

Module code	Module title	Module description	Semester	ECTS
Compulsory modules "Fundamentals"				
4VL-MATH1-10	Business Mathematics, Linear Systems	The module provides students with the mathematical tools necessary to successfully solve specific quantitative problems in business administration. Thus, mathematics is not to be seen as being an end in itself, but rather as an aid to other knowledge areas in economic sciences. The module imparts knowledge, skills, and competences in the following areas of mathematics that are relevant for economic sciences: matrix calculus, linear restriction systems, linear optimization, differential calculus, integral calculus as a tool for optimization. The course takes a problem-oriented approach, using instructive practical examples, especially regarding the optimization of economic and logistic processes. Geometric illustrations and a variety of practical examples facilitate the students' understanding of mathematical methods and interrelationships to a large extent.	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 they need to successfully deal with specific business management problems. The knowledge and skills acquired in financial mathematics are comprehensive, meet practical requirements and enable students to develop suitable models under changing conditions for themselves. Students apply and consolidate the knowledge acquired in financial mathematics in capital budgeting. In capital budgeting under risk or uncertainty, students understand the practical significance of statistics/probability theory through a significant and instructive example. The part on statistics imparts fundamental knowledge and skills that enable students to present, prepare and evaluate data in business management practice. They are proficient in using a PC to solve complex financial mathematical and static tasks (redemption calculation, net present value, internal rate of return, mean values, statistical dispersions, regression). The understanding of mathematical methods and correlations is facilitated by numerous practical examples.	2	5
4VL-INFG-10	Fundamentals of Informatics	This module enables students to prepare the written assignments and presentations required during their studies, as well as the documentation and presentation tasks and correspondence that arise at the partner company, in accordance with formal and normative standards.	1	5

		Students acquire the skills required for the professional use of spreadsheets and databases, which are prerequisites for further modules. In addition, students are familiarized with further application fields and application limits of the programs.		
4VL-WENGL-10	Business English	Upon completion of the module, students are able to describe themselves and their professional and academic context in the foreign language and to deal with everyday communication situations in the professional environment. They are enabled to communicate in English in written and oral form within the company and between different companies. Students can present their partner company with its fundamental processes and essential facts in written and oral form.	1	4
Compulsory modules "Economic Science"				
4VL-ABWLG-10	Fundamentals of General Business Administration, Academic Work	The module provides students with fundamental knowledge of business administration, which can be further developed in subsequent semesters. Furthermore, the module conveys fundamental principles and methods of academic work in the field of study. This includes the methodology, the compilation, and the oral defense of an academic work. In tutorials, students give presentations to practice the academic approach to business issues. Upon completion of the module, students have acquired fundamental business skills that can be built upon in the following semesters.	1	5
4VL-ABWLI-20	Investment, Financing and Taxes	The module provides students with fundamental knowledge of taxation, which can be built upon in following semesters. Students are familiarized with the most important types of taxes and their influence on business decisions. The module also covers the content and practice of static and dynamic methods of capital expenditure budgeting as a scientific foundation for investment decisions. Students are familiarized with the methods of debt and equity capital procurement, internal and external financing for the realization of investment projects as well as the financing of current operational processes in the company.	2	5
4VL-ABWLM-40	Human Resources, Marketing and Project Management 1	The module imparts fundamental knowledge of marketing as well as the marketing management process as a systematic process of analysis, planning and decision-making. In addition, students are familiarized with the behavioral and informational foundations of marketing (consumer	4	5

		<p>behavior, market research). They further acquire fundamental knowledge in the field of project management.</p> <p>Furthermore, students become familiar with human resource management as an integrating sub-concept of the management of a company, which determines the practical handling of human resource management and personnel management on the basis of organizational structures in the company and principles of personnel policy. The concept proceeds from the factual orientation on the professional life cycle, considers both the individual employee and the organizational perspective and integrates them into a resource-oriented view. It also includes basic concepts for the management of employees and organizations as well as personnel controlling and conflict management.</p> <p>Students thus acquire fundamental knowledge of the analysis and management of the employee portfolio in the context of organizations and are able to integrate themselves and act actively in this complex professional environment. The module concludes with a case study that illustrates the implementation of marketing and human resources processes in a transportation company.</p>		
4VL-ABWLS-50	Social and Methodological Competencies and Selected Management Topics	<p>The module builds on the soft skills imparted in modules 4VL-ABWLG-10 and 4VL-ABWLP-40 (personality and presentation, communication, and sales skills) and their implementation and perfection in the practical modules. On this basis, the module conveys further social competencies, e.g., conflict management, as well as leadership skills.</p> <p>Students consolidate teamwork skills, moderation skills, communication skills and conflict skills in the area of social competence through their own experience and the acquisition of soft skills. The module includes an applicant training and role plays. Furthermore, the module analyzes and discusses current management topics and methods of academic work. The module concludes with an oral examination.</p>	5	5
4VL-ABWLC-60	Corporate Management, Controlling and Quality Management	<p>Students acquire fundamental theoretical knowledge of concepts, tasks, structures, and instruments of management as well as the organization of controlling in different operational subareas. Through the examination of complex controlling tasks, students are able to understand and internalize the importance of the consistent application of "networked thinking"/thinking in systems. Students develop a basic understanding of management accounting as a targeted service for management.</p>	6	5

		<p>Students become familiar with the management subsystems, the responsibilities of corporate management as well as the distinction between management and controlling tasks depending on the respective controlling concept. Furthermore, they acquire the fundamentals of a functioning quality management system.</p> <p>Upon completion of the module, students understand the fundamental concern and structure of a quality management system (QMS).</p>		
4VL-ABWLP-60	Project Management 2, Organization and Business Plan	<p>Students acquire fundamental knowledge in the field of organizational theory and organizational design. The fundamentals of project management gained in the 4th semester are applied and consolidated through concrete case studies from the business world.</p> <p>On this basis, students acquire knowledge of the content and structure of a business plan in English. Applying their knowledge of business administration, transportations and logistics management as well as logistics, they develop their own innovative project - a business plan in English with focus on freight forwarding or logistics. Finally, students present and defend their plan in an oral examination.</p>	6	6
4VL-VWL-23	Economics (Fundamentals, Microeconomics and Macroeconomics)	<p>This module introduces students to the subject of economics and its tasks, fundamental economic terms, and categories, as well as economic systems and economic orders. They are familiarized with elementary microeconomic contents. Focus is laid on pricing as a function of demand and supply on goods markets. Students understand the importance that the relationships between the demand for goods, the supply of goods and the price of goods have for concrete entrepreneurial decisions. Part one of the module concludes with the first integrated module examination to test knowledge of economic fundamentals and microeconomics.</p> <p>In the 3rd semester, students are familiarized with macroeconomic content, problems, and interrelationships. Focus is placed on circular flow theory of the closed and open economies, national accounts, functional interdependencies and equilibrium processes in the macroeconomic goods, money, and labor markets.</p> <p>The module concludes with the second integrated module examination on macroeconomics after the 3rd semester.</p>	2, 3	8

4VL-WRE-50	Business Law (Fundamentals, Commercial Law, Labor Law)	The module provides an introduction to the fundamentals and general principles of business law and legal working methodology. By discussing legal cases, students become familiar with the legal forms of private autonomy (declaration of intent, legal transaction, contract) and the rules on default in performance. Furthermore, the module imparts knowledge of the special private law of merchants and their auxiliaries with the regulations on the company, the commercial register, and commercial transactions. Furthermore, students will get an overview of the possible legal forms of companies. Finally, students are provided with an overview of the possible legal forms of companies. They are to know the fundamental differences between partnerships and corporations or joint-stock companies regarding formation, management, representation, and liability. Furthermore, the module uses cases to impart fundamentals of individual and collective labor law.	5	5
4VL-EXRE-20	External Accounting (Financial Accounting, Annual Financial Statements, International Accounting)	Upon completion of the module, students are able to independently perform a practical, exemplary accounting process from the opening to the closing balance sheet applying the method of double-entry bookkeeping and in compliance with the generally accepted accounting principles. Furthermore, students are able to independently prepare an exemplary set of annual financial statements, taking into account significant commercial and tax law requirements. They have fundamental skills in analyzing annual financial statements using key figures and cash flow statements. Students are able to distinguish between the application and effect of national (HGB) and international (IFRS) accounting regulations.	2	5
Compulsory modules "Transportation and Logistics Management"				
4VL-NLAND-10	National Surface Transport	Students gain a detailed insight into the development and importance of transport modes such as commercial vehicles, rail, and inland vessels. Furthermore, they become familiar with market regulations and the competitive situation in the national commercial road haulage sector. Students obtain a comprehensive overview of the diverse areas of responsibility of transport companies, in particular freight forwarding companies, and become familiar with fundamental legal aspects relating to transport and warehousing.	1	5
4VL-ILAND-20	International Surface Transport	Upon completion of the module, students have acquired knowledge of the market organization of international surface transports and the legal basis of foreign trade. Furthermore, students gain a comprehensive insight into the organizational and operational aspects of freight	2	5

		forwarding. They examine the handling of European surface transports, customs, and the legal regulations for the individual modes of transport and analyze their interaction.		
4VL-SEE-30	Sea Freight	<p>Students understand the importance of maritime shipping for world trade and acquire a comprehensive knowledge of this mode of transport and the related market organization. They become familiar with all documents, regulations, tariffs, customs regulations, and electronic customs declaration required for the handling of sea freight. Students know the world's main ports and understand how to design optimal transport chains in the interest of the customer. Building on the knowledge gained in the modules on national and international surface transport and internal accounting (vehicle cost accounting), students carry out the freight forwarding business game "LADSPED".</p> <p>Business games are particularly suitable for achieving sustainable learning outcomes through interactive and independent work. They are characterized by both a very high level of active participation on the part of the students and a high degree of group work, which promotes the development of teamwork skills. Students apply the knowledge acquired during the theoretical and practical phases and gain a deep insight into business interdependencies. They realize the consequences of their decisions and thus gain a great deal of positive and negative experience. In addition to business interrelationships, students also understand the laws of the market and how to react to changes.</p> <p>Students work in a very complex business field, where they have to solve issues related to business management and freight forwarding. The module also includes knowledge of quality management and marketing.</p>	3	5
4VL-LUFT-40	Air Freight	<p>Students understand the importance of air freight for world trade and acquire a comprehensive knowledge of this mode of transport and the related market organization. They become familiar with all documents, regulations, tariffs, customs regulations with the specifics of air freight clearance and the customs security initiative required for the handling of air freight. Students know the world's main ports and understand how to design optimal transportation chains in the best interest of the customer. Building on the knowledge acquired in the modules on national and international surface transport and internal accounting (vehicle cost accounting), students carry out the freight forwarding business game "SAGUSPED".</p>	4	5
4VL-INRE-30	Internal Accounting in the Transportation Industry	<p>Upon completion of the module, students are able to use their theoretical knowledge to select and apply fundamental instruments of cost accounting in a targeted manner in accordance with</p>	3	5

		the respective practical situation. The module includes practical exercises that are related to the transportation sector.		
4VL-RBGP-60	General Conditions of Freight and Passenger Transport	Students acquire substantial professional knowledge of the instruments, tasks and objectives of transport policy and learn about the position of the German freight forwarding and transport industry within the EU. Furthermore, the module deals with the issue of growing traffic volumes in the context of increasing globalization. The part on "Liability and Insurance" enables students to understand the issue of providing logistics services in the area of conflict between liability under civil law, freight forwarding law and freight law. In addition, they are familiarized with the insurance market and its insurance types as well as the special insurance law principles for freight forwarding, warehousing and freight transport.	6	5
4VL-ZLOGI-40	Customs and Logistics Information Systems	<p>The module part on customs deals with customs procedures in the supply chain in general and online trade, the economic application of customs procedures, including special customs procedures in the case of goods movements from and to third countries, as well as the treatment and handling of non-Union goods in the EU. The module describes the legal bases, customs value calculation, calculation of import duties as well as their optimization. Focus is placed on the ATLAS system (Automated Tariff and Local Customs Clearance System) for the electronic declaration of customs procedures and the submission of electronic entry and exit declarations as well as electronic excise duty monitoring. This involves customs-related decisions in the company in terms of consideration, organization, export control and appeal processing. Students learn how to practically apply customs procedures, import duty calculation and all related calculations and optimizations. Furthermore, students are enabled to use electronic systems for customs declarations and customs communication actions in Europe. The module includes exercises on business decisions regarding customs management.</p> <p>The module part on logistics information systems covers the current IT and communication systems developed for freight forwarding and logistics companies. Students gain a view behind the user interfaces of information technology tools, enabling them to identify cross-connections between hardware and software solutions. They acquire factual knowledge required for the selection of systems.</p>	4	5

4VL-FENGL-34	Technical English (Modes of Transport/ Logistics)	Students are enabled to communicate on an international level. Parallel to the degree program in Transportation and Logistics Management and Logistics, the seminar provides students with a detailed insight into this business field and imparts fundamental language knowledge and skills. Technical English 1 focuses on the areas of freight forwarding and transportation. Technical English 2 addresses the area of logistics. Further emphasis is placed on the selective reading, analysis and focused presentation of research texts and longer reports in the foreign language. Moreover, students gain an insight into the intercultural context of their professional field and possess an increased sensitivity towards communicative peculiarities and cultural differences.	3, 4	8
Compulsory modules "Logistics"				
4VL-LOG1-30	Corporate Logistics	This first module on logistics provides students with a systematic introduction to the fundamentals of corporate logistics. In the context of internal company logistics in the areas of value-added logistics and warehousing, students examine and develop alternatives for the planning and design of procurement logistics. Moreover, students are enabled to apply their knowledge of specific distribution systems to develop synergetic alternatives for any distribution objects. Knowledge of reverse distribution allows them to integrate both economic and ecological restrictions into logistics planning.	3	6
4VL-LOG2-40	Selected Logistics and ERP Systems	The compulsory module qualifies students for a comprehensive knowledge and understanding of logistics and enterprise resource planning systems. Upon completion of the module, they are familiar with shipper-related logistics systems as well as logistics systems of freight forwarders. They also become familiar with circular economy and its logistics concepts. Furthermore, students gain an insight into current ERP systems, in particular the fundamentals of materials and inventory management (enterprise resource planning) in retail companies as well as their inventory management.	4	5
4VL-LOG3-50	Digital Interdisciplinary Logistics	This module enables students to plan and control logistics processes as part of supply chain management. They acquire detailed knowledge of the complexity of logistic chains and networks and are able to integrate the functional subsystems of logistics into the supply chain. Students understand the electronic identification and data transmission systems including the Internet as a medium for the forms of e-business and become familiar with its current varieties and their application.	5	5

		<p>The knowledge acquired in the modules on logistics is practiced in a business game. Building on their knowledge from the disciplinary modules, students are familiarized with issues from other fields of study (especially from the technical areas of engineering, e.g., digital engineering or production technology) and learn to apply them to their own discipline and solve them in collaboration with students from these fields of study. On the other hand, the module is designed to enable students to apply the knowledge acquired in logistics with respect to the entire value chain in a multidisciplinary context.</p> <p>Students from two unrelated degree programs work in small, mixed teams with the aim of optimally applying the acquired skills to develop a product life cycle or a value chain. Furthermore, the module aims to enable students to identify complex economic and technological problems and interrelationships, to secure, flexibly apply, evaluate and transfer the acquired knowledge (according to taxonomy levels) and to understand the necessity and effectiveness of interdisciplinary cooperation (esp. in the context of Industry 4.0).</p>		
Specialization "Automotive Logistics" or „Ecological Transportation Logistics"				
4VL-ALOG-56	Automotive Logistics	<p>The compulsory elective module on automotive logistics extends over the 5th and 6th theoretical semesters and corresponds with practical module 5. Building on logistics modules 1 to 3, students acquire knowledge and skills in the field of automotive logistics. Focus is placed on system networks of automotive suppliers, material planning, logistics strategies such as JIT and JIS, distribution of vehicles and concepts of spare parts logistics.</p>	5, 6	9
4VL-TLOG-56	Ecological Transportation Logistics	<p>This logistics module enables students to develop ecological alternatives for the planning and design of procurement and distribution logistics and to incorporate both economic and ecological restrictions into logistics planning.</p> <p>Focus is placed on an ecological design in project logistics for heavy load as well as hazardous goods transports. As an essential part of the module, students attain the Dangerous Goods Certificate and complete a training on dangerous goods regulations for air transport in English.</p>	5, 6	9
Interdisciplinary compulsory elective modules/ compulsory elective modules				
4VL-IFSZ-50	International Language Certificate	<p>The seminar prepares students for the acquisition of a foreign language certificate in English (LCCI EFB, Level 2/3; Cambridge Advanced, TOEIC or TOEFL) and thus for a professional stay, an internship/work placement and/or a master program abroad. In addition, it reliably assesses</p>	5	4

		<p>students' language competencies according to the European Framework of Reference for Languages. Focus is placed on European business correspondence.</p> <p>Upon completion of the module, students have enhanced both their business communication skills through the use of tasks from real-life business situations and their skills and abilities in academic English. Furthermore, they gain an insight into the intercultural differences in international business life and have an increased sensitivity regarding communicative peculiarities and cultural differences. Focus is laid on the cooperation in intercultural teams and the employee-customer relationship, which is becoming increasingly important in the course of globalization.</p>		
4VL-FSPR-50	2nd Foreign Language (Business French)	<p>Upon completion of the module, students are able to analyze and describe their academic and professional context. They are qualified to communicate in simple, routine situations that involve a direct exchange of information about studies, careers, the world of work, economic sectors, and companies. Standard situations of everyday professional life, such as telephoning or presenting simple topics, are introduced and practiced. Furthermore, students learn and practice small talk in the foreign language and become acquainted with cultural peculiarities of the French-speaking world.</p>	5	4
4VL-FSPR-50	2nd Foreign Language (Business Spanish)	<p>Upon completion of this module, students are able to describe colloquial and professional contexts and communicate in routine situations that involve the direct exchange of information about careers, education, the world of work and companies. Furthermore, students learn and practice small talk in the foreign language and become acquainted with cultural peculiarities of the Spanish-speaking world.</p>	5	4
4VL-WMDIM-50	Digitalization in Medium-Sized Businesses	<p>The elective module qualifies students to identify opportunities and challenges for companies as a result of the changes triggered by digitalization. They are able to analyze and categorize corporate strategies in the course of digital transformation. Upon completion of the module, students are able to develop their own ideas for implementation and realization scenarios in response to the challenge of digitalization. Particular emphasis is placed on aspects of structural and personnel management of employees in transformation processes.</p> <p>In addition, students are qualified for the changes in communication culture through digital media. Upon completion of the module, they are able to develop digital marketing strategies and</p>	5	4

		sustainable concepts, to ensure their successful implementation and to prove their significance for the company's value creation through verifiable monitoring and controlling measures. Apart from conceptual competence, the module also enables students to use social media platforms in an application-oriented manner and develop a sensitivity for the ongoing optimization of websites and apps with regard to search engines and usability.		
4VL-BUKO-50	Office Communication	Upon completion of the module, students have gained practical skills in the areas of office communication and standard software. They are familiar with common software systems and capable of evaluating them. Students are enabled to use these systems in a rational way and to familiarize themselves with the operation of the software.	5	4
4VL-OPRE-50	Operations Research	The compulsory elective module "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 are able to present operational problems in models and solve them by applying suitable OR methods. For this, they acquire knowledge, skills, and competences in the following mathematical subfields relevant to economics: network and network flow problems, linear optimization, integer optimization, dynamic optimization and nonlinear optimization - as optimization methods of OR. The course takes a problem-oriented approach, using instructive practical examples.	5	4
Practical modules				
4VL-PRAX1-10	Practical Module 1 – Company Structures	<p>Students get to know their partner company with its structure, organization, and services from a business point of view. They further develop their professional and methodological competencies acquired in the first theoretical semester through didactic and topical activities as well as independent learning tasks. Based on the acquired professional competencies, students are required to prepare and defend a company presentation in English.</p> <p>Upon completion of the module, students are able to document the specifics of their partner company with regard to its operational field (e.g., customers, competitors, suppliers), its identity (CI), its basic structures, processes, systems, functional areas and business practices. They have an overview of the service range as well as the prerequisites and procedures of the service provision. Students are actively integrated into the company's operational processes, thus developing their personal and social and communication skills.</p>	1	6

4VL-PRAX2-20	Practical Module 2 – National and International Surface Transport	<p>Upon completion of the module, students possess knowledge of national surface transportation as well as the market organization of international surface transportation and the legal bases of foreign trade. They also have a detailed insight into the organizational aspects of freight forwarding and are proficient in handling European surface transports. They are familiar with the different methods of fleet management and apply fundamental accounting knowledge in practice.</p> <p>Students work in the business areas of national and international surface transport and deepen their knowledge of road and rail transportation acquired in the 1st academic year. They become acquainted with different working methods and how to assess them. This includes, in particular, document-based and/or EDP-supported processing and documentation.</p>	2	6
4VL-PRAX3-30	Practical Module 3 – Sea Freight/ Corporate Logistics	<p>This module familiarizes students with the sea freight sector and business processes that require the use of this mode of transport. Moreover, students become acquainted with the fundamental logistical areas of their partner company.</p> <p>In addition, the module imparts profound knowledge of customs, payment transactions and international trade clauses (Incoterms). Moreover, students consolidate their knowledge of cost accounting in the freight forwarding sector. They apply the knowledge gained in the theoretical phases to operational practice.</p>	3	6
4VL-PRAX4-40	Practical Module 4 – Air Freight/ Customs/ ERP Systems	<p>Further focus is placed on the fundamental logistical areas of the company, in particular the ERP systems.</p> <p>Furthermore, students gain deeper knowledge of the customs system. They will also become acquainted with fundamental operational areas such as sales, controlling and marketing. Moreover, students consolidate their knowledge of cost accounting in the freight forwarding sector and apply the skills acquired in the theoretical phases to practical business situations. They broaden their knowledge of warehouse technology, warehouse types and picking systems.</p>	4	6
4VL-PRAX5-50	Practical Module 5 – Logistics Project Management and	<p>In the 5th and 6th practical semesters, students are primarily deployed in business areas that correspond to their chosen specialization (automotive logistics, transportation logistics). You have gained profound professional knowledge and are able to work independently on complex specialist tasks.</p>	5	6

	Human Resources Management	Independent of their field of specialization, students acquire in-depth knowledge in the key areas of personnel management, corporate management, sales, controlling and logistics during this and the final practical phase. They have developed expertise in their chosen field of specialization and, drawing on their technical, methodological, and social skills, are able to independently plan and complete challenging logistics tasks and projects. They can independently process customer inquiries and collaborate on offers and customer presentations. Students are expected to participate in internal and external projects and gain relevant experience.		
4VL-BTHES-60	Bachelor's Thesis	<p>During the 6th practical phase, students solve an industry-specific problem within a specified period of time, applying the acquired theoretical, methodological and practical knowledge in a targeted and result-oriented manner, and present it in a logically structured and comprehensible manner in the form of a scientific paper (bachelor's thesis). The knowledge gained in the previous modules is applied, deepened, and extended in dependence on the chosen topic of the thesis.</p> <p>In an academic colloquium, students present an exposé containing the definition of the problem, the objectives, and the approach of the thesis. The results of the bachelor's thesis are to be presented and defended in an academic presentation before an examination board.</p>	6	9