# **Appendix 2: Module Descriptions**

Please note: The German version of this document is the legally binding version. The English translation provided here is for information purposes only.

# 1st Semester

| Concepts of Comparative Law |  |   |  |  |   |   |   |                                |  |
|-----------------------------|--|---|--|--|---|---|---|--------------------------------|--|
| No.                         | Workload   | Credit points   | Study<br>semester  | Frequency  | Sem.  | Dura-<br>tion                             | Туре  | Q-level                        |  |
|                             | 150 h  | 6   | 1st sem.   | Annual   | Winter  | 1 sem.                                    | Compulsory                                    | LL.M.                          |  |
| 1                           | Course<br>type   |   | Contact<br>hours   | Self-<br>study   | Forms of te<br>(learning n                                    | _   | Planned<br>group size                         | Language                       |  |
|                             | Sem. tuition   |   | 4 SCH/60 h   | 90 h   | Lecture, short presentations, case studies                    |   | 30  | English/<br>German             |  |
| 2                           | Learning out   | tcomes/   | competence   | es   |   |   |   |                                |  |
|                             | contract and p<br>breach of con-<br>students are a<br>approaches to<br>acquire scient<br>regulatory cor          | tract, tort<br>able to ur<br>resolving<br>ific metho            | ious liability<br>derstand and<br>g contract law<br>odological col                     | and procedura<br>d analyse com<br>v issues in Ge   | al peculiaritie<br>plex legal te<br>erman and Ar              | es. After co<br>xts in Engl<br>nglo-Ameri | mpleting the<br>ish. By comp<br>can law, stud | course,<br>aring<br>lents also |  |
| 3                           | Contents   |   |  |  |   |   |   |                                |  |
|                             | <ul> <li>Reading a</li> <li>In-depth to consequerory</li> <li>German la</li> <li>Elaborationand stare</li> </ul> | and analystreatment<br>nces of braw, based<br>on of spectodesis | sis of texts (j<br>t of the subject<br>reaches of co<br>I on key decisific features of | and their prince<br>udgements are<br>cts of contrace<br>ntract using consions and text<br>of Anglo-Americal<br>I systems and | nd textbooks) it conclusion, omparative l books rican procedu | contract of aw under l                    | content and<br>English and                    |                                |  |
| 4                           | Participation  | require   | ments  |  |   |   |   |                                |  |
|                             | None   |   |  |  |   |   |   |                                |  |
| 5                           | Form of asse   | essment   |  |  |   |   |   |                                |  |
|                             | Oral examinat  |   |  |  | paper or a co   | ombination                                | of several o                                  | f the                          |  |
| 6                           | Condition for  | r the aw  | ard of credi   | t points   |   |   |   |                                |  |
|                             | Module exami   | nation pa   | ISS  |  |   |   |   |                                |  |

| 7 | Application of the module (in the following study programmes): |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|
|   | Business Law and Contract Drafting (LL.M.)                     |  |  |  |  |  |  |
| 8 | Module coordinator   |  |  |  |  |  |  |
|   | Prof. Dr. Carsten Doerfert                                     |  |  |  |  |  |  |
| 9 | Other information  |  |  |  |  |  |  |
|   |  |  |  |  |  |  |  |

| No. | Workload                   |                                       |                   |                | any Law                    |               |                       | 5 RE 70   |
|-----|----------------------------|---------------------------------------|-------------------|----------------|----------------------------|---------------|-----------------------|-----------|
|     |                            | Credit<br>points                      | Study<br>semester | Frequency      | Sem.                       | Dura-<br>tion | Туре                  | Q-level   |
|     | 150 h                      | 6                                     | 1st sem.          | Annual         | Winter                     | 1 sem.        | Compulsory            | LL.M.     |
| 1   | Course type                |                                       | Contact<br>hours  |                | Forms of te<br>(learning m | _             | Planned<br>group size | Language  |
|     | Seminar                    |                                       | 4 SCH/60 h        | 90 h           | Seminar                    |               | 30                    | German    |
| 2   | Learning out               | comes/c                               | competence        | s              |                            |               |                       |           |
| 3   | legal f                    | orm of a                              | legal entity      | ny law and the |                            |               |                       | oropriate |
| 4   | Participation              | require                               | ments             |                |                            |               |                       |           |
|     | None                       |                                       |                   |                |                            |               |                       |           |
| 5   | Form of asse               | ssment                                |                   |                |                            |               |                       |           |
|     | Written exam<br>assessment | nination o                            | r presentatio     | n or a combin  | ation of the               | aforementi    | oned forms o          | of        |
| 6   | Condition for              | the awa                               | ard of credit     | points         |                            |               |                       |           |
|     | Module exam                | · · · · · · · · · · · · · · · · · · · |                   |                |                            |               |                       |           |
| 7   | Application o              | of the mo                             | odule (in the     | following stud | dy programm                | ies):         |                       |           |
|     | Business Law               | and Con                               | tract Drafting    | g (LL.M.)      |                            |               |                       |           |
| 8   | Module coord               | dinator                               |                   |                |                            |               |                       |           |
|     | Prof. Dr. Burl             | khard Sch                             | nütte, LL.M. (    | Ann Arbor)     |                            |               |                       |           |
| 9   | Other inform               | ation                                 |                   |                |                            |               |                       |           |

|  |                           |         |                   |           |                                  |               |            | Module ID |  |
|--|---------------------------|---------|-------------------|-----------|----------------------------------|---------------|------------|-----------|--|
| Contract Drafting and Management in a Digitalised Work Environment |                           |         |                   |           |                                  |               |            |           |  |
| No.  | Workload                  | Credits | Study<br>semester | Frequency | Sem.                             | Dura-<br>tion | Туре       | Q-level   |  |
|  | 150 h                     | 6       | 1st sem.          | Annual    | Winter                           | 1 sem.        | Compulsory | LL.M.     |  |
| 1  | Course                    |         | Contact           | Self-     | Forms of teaching Plann          |               | Planned    | Language  |  |
|  | type                      |         | hours             | study     | (learning m                      | nethods)      | group size |           |  |
|  |                           |         |                   |           |                                  |               | 0.0        | C         |  |
|  | Sem. tuition              |         | 4 SCH/60 h        |           | Seminar<br>tuition, grou<br>work | р             | 30         | German    |  |
| 2  | Sem. tuition  Learning ou | tcomes/ |                   |           | tuition, grou                    | р             | 30         | German    |  |

existing employment contract regulations, as well as clauses proposed in form books. They are able to adapt employment law contract models to the special circumstances of the individual case and draft employment contracts for a large number of employment relationships, as well as other documents necessary in HR work (e.g., job advertisements, letters of reference, etc.). In doing so, they are able to use any legal tech tools available and to identify the opportunities as well as the limitations of their use. They are able to identify the workflows and their implications resulting from drawing up contracts. Furthermore, the students have the necessary legal knowledge and a basic understanding of the mode of operation of digital tools in order to accompany the participation of the works council from various perspectives (HR department, works council), which is necessary due to co-determination law.

#### 3 Contents

- Planning the recruitment of employees; alternative forms of work in a digital work environment (e.g., crowdsourcing)
- Measures to streamline and automate selected processes of HR management including the use of Artificial Intelligence, taking into account the applicable legal framework and ethical implications
- Drafting of employment contracts, taking into account general terms and conditions, using legal tech tools (document automation, knowledge management, etc.) if appropriate
- Drafting of basic employment contract regulations, in particular on work and remuneration, incl. bonuses, also considering remote work
- Other employment contract regulations, e.g. at the beginning and end of the employment relationship, holidays, contractual penalties, duty of confidentiality, non-competition clause, secondary employment, transfer clauses, posting
- Cooperation with the works council in a digitalised work environment (implications
  of co-determination rights and their implementation), including the drafting of
  works agreements
- Automated preparation of references and meaning of their contents

#### 4 Participation requirements

None

# 5 Form of assessment

Written examination or presentation or term paper or a combination of several of the aforementioned forms of assessment

## 6 Condition for the award of credits

Module examination pass

# 7 Application of the module (in the following study programmes):

Business Law and Contract Drafting (LL.M.)

# 8 Module coordinator

Prof. Dr. Axel Benning

| 9 | Other information |
|---|-------------------|
|   |                   |

| Drafting International Commercial Contracts I |  |   |                  |                             |        |        |                       |          |  |
|---|--|---|------------------|-----------------------------|--------|--------|-----------------------|----------|--|
| No.   | No. Workload Credit Study points semester Frequency Sem. Duration Type |   |                  |                             |        |        | Q-level               |          |  |
|   | 150 h  | 6 | 1st sem.         | Annual                      | Winter | 1 sem. | Compulsory            | LL.M.    |  |
| -   | Course<br>type   |   | Contact<br>hours |                             | J      |        | Planned<br>group size | Language |  |
|   | Sem. tuition 4 SCH/60 h 90 h   |   |                  | Sem. tuition and group work |        |        | German/<br>English    |          |  |

# 2 Learning outcomes/competences

At the end of the course, students have the competence to

- recognise the additional aspects of international business contracts, compared to contracts with purely domestic issues, and take them into account appropriately when drafting a contract.
- describe the structure of Anglo-American contracts and distinguish it from that of continental European, and especially German, contracts,
- correctly determine the law applicable to a contract and correctly class up questions of choice of law and the place of jurisdiction,
- recognise and take advantage of judicial cooperation in the EU,
- understand standard English-language clauses from form books and contract models from practice used in a variety of contract types, examine them critically on a case-to-case basis, and develop their own practical amendments.

### 3 Contents

- Legal framework of international commercial contracts, in particular the significance and limits of the applicable law
- Relationship between place of jurisdiction or arbitration and the applicable law
- Scope of international agreements and European Union law
- Introduction to the structure and drafting of international business contracts
- Meaning and drafting of standard clauses in international business contracts (boilerplates), with a special focus and specimen on cross-border English-language supply contracts
- Fundamentals of export control and customs law, with special emphasis on the economic area of the EU

# 4 Participation requirements

Good knowledge of English, possibly – in the absence of other suitable evidence – demonstrated by participation in an English tutorial accompanying the course

# 5 Form of assessment

Written examination or term paper or project work or a combination of several of the aforementioned forms of assessment

# 6 Condition for the award of credit points

Successful passing of the module examination

| 7 | Application of the module (in the following study programmes):   |
|---|--|
|   | Business Law and Contract Drafting (LL.M.)   |
| 8 | Module coordinator   |
|   | Prof. Dr. Christiane Nitschke, LL.M. (UT Austin)   |
| 9 | Other information  |
|   | Lectures from practitioners and company visits to verify and intensify the practical relevance of the module content |

| Business Taxation and Corporate Governance |              |         |                   |           |                    |               |            |          |  |  |  |
|--|--------------|---------|-------------------|-----------|--------------------|---------------|------------|----------|--|--|--|
| No.  | Workload     | Credits | Study<br>semester | Frequency | Sem.               | Dura-<br>tion | Туре       | Q-level  |  |  |  |
|  | 150 h        | 6       | 1st sem.          | Annual    | Winter             | 1 sem.        | Compulsory | LL.M.    |  |  |  |
| 1  | Course type  |         | Contact           | Self-     | Forms of te        | eaching       | Planned    | Language |  |  |  |
|  |              |         | hours             | study     | (learning n        | nethods)      | group size |          |  |  |  |
|  | Sem. tuition |         | 4 SCH/60 h        | 90 h      | Sem. tu<br>project | •             | 30         | German/  |  |  |  |
|  |              |         |                   |           | case st            |               |            | English  |  |  |  |
|  |              |         | l                 |           | l                  |               | l          |          |  |  |  |

Module ID

# 2 Learning outcomes/competences

At the end of the course, the students are able to

- analyse the most important parameters influencing the tax burden of businesses and the tax burden effect of alternative courses of action,
- optimise alternative courses of action for national and international corporate activities from a taxation point of view,
- resolve practice-oriented issues concerning corporate taxation.

#### Students are further able to

- utilise the German Corporate Governance Code to name the rules applicable in Germany for corporate management and supervision of listed companies,
- compare them to the American rules of corporate governance, analyse them, and take a critical view of them,
- check compliance with these rules on the basis of the annual reports of German and US companies,
- distinguish specific elements of the corporate governance of unlisted companies from those of listed companies.

#### 3 Contents

## Business taxation

- Inclusion of taxes in business decisions
- Tax planning in companies operating in Germany
  - Choice of legal form
  - Influence of taxes on corporate finance
- Consideration of taxes in international corporate strategies
  - Law of double taxation treaties
  - Dependence of the tax burden on the type of activity abroad
  - Tax burden in the case of international restructuring
- Determination of success in an international company (transfer pricing)

#### Corporate governance

- Structural elements of corporate governance in Germany and the USA
- Shareholders
- Management and supervisory bodies
- Accounting and auditing services
- Transparency
- Risk management
- Special features of corporate governance in unlisted and family-run businesses

| 4 | Participation requirements  |
|---|---|
|   |   |
| 5 | Form of assessment  |
|   | Written examination or oral examination or presentation or a combination of several of the aforementioned forms of assessment |
| 6 | Condition for the award of credits  |
|   | Module examination pass   |
| 7 | Application of the module (in the following study programmes):  |
|   | Business Law and Contract Drafting (LL.M.)  |
| 8 | Module coordinator  |
|   | Prof. Dr. Kraft   |
| 9 | Other information   |
|   | Guest lectures by practitioners on current issues   |

|     | , and the second se |         |                   |           |                   |               |            |                 |  |  |  |
|-----|--|---------|-------------------|-----------|-------------------|---------------|------------|-----------------|--|--|--|
|     | Strategic Human Resource Management  |         |                   |           |                   |               |            |                 |  |  |  |
| No. | Workload   | Credits | Study<br>semester | Frequency | Sem.              | Dura-<br>tion | Туре       | Q-level         |  |  |  |
|     | 150 h  | 6       | 1st sem.          | Annual    | Winter            | 1 sem.        | Compulsory | M.Sc./<br>LL.M. |  |  |  |
| 1   | Course type  | •       | Contact           | Self-     | Forms of te       | eaching       | Planned    | Language        |  |  |  |
|     |  |         | hours             | study     | (learning n       | nethods)      | group size |                 |  |  |  |
|     | Sem. tuitio  | n       | 4 SCH/60 h        | 90 h      | Lecture, group 30 |               | 30         | German          |  |  |  |
|     |  |         |                   |           | work, cas         | е             |            |                 |  |  |  |
|     |  |         |                   |           | studies           |               |            |                 |  |  |  |

## 2 Learning outcomes/competences

On successful completion of the module, students have the following knowledge and skills:

- They are able to explain basic terms and functional areas of human resource management and differentiate them from one another.
- They are able to assess the effects of the current challenges in human resource management and derive suitable measures to overcome them.
- They know concepts and methods for developing applications in the new fields of human resource management such as Work 4.0, employer branding, leadership ethics, talent management, diversity management, lifelong learning, health management, intercultural management, virtual collaboration, and others.
- They are able to apply current methods and tools for both traditional and new functional areas of human resource management.
- They are able to identify specific human resource management problems in organisations, classify them thematically, and develop application scenarios for their resolution.
- They are able to obtain and understand materials and information on topics from current specialist literature. They are able to classify researched information in the context of the course and apply it in case studies and group work

## 3 Contents

Current trends and challenges in human resource management: environmental dynamics in the context of digitalisation, volatile markets, demographic change, value systems and globalisation.

- Self-image of proactive and strategically oriented HR work
- Traditional functional areas of human resource management: identification and analysis of HR requirements, HR selection and deployment, HR management and assessment, HR development, HR costs and HR controlling, redundancy
- New areas of human resource management: shaping Work 4.0, employer branding, compliance and leadership ethics, talent management, diversity management, lifelong learning, knowledge work, work-life balance, health management, intercultural management, Human Resource Management 4.0, agility, virtual teams.

| 4 | Participation requirements  |
|---|---|
|   | Knowledge of human resource management from the bachelor's degree study programme is recommended                            |
| 5 | Form of assessment  |
|   | Written examination or oral examination or a combination of presentation and written exam or of term paper and written exam |
| 6 | Condition for the award of credits  |
|   | Module examination pass   |
| 7 | Application of the module (in the following study programmes):  |
|   | Business Law and Contract Drafting (LL.M.)  |
| 8 | Module coordinator  |
|   | Dr. Dorothee Wilm   |
| 9 | Other information   |
|   |   |
| 9 | Other information   |

# 2nd Semester

|      |  | Euro  | ppean and G   | erman Antit   | rust Law   |  |   | Module ID           |
|------|--|---|---|---|--|--|---|---------------------|
|      | T  |   |   |   |  |  |   | 5 RE 64             |
| No.  | Workload   | Credit<br>points  | Study<br>semester   | Frequency   | Sem.   | Dura-<br>tion  | Туре  | Q-level             |
| 10.1 | 150 h  | 6   | 2nd sem.  | Annual  | Summer   | 1 sem.   | Compulsory  | LL.M.               |
| 1    | Course type  |   | Contact<br>hours  | Self-<br>study  | Forms of te<br>(learning<br>methods)                                 |  | group size  | Language            |
|      | Sem. tuition   |   | 4 SCH/60 h  | 90 h  | Lecture, gro   | up work  | 30  | German /<br>English |
| 2    | Learning out   | tcomes/   | competence  | s   |  |  |   |                     |
|      | regulations ar<br>familiar with t<br>antitrust/com<br>law risks in co<br>restraints of c<br>make suggest | the econo<br>petition la<br>ompany pa<br>competition  | mic backgrou<br>aw and will th<br>ractice, and in<br>and abuse  | and the fu<br>ius be able to<br>in particular w<br>issues, to def | ndamental e<br>independent<br>hen drafting<br>use them thr           | valuation<br>ly identify<br>contracts<br>ough app    | principles of<br>y antitrust/co<br>s, with regard<br>propriate clau | empetition<br>I to  |
| 3    | Contents   |   |   |   |  |  |   |                     |
|      | restric<br>- Legal<br>compa<br>- Antitri<br>suppli<br>conse<br>- Recog                                   | ctions, as assessme anies in a ust requirers, sales quences intition of appliance symptoms. | well as the a<br>ent of markets<br>competitive<br>ements for co<br>intermediari<br>n the event cantitrust/com | ontractual agr<br>es and other i                                  | ninant position in and the comments with market particulars in compa | n<br>he behav<br>n compet<br>sipants, a<br>any pract | iour of<br>itors, buyers<br>is well as the<br>ice, basic fur        | legal<br>actions of |
| 4    | Participation  | n require   | ments   |   |  |  |   |                     |
|      | None   |   |   |   |  |  |   |                     |
| 5    | Form of asse   | essment   |   |   |  |  |   |                     |
|      | Term paper of  | or oral ex  | amination or  | a combination   | n of the afore   | emention   | ed forms of a   | ssessment           |
| 6    | Condition for  | r the awa   | ard of credit   | points  |  |  |   |                     |
|      | None   |   |   |   |  |  |   |                     |
| 7    | Application of   | of the mo   | odule (in the   | following stud  | dy programm  | nes):  |   |                     |
|      | Business Lav   | v and Cor   | ntract Drafting   | g (LL.M.)   |  |  |   |                     |
| 8    | Module coor  | dinator   |   |   |  |  |   |                     |
|      | Prof. Dr. Kirs   | sten Beck   | mann  |   |  |  |   |                     |
| 9    | Other inform   | nation  |   |   |  |  |   |                     |
|      |  |   |   |   |  |  |   |                     |

|     |   | Cont   | ract Drafting  | g: Human Re   | sources II   |  |   | <b>Module I D</b><br>5 RE 68            |  |
|-----|---|--|--|---|--|--|---|---|--|
| No. | Workload  | Credits  | Study<br>semester  | Frequency   | Sem.   | Dura-<br>tion                                  | Туре  | Q-level                                 |  |
|     | 150 h   | 6  | 2nd sem.   | Annual  | Summer   | 1 sem.   | Compulsory  | LL.M.                                   |  |
| 1   | Course type   |  | Contact<br>hours   | Self-<br>study  | Forms of te  | _  | Planned group size  | Language                                |  |
|     | Sem. tuition  |  | 4 SCH/60 h   | 90 h  | Sem. tuition<br>group work   | ı  | 30  | German                                  |  |
| 2   | At the end of impact of specactivities and oriented maniparticular circlindependently (e.g. corresponsessessments)  | the cours<br>cial emplo<br>new, loca<br>ner. They<br>umstance<br>v. They ar<br>andence w | e, the studen<br>byment contra<br>ation-independare able to a<br>es of individua<br>e also able to<br>vith and repor | ts are able to<br>act clauses, in<br>dent forms of<br>dapt approprial<br>cases, and a<br>ocreate other<br>ts to public au | cluding in th<br>work, and to<br>ate employmane also able<br>documents t<br>uthorities and | e context of draft there to develop hat are im | of internationa<br>m in a practic<br>entract models<br>their own cla<br>portant for H | al<br>e-<br>s to the<br>auses<br>R work |  |
| 3   |   | und diasc  | my them with   | - regard to the   |  | varioe.  |   |   |  |
| 4   | <ul> <li>Drafting of the terms and conditions-compliant employment contracts on the basis of selected clauses</li> <li>The employer's right of instruction and its importance to the drafting of individual employment contract regulations, in particular on activity and self-organised work</li> <li>Special features and legal limits of the drafting of agreements on mobile work and home office</li> <li>Drafting of part-time agreements under TzBfG (Gesetz über Teilzeitarbeit und befristete Arbeitsverträge – Part-Time Work and Fixed-Term Employment Contracts Act), BEEG (Gesetz zum Elterngeld und zur Elternzeit – Parental Benefit and Parental Leave Act), PflegeZG (Gesetz über die Pflegezeit – Nursing Care Leave Act) and FPfZG (Gesetz über die Familienpflegezeit – Family Care Leave Act)</li> <li>Drafting of managing director service contracts, with special consideration of post-contractual non-competition causes</li> <li>Conflict of laws, tax law and social security law Principles of the posting of employees and drafting of the corresponding contracts</li> <li>Development of standard writing and standard forms in human resources</li> <li>Data protection requirements in the context of human resource agreements</li> </ul> |  |  |   |  |  |   |   |  |
| 4   | Participation   | ı require  | ments  |   |  |  |   |   |  |
| 5   | Form of asse<br>Written exam  |  | presentation   | or project wo   | ork  |  |   |   |  |
| 6   | Condition fo  | r the awa  | ard of credit  | :s  |  |  |   |   |  |
|     | Successful pa   | ssing of t   | he module ex   | amination   |  |  |   |   |  |
| 7   | Application of  | of the mo  | odule (in the  | following stud  | dy programm  | nes):  |   |   |  |
|     | Business Law  | and Cont   | ract Drafting  | (LL.M.)   |  |  |   |   |  |

| 8 | Module coordinator                               |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|
|   | Prof. Dr. Christiane Nitschke, LL.M. (UT Austin) |  |  |  |  |  |  |
| 9 | Other information                                |  |  |  |  |  |  |
|   |  |  |  |  |  |  |  |

| 2 | •   |   | Study semester 2nd sem.  Contact hours 4 SCH/60 h | Annual  Self- study 90 h | Summer Forms of te (learning m | _          | Type  Compulsory   | Q-level            |  |  |
|---|---|---|---|--------------------------|--------------------------------|------------|--------------------|--------------------|--|--|
| 2 | Course type Seminar Learning out  |   | Contact<br>hours                                  | Self-<br>study           | Forms of te<br>(learning m     | aching     |                    | LL.M.              |  |  |
| 2 | Seminar  Learning out   |   | hours   | study                    | (learning m                    | _          | Diamond            |                    |  |  |
| 2 | Learning out  | comes/c   | 4 SCH/60 h  | 90 h                     |                                | ieti ious) | Planned group size | Language           |  |  |
|   | •   | comes/c   | i e   |                          | Seminar and<br>work            | group      |                    | German/<br>English |  |  |
|   | Learning outcomes/competences  At the end of the course, students have the competence to  - identify legal issues concerning unfair trade terms in contracts, - review proposed solutions from form books and contracts from practice, - develop own proposed solutions, - structure basic issues concerning various contract types in production and sales, - recognise the complexity of supply relationships in global trade and their political and social implications, - draft selected contract clauses, - review English-language contract clauses within a reasonable time frame, - utilise suitable techniques for the translation of legal terms and clauses, - adapt English-language contract clauses. |   |   |                          |                                |            |                    |                    |  |  |
| 3 | <ul><li>Purcha</li><li>Frame</li><li>Select</li><li>Data I</li></ul>  | ase/sales<br>work sup<br>ed ancilla<br>nterchan | ge), JIS (Just                                    |                          | etc.                           |            |                    | (Electronic        |  |  |

# 4 Participation requirements

Good knowledge of English, which must be demonstrated by participation in a course-related tutorial or the provision of other suitable evidence.

# 5 Form of assessment

Written examination or presentation or a combination of the aforementioned forms of assessment

# 6 Condition for the award of credit points

Module examination pass

| 7 | Application of the module (in the following study programmes): |
|---|--|
|   | Business Law and Contract Drafting (LL.M.)                     |
| 8 | Module coordinator   |
|   | Prof. Dr. Burkhard Schütte, LL.M. (Ann Arbor)                  |
| 9 | Other information  |
|   |  |

| Drafting International Commercial Contracts II |   |             |                  |                |                            |               |                    |                    |  |
|--|---|-------------|------------------|----------------|----------------------------|---------------|--------------------|--------------------|--|
|  |   | Credit      | Study            |                |                            | , , ,         |                    | 5 RE 67            |  |
| No.  | Workload  | points      | semester         | Frequency      | Sem.                       | Dura-<br>tion | Туре               | Q-level            |  |
|  | 150 h   | 6           | 2nd sem.         | Annual         | Summer                     | 1 sem.        | Compulsory         | LL.M.              |  |
| 1  | Course<br>type  |             | Contact<br>hours | Self-<br>study | Forms of te<br>(learning m | _             | Planned group size | Language           |  |
|  | Sem. tuition  |             | 4 SCH/60 h       | 90 h           | Sem. tuition<br>group work | and           | 30                 | German/<br>English |  |
| 2  | Learning out  | comes/c     | competence       | s              |                            |               |                    |                    |  |
|  | Upon completion of the module, the students have the competence to  - identify risks of international business contracts and adequately reduce them by drafting the contract accordingly from the perspective of the respective contractual partner,  - legally accompany the start-up phase of international business contracts by reviewing and drafting letters of intent and confidentiality agreements,  - design essential elements of typical international business contracts, such as supply and distribution agreements, cooperation agreements, licensing agreements, delimitation agreements and R&D agreements,  - design and utilise typical instruments for processing and securing payments in foreign trade in a risk-adequate manner.  Contents  - Advanced specialist knowledge with regard to the legal effects of typical elements of international contracts and the effects of individual relevant legal systems using the example of the supply contract  - Instruments for processing and securing payments in foreign trade, such as letters of credit, guarantees and letters of comfort  - Critical examination of the retention of title in international delivery transactions  - Development and drafting of the essential elements of international business contracts, such as licensing agreements, delimitation agreements and R&D |             |                  |                |                            |               |                    |                    |  |
|  | Participation Good knowled  | lge of Eng  | llish, possibly  |                |                            |               | vidence – der      | monstrated         |  |
|  | by participation  Form of asse  |             | nglish tutoria   | I accompanyi   | ng the course              | <del>)</del>  |                    |                    |  |
|  | Written exami   | ination or  |                  |                | k or a combii              | nation of s   | everal of the      |                    |  |
| 6  | Condition for   |             |                  |                |                            |               |                    |                    |  |
|  | Successful pas  | ssing of th | ne module ex     | amination      |                            |               |                    |                    |  |
| 7  | Application of  | of the mo   | odule (in the    | following stud | dy programm                | ies):         |                    |                    |  |
|  | Business Law  |             | ract Drafting    | (LL.M.)        |                            |               |                    |                    |  |
| 8  | Module coor   | dinator     |                  |                |                            |               |                    |                    |  |
|  | Prof. Dr. Chris Other inform  |             | schke, LL.M.     | (UT Austin)    |                            |               |                    |                    |  |
|  | Lectures from the module co   | practition  | ners and com     | pany visits to | verify and in              | itensify the  | e practical rel    | evance of          |  |
|  |   | _           | _                | 20             | _                          | _             |                    |                    |  |

| Business Game: Going Global |               |               |                   |           |                                    |               |                       |          |  |
|-----------------------------|---------------|---------------|-------------------|-----------|------------------------------------|---------------|-----------------------|----------|--|
| <b>3</b> · · · ·            |               |               |                   |           |                                    |               |                       |          |  |
| No.                         | Workload      | Credit points | Study<br>semester | Frequency | Sem.                               | Dura-<br>tion | Туре                  | Q-level  |  |
|                             | 150 h         | 6             | 2nd sem.          | Annual    | Summer                             | 1 sem.        | Compulsory            | LL.M.    |  |
| 1                           | 1 Course type |               | Contact<br>hours  |           | J                                  |               | Planned<br>group size | Language |  |
|                             | Sem. tuition  |               | 2 SCH/30 h        |           | Classroom exercises and self-study |               | 30                    | German   |  |

On successful completion of the module, students are able to:

- independently develop and reflect on a corporate mission statement with the elements of vision, mission and goal-setting for a company expanding internationally.
- plan and implement expansion decisions in an international context with regard to market barriers, forms of market entry, and market developments, taking into account the legal framework (e.g. export control regulations, customs duties, etc.).
- make strategic marketing decisions for international expansion and evaluate the success of those measures.
- assess international procurement management and its legal issues (including makeor-buy decisions, global sourcing, delivery priorities), and initiate appropriate measures.
- apply business planning with regard to human resources, utilisation, investments, finances and legal framework conditions in an international context, and evaluate them with a view to success.
- work together in a team and process and evaluate common problems and issues in the context of the global expansion of a company.

#### 3 Contents

During the module, students become acquainted with the following content, contexts and topics:

- The Topsim Going Global management simulation is used.
- The simulation depicts six economic areas (continents) with different framework conditions.
- Students, in the role of company management, are given the task of developing and implementing, over nine planning periods, an internationalisation strategy for a washing machine manufacturer that has so far been operating on a regional basis.
- In addition to exploring the opportunities and risks of internationalisation, the location-specific strengths and weaknesses of your own company must be aligned with the expansion process.
- The market entry decisions made jointly in the team are subjected to a legal assessment. They are then implemented using appropriate market cultivation strategies and, if necessary, revised and adjusted appropriately on the basis of identified legal risks and the expansion strategies of competing teams.

| 4 | Participation requirements  |  |  |  |  |  |  |  |
|---|---|--|--|--|--|--|--|--|
|   | None  |  |  |  |  |  |  |  |
| 5 | Form of assessment  |  |  |  |  |  |  |  |
|   | Written examination or project work or presentation or a combination of several of the aforementioned forms of assessment |  |  |  |  |  |  |  |
| 6 | Condition for the award of credit points  |  |  |  |  |  |  |  |
|   | Module examination pass   |  |  |  |  |  |  |  |
| 7 | Application of the module (in the following study programmes):  |  |  |  |  |  |  |  |
|   | Business Law and Contract Drafting (LL.M.)  |  |  |  |  |  |  |  |
| 8 | Module coordinator  |  |  |  |  |  |  |  |
|   | Prof. Dr. Jürgen Schneider  |  |  |  |  |  |  |  |
| 9 | Other information   |  |  |  |  |  |  |  |
|   |   |  |  |  |  |  |  |  |
|   |   |  |  |  |  |  |  |  |

# **3rd Semester**

| Legal Enforcement – Domestic and Cross-Border |  |                                     |   |   |                            |               |                    |                    |  |
|---|--|-------------------------------------|---|---|----------------------------|---------------|--------------------|--------------------|--|
| No.   | Workload   | Credit points                       | Study<br>semester                             | Frequency   | Sem.                       | Dura-<br>tion | Туре               | Q-level            |  |
|   | 150 h  | 6                                   | 3rd sem.                                      | Annual  | Winter                     | 1 sem.        | Compulsory         | LL.M.              |  |
| 1   | Course t   | type                                | Contact<br>hours                              | Self-<br>study  | Forms of te<br>(learning m | _             | Planned group size | Language           |  |
|   | Seminar  |                                     | 2 SCH/30 h                                    | 120 h   | Seminar                    |               | 30                 | German/<br>English |  |
|   | Learning out  At the end of  |                                     | <u> </u>                                      |   | otones to                  |               |                    |                    |  |
|   | - under:<br>- adapt<br>- under:  | stand diff<br>contract<br>stand the | erent ways o<br>clauses accor<br>e advantages | ition and enfo<br>f dispute settl<br>rdingly,<br>of judicial co<br>n when draftir | ement proce                |               | ters in the E      | European           |  |
| 3   | Contents   |                                     |   |   |                            |               |                    |                    |  |
|   | <ul> <li>Rules of jurisdiction in cross-border matters,</li> <li>Effects of jurisdiction on applicable substantive law,</li> <li>Recognition and enforcement according to domestic law,</li> <li>Recognition and enforcement of awards under the Brussels I bis regime,</li> <li>Bilateral agreements on jurisdiction, recognition and enforcement,</li> <li>Principles of international arbitration,</li> <li>Selected issues of international arbitration,</li> <li>Recognition and enforcement of international arbitration awards,</li> <li>Consequences for contract drafting.</li> </ul> |                                     |   |   |                            |               |                    |                    |  |
| 4   | Participation  | require                             | ments   |   |                            |               |                    |                    |  |
|   | None   |                                     |   |   |                            |               |                    |                    |  |
| 5   | Form of asse   | essment                             |   |   |                            |               |                    |                    |  |
|   | Written exami<br>aforementione   |                                     |   |   | er or a combi              | nation of s   | everal of the      |                    |  |

| 6 | Condition for the award of credit points                       |
|---|--|
|   | Module examination pass  |
| 7 | Application of the module (in the following study programmes): |
|   | Business Law and Contract Drafting (LL.M.)                     |
| 8 | Module coordinator   |
|   | Prof. Dr. Burkhard Schütte, LL.M. (Ann Arbor)                  |
| 9 | Other information  |
|   | Block course, as early as possible in the semester             |

|     |   |                            | Mast   | er Thesis      |                                       |               |                    | <b>Module I D</b><br>5 RE 89 |  |
|-----|---|----------------------------|--|----------------|---------------------------------------|---------------|--------------------|------------------------------|--|
| No. | Workload  | Credits                    | Study<br>semester                                | Frequency      | Semester                              | Dura-<br>tion | Туре               | Q-level                      |  |
|     | 600 h   | 24                         | 3rd sem.   | Annual         | Winter                                | 1 sem.        | Compulsory         | LL.M.                        |  |
| 1   | Course typ  | e                          | Contact<br>hours                                 | Self-<br>study | Forms<br>teachir<br>(learni<br>method | ng<br>ng      | Planned group size |                              |  |
|     |   |                            | Individual<br>support                            | 300 h          |                                       |               |                    | German/<br>English           |  |
| 2   | Learning  | outcomes/                  | competences                                      |                |                                       |               |                    |                              |  |
|     | practice-or   | iented task                | students dem<br>from their s<br>tt, using scient | pecial subjec  | t, both in                            | its techni    | cal details a      |                              |  |
| 3   | Contents  |                            |  |                |                                       |               |                    |                              |  |
|     | The master thesis is a written paper. As a rule, it consists of the conception, implementation and evaluation of a project in institutions that are related to the objectives and content of the study programme, or the scientific elaboration of a given topic. It can also be determined by an empirical study, conceptual tasks or an evaluation of available sources. A combination of these is possible.  |                            |  |                |                                       |               |                    |                              |  |
| 4   | Participation requirements  Pass in all module exams except for one, with a value of no more than 6 ECTS points. Students with an entry score of 180 ECTS points are also admitted to the master thesis if, in addition to a module examination with a value of no more than 6 ECTS points, the integrated internship provided for in Section 22 has not yet been completed, or up to a maximum 18 of the 30 under Section 3 (1) p. 3 ECTS points to catch up have not yet been acquired. |                            |  |                |                                       |               |                    |                              |  |
| 5   | Form of a<br>Master the   | <b>ssessment</b><br>sis    |  |                |                                       |               |                    |                              |  |
| 6   |   | for the aw<br>amination pa | ard of credits                                   | 5              |                                       |               |                    |                              |  |
| 7   |   |                            | odule (in the tract Drafting (                   |                | ses):                                 |               |                    |                              |  |
| 8   |   | oordinator<br>urkhard Sch  | ütte, LL.M. (Ar                                  | nn Arbor)      |                                       |               |                    |                              |  |
| 9   | Other info  | ormation                   |  |                |                                       |               |                    |                              |  |

# Integrated Internship

|     | Integrated Internship  |  |   |                |          |          |                    |            |  |  |
|-----|--|--|---|----------------|----------|----------|--------------------|------------|--|--|
| No. | Workload   | Credits                                | Study<br>semester                               | Frequency      | Semester | Durat-   | Туре               | Q-level    |  |  |
|     | 750 h  | 30                                     | 4th sem.  | Cf. Section 2  |          |          |                    | LL.M.      |  |  |
| 1   | Course typ   | e                                      | Contact<br>hours                                | Self-<br>study | Forms of | teaching | Planned group size | Language   |  |  |
|     | Integr<br>intern   |  |   |                |          |          |                    |            |  |  |
| 2   | At the end   | d of the inte                          | competences<br>grated interns<br>tudies and res | ship, students |          |          |                    | and skills |  |  |
| 3   | Contents  The integrated internship is intended to introduce students to professional activity through specific tasks and practical cooperation related to the objectives and content of the study programme. In particular, it allows them to apply the knowledge and skills acquired during their studies and reflect on and evaluate experience gained performing practical activities. |  |   |                |          |          |                    |            |  |  |
| 4   |  | t <b>ion require</b><br>n 13 (3) of th | <b>ments</b><br>iese Examinati                  | on Regulation  | S        |          |                    |            |  |  |
| 5   | Form of a  | ssessment                              |   |                |          |          |                    |            |  |  |
| 6   |  |  | ard of credits                                  |                | ern      |          |                    |            |  |  |
| 7   | • •  |  | odule (in the fract Drafting (                  | •              | ses):    |          |                    |            |  |  |
| 8   |  | oordinator<br>urkhard Sch              | ütte, LL.M. (Ar                                 | nn Arbor)      |          |          |                    |            |  |  |
| 9   | Other info   | ormation                               |   |                |          |          |                    |            |  |  |