	4
	International Marketing Management	4
	Media Planning & Communication	5
	TI Equity Analysis	4
	Cash and Liquidity Management	6
	Money and Foreign Exchange Markets	4
	Advanced Data Analysis and Spreadsheet Modelling	3
	Quantitative Methods	6
	Master, year 2	Strategy and Competitiveness (Harvard MOC)
TI Risk Management		6
Special Accounting and Tax Issues for Treasury		3
Financial Planning and Modelling		3
Regulation of Financial Markets and Institutions		5
Investment and Portfolio Management		4
MA Special Topics in Marketing Analytics II		7
Consumer Insights		5
Pricing Analytics & Strategies		3
Marketing Channels & Logistics		3
Relationship Marketing		3
INCOMINGS	Introduction to Austria	2
	Intercultural Business Skills	4
	German Crash : I (Beginners), II (Intermediate), III (Advanced)	2
	German for Incomings : I (Beginners), II (Intermediate), III (Advanced)	5

DETAILS

Business Consultancy International Specialisations: (Choose courses of one specialisation only!)

Bachelor level

- IAF Int. Accounting & Finance
- IMS Int. Marketing & Sales
- IML Int. Mgmt and Leadership

Master level

- MA Marketing Analytics
- TI Treasury and Investment

German language courses

- German Crash is blocked during the first week.
- German for Incomings is a regular course during the whole semester.

Depending on your knowledge the lecturer will advise you to take part in level I, II or III.

Optional language courses

- French
- Italian
- Spanish
- Russian

Courses only take place in case of a minimum number of participants (2 ECTS).

Prerequisite Master courses

- Proof of 180 ECTS of Business studies
- valid bilateral agreement between the institutions for Master exchange
- subject to approval by Head of Programme for year 2 courses

Faculty of Business

Courses taught in English | Spring 2020



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Level	Course title	Credits (ECTS)	
Bachelor, year 1	Principles of Management	4	
	Financial Accounting	4	
	Corporate Finance I	4	
	Legal Systems and Principles	4	
	Macroeconomics	4	
	Marketing & Sales II	4	
	English for Academic Purposes II	3	
	Social & Professional Skills II	3	
Bachelor, year 2	Consultancy Models & Skills I	6	
	Financial Planning, Budgeting & Controlling	4	
	Business Information Systems	4	
	Academic Skills II	4	
	IML Human and Social Behaviour	4	
	Organisational Behaviour	4	
	Human Resource Management	4	
	IAF Analysis of Financial Statements and Financial Reporting	4	
	Banking, Credit and Money Markets	4	
	Capital Markets and Investment	4	
	IMS Applied Selling	4	
	Consumer Behaviour	4	
	Marketing Strategy and Planning	4	
	Master, year 1	Applied Economics II	3
Business Consultancy I		4	
MA Qualitative Marketing Research		5	
Quantitative Analysis II		5	
Special Topics in Marketing Analytics I		7	
Advanced Marketing Metrics		4	
TI International Financial Reporting Standards (IFRS)		3	
Fixed Income Analysis		4	
Financial Derivatives		4	
Advanced Corporate Finance		4	
Financial Econometrics		6	
Master, year 2		Business Ethics & Compliance	2
		Strategic Management & Business Policy	3
	TI Alternative Investments	4	
	MA Marketing Decision Analysis	4	
INCOMINGS	Introduction to Austria	2	
	Intercultural Business Skills	4	
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MODULE DESCRIPTIONS:

FHWN Course offer

released January 2019; subject to change