



**UNIVERSITÄTS-  
BIBLIOTHEK  
PADERBORN**

## **Universitätsbibliothek Paderborn**

### **Kommentiertes Vorlesungsverzeichnis**

**Universität Paderborn / Fakultät für Wirtschaftswissenschaften  
Paderborn, WS 2002/03(2002) - SS 2004; damit Ersch. eingest.**

7. Spezielle Veranstaltungen für die Studienrichtung IBS

**urn:nbn:de:hbz:466:1-8685**

## **7. Spezielle Veranstaltungen für die Studienrichtung IBS**

### **Betriebswirtschaftliche Steuerlehre**

Betriebswirtschaftliche Steuerlehre als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Rechnungswesen und Besteuerung (SIbs)

### **Finanzmanagement**

Finanzmanagement als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Finanzwirtschaft / Bankbetriebslehre (Sifm)

### **Informations-Management**

Informations-Management als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Wirtschaftsinformatik (SIif)

### **Internationales Management**

Internationales Management als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Internationales Management (Slim)

### **Marketing-Management**

Marketing-Management als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Marketing (SImm)

### **Organisation**

Organisation als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Organisation (SIog)

### **Personal-Management**

Personal-Management als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Personalwirtschaft (SIpm)

### Unternehmensrechnung

Unternehmensrechnung als Spezielle BWL für IBS:

Veranstaltungen siehe unter Hauptstudium, Spezielle Betriebswirtschaftslehre, Rechnungswesen und Besteuerung (Slur)

|        |                                     |
|--------|-------------------------------------|
| 038101 | <b>International Communication:</b> |
|        | <b>Global issues</b>                |
| Hibs   | Ü 2 Mo 09:30 – 11:00 C 3.203 Zörner |
|        | Di 14 - 16 C 3.222                  |

**Art der Prüfung:** 60-minute written examination

#### **Kommentar:**

International Communication (IC) consists of a series of separate courses each with 2 CPs/SWS.

The course includes the analysis of films, quality newspaper and journal articles. Further activities include translation, relevant terminology, word power and advanced language skills.

Topics: business and political affairs as well as international relations, e.g. globalisation, international businesses and institutions, trade and security, etc.

#### **Literatur:**

Recommended reading:

Any quality newspaper, such as Financial Times, Times, Guardian or Independent

Journals: Economist, Newsweek, Business Week

Recommended viewing: BBC World Service

Class videos: copies in the AVMZ

|        |  |
|--------|--|
| 038102 | <b>International Communication:<br/>Tourism and leisure</b>            |
| Hibs   | Ü 2 Mi 09:30 – 11:00 C 3.222 <b>Zörner</b><br>Fr 09:30 – 11:00 C 3.212 |

**Art der Prüfung:** 60-minute written examination

**Kommentar:**

International Communication (IC) consists of a series of separate courses each with 2 CPs/SWS.

The course includes the analysis of films, quality newspaper and journal articles. Further activities include translation, relevant terminology, word power and advanced language skills.

Topics: business and political affairs as well as international relations, e.g. globalisation, international businesses and institutions, trade and security, etc.

**Literatur:**

Recommended reading:

Any quality newspaper, such as Financial Times, Times, Guardian or Independent

Journals: Economist, Newsweek, Business Week

Recommended viewing: BBC World Service

Class videos: copies in the AVMZ

|        |  |
|--------|--|
| 038103 | <b>International Communication:<br/>Current economics issues</b> |
| Hibs   | Ü 2 Mo 14 – 16 C 4.224 <b>Wagner</b><br>Do 14 - 16 C 3.222       |

**Art der Prüfung:** 60-minute written examination

**Kommentar:**

International Communication (IC) consists of a series of separate courses each with 2 CPs/SWS.

The course includes the analysis of films, quality newspaper and journal articles.



Further activities include translation, relevant terminology, word power and advanced language skills.

Topics: business and political affairs as well as international relations, e.g. globalisation, international businesses and institutions, trade and security, etc.

**Literatur:**

Recommended reading:

Any quality newspaper, such as Financial Times, Times, Guardian or Independent

Journals: Economist, Newsweek, Business Week

Recommended viewing: BBC World Service

Class videos: copies in the AVMZ

|        |  |
|--------|--|
| 038104 | <b>International Communication:<br/>Employment &amp; social issues</b> |
| Hibs   | Ü 2 Di 16 – 18 C 5.216 Zörner<br>Fr 11:00 – 12:30 C 3.212              |

**Art der Prüfung:** 60-minute written examination

**Kommentar:**

International Communication (IC) consists of a series of separate courses each with 2 CPs/SWS.

The course includes the analysis of films, quality newspaper and journal articles. Further activities include translation, relevant terminology, word power and advanced language skills.

Topics: business and political affairs as well as international relations, e.g. globalisation, international businesses and institutions, trade and security, etc.

**Literatur:**

Recommended reading:

Any quality newspaper, such as Financial Times, Times, Guardian or Independent

Journals: Economist, Newsweek, Business Week

Recommended viewing: BBC World Service

Class videos: copies in the AVMZ

|        |  |
|--------|--|
| 038105 | <b>Strategies for Business Writing</b> |
| Hibs   | PJ 2 Mo 08:00 – 09:30 C 3.203 Zörner   |
|        | Mi 08:00 – 09:30 C 3.222               |

**Erforderliche Vorkenntnisse:** Please register beforehand

**Art der Prüfung:** Continuous assessment and projects:  
Proposal

**Kommentar:**

Company-to-company correspondence dealing with the following topics:  
press releases, enquiries and replies, letters of complaint and adjustment, payment and collection letters, as well as proposals with eye-catching introductions, persuasive language and suitable layouts, reports and executive summaries.

**Literatur:**

Ashley, A., Correspondence Workbook, 1993, Oxford, OUP  
The Economist style guide 1998, London  
Forsyth, P., How to be better at writing reports and proposals, 1997, London, The Industrial Society / Kogan Page  
Griffin, J., The new handbook of business letters, 1993, New Jersey (UB)  
Merriam-Webster's Guide to Business Correspondence, 1996, Springfield/Massachusetts (UB)  
Piotrowski, M.V., Effective business writing, 1998, New York

|        |  |
|--------|--|
| 038106 | <b>Effective meetings and negotiations</b> |
| Hibs   | PJ 2 Mo 14 – 18 C 3.212 Zörner             |
|        | 14-täglich                                 |
|        | a) Start: 21.10.02                         |
|        | b) Start: 28.10.02                         |

**Erforderliche Vorkenntnisse:** Please register beforehand

**Art der Prüfung:** Continuous assessment with class projects:  
chairperson

**Kommentar:**

Mechanics of effective public speaking, brainstorming ideas for problem-solving, individual items of communication, chairing meetings, taking minutes and writing them, expressing arguments and counterarguments, evaluating ideas, persuasive selling tactics, win-win approach to negotiations, etc.

The group will be divided into teams (companies), each responsible for reaching decisions on specific company problems.

**Literatur:**

Barker, A., How to hold better meetings, 1997, London, Kogan Page

Evans, D., Decisionmaker, 1997, Cambridge, CUP

Ludlow, R. and Panton, F., The Essence of Effective Communication, 1992, Hemel Hempstead (UB)

Swift, R., Intensive English for Meetings and Presentations, 1996, Stuttgart, Klett

|        |                                    |
|--------|------------------------------------|
| 038150 | <b>Translating Economic Texts</b>  |
| Hibs   | Ü 2 Mo 9 - 11 C 3.222 <b>Braun</b> |

|        |   |
|--------|---|
| 038250 | <b>Französisch (IBS):<br/>Compréhension et expression<br/>orale</b> |
| Hibs   | Ü 2 Mi 14:00 - 15:30 H 1.242 <b>Hoffmann</b>                        |

|        |   |
|--------|---|
| 038315 | <b>Spanisch (IBS):<br/>Correspondencia Comercial</b>          |
| Hibs   | Ü 2 Mo 14 - 16 H 7.321 <b>Lacouture</b><br>Mo 16 - 18 C 3.232 |

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| 038385 | <b>Spanisch (IBS):</b><br><b>Exposición de temas de economía</b> |
| Hibs   | Ü 2    Mo 14 - 16    P 1.611 <b>Gastón</b>                       |

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|--------|---|
| 038316 | <b>Spanisch (IBS):</b><br><b>Solicitudes y presentaciones</b> |
| Hibs   | Ü 2    Di 14 - 16    P 1.418 <b>Gastón</b>                    |

|        |   |
|--------|---|
| 038390 | <b>Spanisch (IBS):</b><br><b>Introducción a temas de economía</b>     |
| Hibs   | Ü 2    Mo 9 - 11    C 3.212 <b>Lacouture</b><br>Mo 11 - 13    C 3.203 |