1.

Faculty of Business, Economics and Social Sciences

Business Administration

Subjects of the 3rd and 4th year of study, intermediate and advanced level:

Introduction to International Business

(Einführung in das internationale Wirtschaftsumfeld - EK)

Intensive Course, 2.00 hours, 3.00 ECTS credits, No 247305, Fall and Spring, Fall 2008: intensive sessions October, November

Wednesday, 8.10.2008, 12:00 – 15:15, room: ESH 1	
Wednesday, 15.10.2008, 12:00 – 15:15, room: ESH 1	
Wednesday, 22.10.2008, 12:00 – 15:15, room: ESH 1	
Wednesday, 29.10.2008, 12:00 – 15:15, room: ESH 1	
Wednesday, 5.11.2008, 12:00 – 15:15, room: ESH 1	
Wednesday, 12.11.2008, 12:00 – 15:15, room: ESH 1	

Lecturer

Dr. Werner Auer-Rizzi, Mag.[a] Alexandra Kaar, (Johannes Kepler University, Linz)

Entry requirements

All students will be expected to have a good command of both written and spoken English.

JKU regular students must have completed at least 40 ECTS credits from the study field "Business and Economics"

Course objectives

This course focuses on key global environmental factors and issues impacting on international business. Students learn about the complexities of decision making when doing business on a global scale, and examine the practices of corporations engaged in different parts of the world based on texts and case studies.

Course Content

- Globalization
- Economic systems and development
- International trade
- Foreign direct investment
- Business-government trade relations
- Regional economic integration
- Cross-cultural issues in international management
- International financial markets
- International monetary systems

Course structure

The course is comprised of five sessions (comprised of four academic hours each), followed by a final exam.

Attendance is mandatory for all students to this course in order to ensure valuable and insightful class discussions. Students are expected to stay for the duration of the whole class, and attend all classes. If for any special reason a student is not able to meet these requirements, s/he needs to contact the course coordinator (see below)

Assessment and Grading

The assessment of this course will be made based on the following:

- *Case analyses (weight: 30%):* As part of the assessment in this course, students are required to prepare three written analyses of the assigned cases in groups of four and submit them prior to class (7-10 pages, 1.5 spacing, font Times 12). Additionally, electronic versions of the three papers need to be sent to ek_imgmt@jku.at, also prior to class.
- *Short tests (weight: 20%):* To check on the continuous learning and participation in this course, three short surprise tests will be held, the points of the best two count for the final grade. Each test consists of one question, which is based on the literature, course contents, and cases of that or the previous week's session.
- *Final exam (weight: 50%):* A final exam will be held at the end of the course and will encompass the course literature.

To successfully pass the course, students need to obtain 60 %. The following scale is applied for awarding the grades:

Percentage	ECTS Grade
90 or more	A
80 or more	B
70 or more	C
60 or more	D/E
less than 60	F

Required Reading

Wild, John J./Wild, Kenneth L./Han, Jerry C. Y. (2007): International Business: The Challenges of Globalization, 4th Edition, Pearson Prentice Hall. (Chapters 1, 2 , 5 - 10)

Beugelsdijk, Sjoerd/Van Schaik, Anton (2005): The Societal Environment and Economic Development, in: Koen, Carla I. (Ed.): Comparative International Management (pp. 26-51), McGraw Hill. (Chapter 1)

Noorderhaven, Niels/Koen. Carla I. (2005): National Cultures and Management, in: Koen, Carla I. (Ed.): Comparative International Management (pp. 52-93), McGraw Hill. (Chapter 2)

We offer a package containing all preparatory readings for this course. Students are expected to read the texts for each session in advance. One the one hand, the readings serve as the base literature for case analysis. On the other hand, good familiarity with the advance readings enables studens to full participate in class discussions.

The reading package can be purchased at the department secretary's office (Department of International Management, Hochschulfondsgebäude, 2nd floor, room 224) one week prior to the beginning of the course. Please note that there are preparatory readings already for the first course session.

Contact

Mag.a Alexandra Kaar serves as the course coordinator for the course during the Winter semester 2008. For questions and problems please send an email to the following email address: ek_imgmt@jku.at

Global Management and Strategy

(Globales Management und Strategie)

Interactive Course, 2.00 hours, 3.00 ECTS credits, No 247303 or 247304, Fall and Spring, Fall 2008: intensive sessions November to February.

247303:
Monday, 24.11.2008, 13:45 - 17:00, room: BA 9907
Monday, 1.12.2008, 13:45 - 17:00, room: KHG II
Monday, 15.12.08, 13:45-17:00, rooms: ESH 1, ESH 3
Monday, 12.1.2009, 12:00 - 15:15, room: BA 9908
Monday, 19.1.2009, 13:45 - 17:00, room: BA 9907
Monday, 26.1.2009, 13:45 - 17:00, room: KHG II
Monday, 2.2.09, 13:45-17:00, room: HS 15, final exam

247304:
Wednesday, 26.11.08, 12:00 - 15:15, room: BA 9907
Wednesday, 3.12.2008, 12:00 - 15:15, room: K 123A
Wed., 17.12.08, 12:00-15:15, rooms: ESH 1, K 123A
Wednesday, 14.1.2009, 12:00 - 15:15, room: K 012D
Wednesday, 21.1.2009, 12:00 - 15:15, room: BA 9907
Wednesday, 28.1.2009, 12:00 - 15:15, room: K 123A

Lecturer

Mag.[a] Alma Sehic
(Johannes Kepler University, Linz)

Entry requirements

All students will be expected to have a good command of both written and spoken English. Completion of "Introduction to International Business", JKU regular students must have completed at least 40 ECTS credits from the study field "Business and Economics"

Course objectives

This course offers a global perspective on strategy, making students aware of how international business differs from domestic business. The course presents frameworks, theoretical concepts and practical tools essential for analyzing and understanding international strategy development and management. Case studies of organizations of different origin and size are used to illustrate the choices and alternatives available to international firms. Students get an overview of different markets around the world along with learning to combine tools of strategic management with insights from international business studies.

Course content

- What is Strategy?
- Global strategy and Global business environment
- Corporate Governance and Corporate Social Responsibility
- Analysis of the internal environment
- The subsidiary-level strategy and the Internationalization Process
- Corporate-level strategy and strategy control

Course structure

There will be blocked sessions and a final exam. For each session, students have to prepare written assignments in groups of four.

Assessment and Grading

- *Case Studies (45 points)*
  As part of the assessment in this course, students are required to prepare written case study analyses of the assigned cases in groups of four and submit them *prior* to class via e-mail AND in hard-copy (10 pages, 1.5 spacing). In addition, students have to be able to engage in active class discussions based on their case analyses.
- *Short tests and participation in class (20 points)*
  Participation and attendance are mandatory for all students to this course in order to ensure valuable and insightful discussions. Students are expected to stay for the duration of the whole class, and attend all classes. If for any special reason a student is not able to meet these requirements, s/he has to talk to the lecturer about it. To check on the continuous learning and participation in this course, short tests will be held (on the basis of the readings of the previous as well as the current session, including cases).
- *Paper on Corporate Governance (15 points)*
  A written evaluation of corporate governance models has to be handed in for the 15th of December. It has to be submitted prior to class via e-mail AND in hard-copy (10 pages, 1.5 spacing). You will get additional information and literature beforehand. This paper provides the basis for further in-class discussion.
- *Final exam (70 points)*
  A final exam will be held at the end of the course. The final exam will encompass the entire literature to this course.

To pass the course, students need to obtain 60 % (= 90 points of a total of 150 points).

The following scale is applied for awarding the grades:

Points	ECTS Grade
135 – 150	A
120– 134,5	B
105 – 119,5	C
90 – 104,5	D/E
less than 90	F

Required reading

Hambrick, D.C. and Frederickson, W. (2005). Are you sure you have a strategy? *Academy of Management Executive*, Vol. 19, No. 4, pp. 51-62.

Porter, M. (1996). What is strategy? *Harvard Business Review,* Vol. 74, No. 6, pp. 61-78.

Yip, G.S. (1989). Global strategy ... in a world of nations? MIT Sloan Management Review, Vol. 31, No. 1, pp. 29-41.

Hitt, M. A., Ireland, D. R. and Hoskisson, R. E. (2007). Strategic Management. Competitiveness and Globalization: Concepts. (7th ed.). Mason: Thomson South-Western. Chapter 2 – 4, 6

Mellahi, K., Frynas, J. G. and Finlay, P. (2005). Global Strategic Management. Oxford: Oxford University Press. Chapter 4, 6 and 7

De Wit, B. and Meyer, R. (2004). Strategy: Process, Content, Context. (3rd Ed.) Chapter 6, pp. 297-357, Chapter 11, pp. 590-643.

Koen, C. I. (2005). Comparative Corporate Governance. In: Koen Carla I. (Ed.), Comparative International Management, London: McGraw Hill, pp. 254-306.

Gupta, A.K. and Govindarajan, V. (2001). Converting global presence into global competitive advantage. Academy of Management Executive, Vol. 15, No. 2, pp. 45-58.

Bartlett, C. and Ghoshal, S. (1986). Tap your subsidiaries for global reach. *Harvard Business Review*, Vol. 64, No. 6, pp. 87-94.
Campbell, A., Goold, M. and Alexander, M. (1995). The value of the parent company. California Management Review, Vol. 38, No. 1, pp. 79-97.
Kaplan, R. S. and Norton, D. P. (1992). The balanced scorecard: Measures that drive performance. Harvard Business Review, Vol. 70, No. 1, pp. 71-79.
The course material will be available as a reader in the secretary's office (HF 224) in November 2008

Cross Cultural Management

(incl. Seminar Paper)

(Interkulturelles Management)

Seminar, 2.00 hours, 4.00 ECTS credits, No 247310, recommended Semester: 5-8 (3rd and 4th year), Fall and Spring, weekly course

Thursday, 9.10.2008, 10:15 - 11:45, room: K 009D
Thursday, 16.10.2008, 8:30 - 11:45, rooms: KHG I, KHG II, Culture simulation
Thursday, 23.10.2008, 10:15 - 11:45, room: HS 9
Thursday, 30.10.2008, 10:15 - 11:45, room: HS 9
Thursday, 6.11.2008, 10:15 - 11:45, room: HS 9
Thursday, 13.11.2008, 10:15 - 11:45, room: HS 9
Thursday, 20.11.2008, 10:15 - 11:45, room: HS 9
Thursday, 27.11.2008, 10:15 - 11:45, room: HS 9
Thursday, 04.12.2008, 10:15 - 11:45, room: HS 9
Date and time for Guest speaker to be announced
Thursday, 11.12.2008, 10:15 - 11:45, room: HS 9
Thursday, 22.1.2009, 8:30 - 11:45, room: K 123A, Group presentations

Lecturer
a.Univ.Prof.in Dr.in Erna Szabo, MBA
(Johannes Kepler University, Linz)

Entry requirements
All students are expected to have a good command of both written and spoken English.
JKU regular students must have completed "Introduction to International Business" and 90 ECTS credits from the study field "Business and Economics"

Course Objective
The goal of this seminar is to sensitize students to the issues and challenges involved in cross-cultural business encounters, in other words interactions between managers and subordinates, or between business partners of different cultural backgrounds.

Course Contents
Course Opening, Culture Simulation Game, Key Concepts in Cross-Cultural Management, Cultural Dimensions, Organizational Culture, Cross-Cultural Communication, Multicultural Teams, Global Leadership, Motivation and Decision-Making, Multicultural Teams, Negotiation, Expatriation, Group Presentations

Course structure
The seminar starts with a culture simulation game allowing students to experience cultural awareness and misunderstandings, cultural learning and integration first hand. An intensive reflection phase rounds off the exercise.
The weekly course sessions cover cross-cultural management issues, as discussed in the literature. Therefore, it is absolutely necessary to prepare well, i.e. read the required texts, in order to be able to contribute effectively. Additionally, issues of cross-cultural management are best learnt in practice. Therefore, the course design is very interactive and builds on the cross-cultural composition of the student body. Be prepared to bring your personal experiences to class and share them with your classmates.
The seminar language is English. Attendance is mandatory during the culture simulation game, and students may miss only one weekly session.

Assessment

- *Reflective essays*: Students write two essays individually. A reflective essay should ideally combine and integrate the student's personal opinion/experience and what s/he read and learnt in preparation for that particular topic and from previous sessions. Length: about 5 pages text (excl. cover page and bibliography), A4 format, 1.5 spacing, font Times12 or similar. Format and citations have to conform to the department's "Guidelines for Writing Seminar Papers" (download from www.imgmt.jku.at). No table of contents needed. Essay to be handed in at the beginning of the session. Both essays count equally for the final grade.
- *Short tests*: Over the course of the semester there are four unannounced short tests. Each test consists of one question, which is based on the literature of that or the previous week's session (theoretical/conceptual articles as well as empirical articles). Students should be familiar in detail with the theoretical/conceptual literature and be able to give a summary description of the empirical articles (including study goal, overview of method, main findings). Duration 10 minutes. The best three tests count for the final grade.
- *Seminar paper*: Groups of 4-5 students write a seminar paper on a cross-cultural management topic of their own choice and present their findings in class. The lecturer needs to agree to the topic. The paper should consist of two parts of about equal length: (1) literature review (beyond the reading package), (2) a short empirical study related to the topic. Length: about 20 pages text (excl. cover page, TOC, and bibliography), A4 format, 1.5 spacing, font Times12 or similar. Format and citations have to conform to the department's "Guidelines for Writing Seminar Papers" (download from www.imgmt.jku.at). Paper to be handed in at the beginning of the presentation session.

Grading

Reflective essays	15 points (7,5 points each)
Short tests	15 points (5 points each)

Seminar paper incl. presentation 30 points (20 for the paper, 10 for the presentation)
For a passing grade you need 60% of the points in each category (9:9:18). The final grade is calculated according to the following formula: 0-35 (5); 36-41 (4); 42-47 (3); 48-53 (2); 54-60 (1).

Required reading
Schneider, S. C., & Barsoux, J.-L. (2003). Managing across cultures. Upper Saddle River: Prentice Hall. (Chapter 1-4)

Mead, R. (1998). *International management: Cross-cultural dimensions*, 2nd edition. Oxford: Blackwell Business. (Chapter 2.5: Culture and the workplace: Hofstede)
Hofstede, G., & Hofstede, G. J. (2005). *Cultures and organizations: Software of the mind*. New York et al.: McGraw-Hill. (Chapter 8: The elephant and the stork: Organizational cultures)
Hofstede, G., & Fink, G. (2007). Culture: Organizations, personalities and nations. Gerhard Fink interviews Geert Hofstede. *European Journal of International Management*, 1(1/2), 14-22.
Adler, N. J. (2002). *International dimensions of organizational behavior*, 4th edition. Cincinnati, Ohio: South-Western. (Chapter 3, 6)
Scheu-Lottgen, U. D. & Hernandez-Campoy, J. M. (1998). An analysis of sociocultural miscommunication: English, Spanish and German. *International Journal of Intercultural Relations*, 22(4), 375-394.
DiStefano, J. J., & Maznevski, M. L. (2000). Creating value with diverse teams in global management. *Organizational Dynamics*, 29(1), 45-63.
Cramton, C. D. (2002). Finding common ground in dispersed collaboration. *Organizational Dynamics*, 30(4), 356-367.
Szabo, E. (2006). Meaning and context of participation in five European countries. *Management Decision*, 44(2), 276-289.
Faure, G. O., & Rubin, J. Z. (1993). *Culture and negotiation*. Newbury Park: Sage. (Chapter 1: Culture and negotiation: An introduction)
Martin, G. S. (2004). German-Irish business negotiation: The cultural dimension. In M. A. Keating & G. S. Martin (Eds.), Managing cross-cultural business relations: The Irish-German experience (pp. 73-111). Dublin: Blackhall.
Fang, T., Fridh, C. & Schultzberg, S. (2004): Why did the Telia-Telenor merger fail? International Business Review, 13, 573-594.
Francesco, A. M., & Gold, B. A. (2005). *International organizational behavior, 2nd edition*. Upper Saddle River: Prentice Hall. (Chapter 8: International HRM)
Collings, D. G., Scullion, H., & Morley, M. J. (2007). Changing patterns of global staffing in the multinational enterprise: Challenges to the conventional expatriate assignment and emerging alternatives. *Journal of World Business*, 42, 198-213.

The reading package can be purchased from the department's secretary already a week prior to the beginning of the course. There is also the possibility to buy the package immediately after the course opening.

Cross Cultural Management

(incl. Multicultural Team Project)

(Interkulturelles Management)

Seminar, 2.00 hours, 4.00 ECTS credits, No 247311, recommended Semester: 5-8 (3rd and 4th year), Fall and Spring, weekly course

Tuesday, 7.10.2008, 13:45 - 15:15, KHG I
Tuesday, 14.10.2008, 12:00 - 14:30, ESH 1
Tuesday, 14.10.2008, 12:00 - 14:30, room: ESH 2
Or Thursday, 16.10.08, 8:30 – 11:45, room:?
Tuesday, 21.10.2008, 13:45 - 15:15, room: SR 101
Tuesday, 28.10.2008, 13:45 - 15:15, room: SR 101
Monday, 3.11.2008, 18:40 – 20:00, room. ?
Tuesday, 4.11.2008, 13:45 - 15:15, room: SR 101
Tuesday, 4.11.2008, 18:40 – 20:00, room. ?
Tuesday, 11.11.2008, 13:45 - 15:15, room: SR 101
Monday, 17.11.2008, 18:40 – 20:00, room. ?
Tuesday, 18.11.2008, 13:45 - 15:15, room: SR 101
Tuesday, 18.11.2008, 18:40 – 20:00, room. ?
Tuesday, 25.11.2008, 13:45 - 15:15, room: SR 101
Tuesday, 2.12.2008, 13:45 - 15:15, room: SR 101
Tuesday, 9.12.2008, 13:45 - 15:15, room: SR 101
Tuesday, 16.12.2008, 13:45 - 15:15, room: SR 101

Culture Simulation: Students attend EITHER the Oct 14th OR the Oct 16th session (group formation during course opening).

Videoconference: Each group (group formation and scheduling of groups during course sessions) has to attend a 20 minute videoconference on either Nov 3rd or 4th AND on either Nov 17th or 18th.

Lecturer

Ass. Prof. Dr. in Iris Fischlmayr
(Johannes Kepler University, Linz)

Entry requirements

All students are expected to have a good command of both written and spoken English.

JKU regular students must have completed "Introduction to International Business" and 90 ECTS credits from the study field "Business and Economics"

Course objective

The goal of this seminar is to sensitize students to the issues and challenges involved in cross-cultural business encounters, in other words interactions between managers and subordinates, or between business partners of different cultural backgrounds. Students will be confronted with "real" situations - which requires them to address problems conceptually and behaviourally, including the different understandings of culture. This is done by working in a virtual environment in which the collaborators are not known.

Course Contents:

- Course Opening
- Culture Simulation Game
- Key Concepts in Cross-Cultural Management
- Cultural Dimensions
- Cross-Cultural Communication
- Organizing and Organizational Culture
- Cross-Cultural Leadership and Participation
- Multicultural and Virtual Teams
- Negotiation
- Expatriation
- Video Conferences

Course Structure

The seminar starts with a culture simulation game to allow students experience cultural awareness and misunderstandings, cultural learning and integration first hand. An intensive reflection phase rounds off the exercise.

The weekly course sessions cover cross-cultural management issues, as discussed in the literature. Therefore, it is absolutely necessary to prepare well, i.e.

read the required texts, in order to be able to contribute effectively. Additionally, issues of cross-cultural management are best learnt in practice. Therefore, the course design is very interactive and builds on the cross-cultural composition of the student body. Be prepared to bring your personal experiences to class and share them with your classmates.

Together with students from the Richard Ivey School of Business (London, Ontario, Canada), and the ESADE (Barcelona, Spain) participants will have the opportunity to experience working across cultures in virtual teams. In small multicultural teams they will have to complete a creative exercise and a case-based negotiation, which goes hand in hand with learning more about the nature of virtual teams and multicultural collaboration.

The seminar language is English. Attendance is mandatory during the culture simulation game and ALL class sessions.

The seminar starts by 2008, October 7th and will end by 2008, December 16th. The weekly sessions will take place Tuesdays from 13:45 to 15:15. Please note that there will be an intensive virtual collaboration phase during the whole month of November. Further, two video conferences will be held on Nov 3rd / 4th and Nov 17th / 18th (group composition and scheduling in first lesson).

Assessment

- *Reflective essays:* Students write two essays individually. A reflective essay should ideally combine and integrate the student's personal opinion/experience and what s/he read and learnt in preparation for that particular topic and from previous sessions. Length: 3-5 pages, A4 format, 1.5 spacing, font Times12 or similar. To be handed in at the beginning of the session (hard copy).
- *Short tests:* Over the course of the semester there are four unannounced short tests. Each test consists of one question, which is based on the literature of that or the previous week's session (theoretical/conceptual articles as well as empirical articles). Students should be familiar in detail with the theoretical/conceptual literature and be able to give a summary description of the empirical articles (including study goal, overview of method, main findings). Duration 10 minutes. The best three tests count for the final grade.
- *Virtual Team Project:* Groups of 2-3 students are grouped in a multicultural team in order to work on some tasks together with students from the Richard Ivey School of Business and the ESADE. A separate outline for the project will be handed out at the beginning of the project.

Grading

Reflective essays	15 points
Short tests	15 points
Virtual Team Project	30 points

For a passing grade you need 60% of the points in each category (9:9:18). The final grade is calculated according to the following formula: 0-35 (5); 36-41 (4); 42-47 (3); 48-53 (2); 54-60 (1).

Required reading

The reading package can be purchased from the department's secretary already prior to the beginning of the course (date to be announced at the department website www.imgmt.jku.at). There is also the possibility to buy the package immediately after the course opening.

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Students are advised to decide for one course only in case of interest in both of Ass.Prof. Dr. Fischlmayr's courses 247310 & 247316 as some elements are very similar.

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Negotiation

(Verhandlungsführung)

Seminar, 2.00 hours, 4.00 ECTS credits, No 247316, recommended Semester 5–8 (3rd and 4th year), Fall and Spring, intensive sessions

Wednesday, 8.10.2008, 10:15 - 11:45, room: MZ 412A
Wednesday, 15.10.08, 10:15 - 11:45, room: MZ 412A
Wednesday, 22.10.08, 13:45 - 20:45, room: HT 176G
Or Wednesday, 22.10.08, 12:00 – 19:00, room: ?
Thursday, 23.10.2008, 12:00 - 19:00, room: HT 176G
Wednesday, 5.11.2008, 12:00 - 17:00, room: HT 176G
Or Wednesday, 5.11.2008, 12:00 - 19:00, room: ?
Thursday, 6.11.2008, 12:00 - 17:00, room: HT 176G
Or Thursday,6.11.2008, 12:00 - 19:00, room: ?
Wednesday, 12.11.2008, 12:00-19:00, room: HT 176G
Thursday, 13.11.2008, 12:00 - 17:00, room: HF 9915
Or Thursday, 13.11.2008, 12:00 - 19:00, room: ?
Wednesday, 26.11.2008, 12:00 - 13:30, room: K 153C
Wednesday, 3.12.2008, 12:00 - 13:30, room: K 153C
Wednesday, 10.12.2008, 12:00 - 13:30, room: K 153C

Lecturer

Ass. -Prof. Dr.in Iris Fischlmayr
(Johannes Kepler University, Linz)

Entry requirements

All students are expected to have a good command of both written and spoken English.

JKU regular students must have completed "Introduction to International Business", "Global Management and Strategy", "Organization & Management of Multinational Corporations", "Cross Cultural Management" and 90 ECTS credits from the study field "Business and Economics"

Course objective

Negotiation is one of the most discussed and important issues in the business world. For managers it is indispensable to engage in negotiations and to acquire certain knowledge and skills about it. With growing internationalization, the issue becomes more complex as partners come from different cultural backgrounds and have different styles of communicating and negotiating. Negotiations on an international level reach from simple export agreements, over licences to joint ventures, M&As, or politics and government. This requires specific communication, negotiation and behavioural skills. Additionally, new media such as videoconferences, chat rooms or telephone conferences are added and demand a confident handling of these.

Course structure

This seminar aims at confronting students both with the theoretical background of international negotiations and its practical use. The challenges going hand in hand with international negotiations shall be discovered and learned by practicing them in class and in an international group project. Besides the introduction of some basic communication and negotiation skills, the issues of culture, intercultural communication and negotiation as well as virtual multicultural teams will be dealt with. Together with students from the Turku School of Economics (Finland) students will be engaged in a realtime business game ("Realgame™") where they have to cooperate and negotiate virtually and can thus practice their knowledge and acquire the skills needed in international negotiations. A practitioner from an international company will provide students with some practical insights about international negotiations.

The seminar language is English. Attendance is mandatory during ALL weekly seminar lessons, the Realgame sessions and the training.

The seminar starts by 2008, October 8th and will end by 2008, December 10th. The weekly sessions will take place on Wednesdays from 10:15 to 11:45 respectively from 12:00 to 13:30. Please note that there will be three extra sessions either on October 22nd or 23rd AND either on November 5th or 6th AND November 12th or 13th each one lasting from 12.00 to approx. 19.00. **Participation in all extra classes is required for the whole duration of the classes** (participation either on ALL Wednesdays or on ALL Thursdays is required)!

Assessment:

- *Individual Assignments:* For the theory lessons, students are asked to prepare individual assignments guided by the literature and a specific assignment question. These one-page reflexions are to be handed in as a hard copy at the beginning of the classes in question.
- *Case Studies:* For one of the lessons a case study has to be prepared instead of the individual assignment. The case solution should contain 5 pages at least.
- *Short Tests:* Over the course of the class there will be three unannounced short tests. Each test consists of one question based on the literature of that or the previous week's session. The duration of the tests is 10 minutes.
- *Reflective Essays:* After two of the Realgame sessions with the Turku School of Economics, each student has to hand in an individual reflective essay (length 3-5 pages) on his/her experiences and learnings in the project.

Grading

Individual Assignments	30%
Case Studies	10%
Short Tests	30%
Reflective Essay	30%

For passing, each category has to be graded positively.

Required reading

The reading package can be purchased from the department's secretary already prior to the beginning of the course (date to be announced at the department website www.imgmt.jku.at).

Organization & Management of Multinational Corporations

(Organisation & Management Multinationaler Unternehmen)

Interactive Course, 2.00 hours, 3.00 ECTS credits, No 247306 & 247307, Fall and Spring, weekly course.

247306:
Tuesday, 7.10.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 14.10.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 21.10.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 28.10.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 4.11.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 11.11.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 18.11.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 25.11.2008, 8:30 - 10:00, room: ESH 2
Tuesday, 2.12.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 9.12.2008, 8:30 - 10:00, room: ESH 1
Tuesday, 16.12.2008, 8:30 - 10:00, room: ESH 1

247307:
Tuesday, 7.10.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 14.10.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 21.10.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 28.10.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 4.11.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 11.11.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 18.11.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 25.11.2008, 10:15 - 11:45, room: ESH 3
Tuesday, 2.12.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 9.12.2008, 10:15 - 11:45, room: ESH 1
Tuesday, 16.12.2008, 10:15 - 11:45, room: ESH 1

Lecturer

Prof. Dr. Werner Auer-Rizzi
(Johannes Kepler University, Linz)

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.

JKU regular students must have completed:
"Introduction to International Business" and 90 ECTS credits from the study field "Business and Economics"

Course objectives

Participants know theories and design options related to the organization and management of multinational corporations (MNCs). They are able to judge the advantages and disadvantages of organizational structures, systems, and procedures that have historically evolved in response t the managerial challenges facing large MNCs. They are able to critically reflect on the theories discussed and apply them to the analysis of case studies.

Content

Organizational structure, matrix organization, coordinating mechanisms, configurations, trust and control, post merger integration, strategic alliances, knowledge creation and transfer, headquarter – subsidiary relationships, micro-social aspects.

Pedagogical approach

Mix: theory input lectures. Small group discussions, plenary discussions, compendium creation, workshop

Learning Groups: At the beginning of the semester we will establish learning groups consisting of three students. These teams will act as small discussion groups during class times, as discussion creation of a compendium

Exams: There will be 2 exams in this course (midterm, final; 30 points each)

Case Studies: During the course you will prepare case studies outside class hours. For two of the case studies you will hand in a written analysis, which will be graded (max.10 points each)

Final Exam: After the input sessions and the case studies you will work on a compendium ‘Management Challenges in Global Companies’. Each learning group will contribute one chapter to this compendium. The orientation of the compendium is applied to practical management problems and deeply grounded in theory. In addition to the reading package the theory will refer to literature, which needs to be searched and investigated on your own.

Workshops: Presentation and discussion of the compendium.

Required reading

The reading consists of 2 parts: (1) an article compendium, (2) the book:

Galbraith, J.R. (2005): Designing the Customer-Centric Organization. A Guide to Strategy, Structure, and Process. San Franciso: Josey Bass.

International Management in Practice

(Internationales Management in der Praxis)

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 247312, Fall and Spring, weekly course.

Monday, 6.10.2008, 12:00 - 15:15, room: BA 9911,
Monday, 13.10.2008, 12:00 - 15:15, room: BA 9911,
Monday, 20.10.2008, 12:00 - 15:15, room: BA 9911,
Monday, 27.10.2008, 12:00 - 15:15, room: BA 9911,
Monday, 3.11.2008, 12:00 - 15:15, room: BA 9911,
Monday, 17.11.2008, 12:00 - 15:15, room: BA 9911,
Group presentations
Further important dates:
Fri, 17.10.: 12:00: Deadline 1st individual reflection
Fri, 31.10.: 12:00: Deadline 2nd individual reflection
Fri, 14.11.: 12:00: Deadline 3rd individual reflection

Lecturer

a.Univ.Prof.^{in} Dr.^{in} Erna Szabo, MBA
(Johannes Kepler University)

Entry requirements

All students will be expected to have a good command of both written and spoken English.

JKU regular students must have completed "Introduction to International Business”, “Global Management and Strategy“, “Cross Cultural Management”, “Organization & Management of Multinational Corporations”, and 90 ECTS credits from the study field “Business and Economics”

Course objectives

- To sensitize students to management issues with a cross-border or cross-cultural dimension
- To provide students with a learning environment that allows for experiencing the benefits and challenges of cross-cultural team work
- To apply theories of cross-cultural management in a practical situation
- To reflect on the experience of working in a cross-cultural team

Course structure

The course is comprised of two modules:

- Module 1: Cultural sensitivity training/team building
- Module 2: Developing a business proposal for a cross-cultural joint venture.

In the first module, students form cross-cultural groups and get to know the other group members’ cultural backgrounds, values and work behavior by engaging in interactive exercises. The goal of this training is to enable the students to function as effective and efficient cross-cultural teams for the remainder of the course.

The second module comprises the core element of the course. Here, students will discuss case studies of cross-cultural business successes and failures in order to better understand the challenges of working with culturally diverse teams. Each student team will develop a proposal for a joint venture that would involve participants from multiple countries, and will identify and reflect upon the challenges in preparing for this international joint venture.

The goal of this course is to apply theories of cross-cultural management in an actual situation, and to reflect upon the lessons learned in working with partners from different countries. Students will present the plan for their proposed business, and outline recommendations for working in cross-cultural teams based on their experience in developing their proposal.

Participation and attendance are mandatory for all students to this course in order to ensure valuable and insightful discussions. Students are expected to stay for the duration of the whole class, and attend all classes. If for any special reason a student is not able to meet these requirements, s/he has to talk to the course coordinator (see below).

Assessment and Grading

The assessment of this course will be made based on the following:

- *Group project (weight: 65%):* Groups of 4 students work as cross-cultural teams on projects to be defined in class, summarize their work in a final paper and present their findings in class. The paper should be about 15 pages text (excl. cover page, table of contents, and bibliography), A4 format, 1.5 spacing, font Times 12. Format and citations have to conform to the department’s “Guidelines for Writing Seminar Papers” (download from www.imgmt.jku.at). Papers need to be handed in at the beginning of the presentation session at the latest.
- *Class participation* (weight 20%): Students are expected to actively participate in class discussions.

- *Individual reflection* (15%): Three times during the course, students will submit a 300 - 500 word reflection on the last two weeks' activities in class and their group. The reflection provides an opportunity for students to express their ideas about working with students from other cultures, and to identify issues that are unclear to them. (3 submissions in electronic format to erna.szabo@jku.at, due Friday Oct 17, 31, Nov 14, 12:00 am)

To pass the course, students need to obtain 60%. The following scale is applied for awarding the grades:

Percentage	ECTS Grade
90 or more	A
80 or more	B
70 or more	C
60 or more	D/E
less than 60	F

Readings

The reading package can be purchased at the department secretary's office (Hochschulfonds-gebäude, 2nd floor, room 224) one week prior to the beginning of the course.

Contact

For handing in the individual reflections, questions or problems please send an email to: erna.szabo@jku.at

Special Topics in International Managemt: Universalism and Controversy Related to Leadership/Followership Around the Globe

(Spezialthemen im Internationalen Management)

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 247313, Fall.

held in an intensive sessions from January 7 – 16, 2009, introductory meeting on November 18, 15:30 – 17:00

Tuesday, 18.11.2008, 15:30 - 17:00. room: KHG I,
Wednesday, 7.1.2009, 15:30 - 18:45, room: KEP 1,
Thursday, 8.1.2009, 15:30 - 18:45, room: KEP 3,
Monday, 12.1.2009, 15:30 - 18:45, room: KEP 1,
Tuesday, 13.1.2009, 15:30 - 18:45, room: KHG I,
Wednesday, 14.1.2009, 15:30 - 18:45, room: KEP 1,
Friday, 16.1.2009, 08:30 - 11:45, room: KEP 1

Lecturer

Prof. in Lahteenmaki Satu
(Turku School of Economics, Finland)

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.

JKU regular students must have completed "Introduction to International Business", "Global Management and Strategy", "Cross Cultural Management", "Organization & Management of Multinational Corporations", and 90 ECTS credits from the study field "Business and Economics"

Course objectives

The course takes a psychological approach to leadership, followership and group dynamics in organizations worldwide. Special attention is thus paid to cultural differences and similarities of leadership. Also feelings of insecurity, lack of togetherness and impermanence due to continuous change, unconditional working and dispersion of workgroups are discussed, thus questioning the applicability of leadership theories' possibilities in creating commitment to organisational goals in modern multinational organizations. For this reason, manifold theories of effective leadership - ranging from personality theories to behavioural, cognitive and social interaction theories - will be discussed and challenged during this course.

It is, however, also to be noted that the effectiveness of leadership is not only dependent on leader and subordinate relationships, but also on group dynamics, relationships between the organizational actors, and context. In global business, physical distribution of work teams changes the nature of interaction dramatically, not the least due to virtual communication instead of face-to-face meetings. Leadership in virtual organisations as a new challenge for today's leaders is also discussed. One of the course objectives is to improve the students' analytical skills on leadership behaviour and talent.

Course topics

- Brief introduction of leadership schools and development of leadership theory
- Charismatic leadership – in the eye of the beholder worldwide?
- Are only males charismatic true leaders?
- Crisis management and leadership stereotypes
- Transformational leadership vs. effective change management. Change resistance in organizations.
- Pathological leadership and pathological organizations. Group fantasies and shared culture bias. Distorted boss-subordinate relationships.
- Universal origins of group behaviour and followership: Group dynamic models, scapegoating, social splitting and projection in work groups. Envy in organizations.
- Commitment to a common goal - illusion or reality?
- Efficient and dysfunctional teams: leadership, roles and organization
- Face-to-face and dispersed teams, influence of cultural background. Team work excercises.
- Use and sources of power in organizations. Interpretation of power, trust and fairness in different cultures.
- Authoritarian crisis management vs. Machiavellian politics in using power - so similar and yet so different.
- Exercise of having been exposed to power.
- Presentation of and discussion on students' leadership analyses in groups.

Modes of work and assessment

There is no written exam. Grades are based on the following:

- *3 short reflective essays* on given topics in the course materials (see below). Essays to be returned at the first session on Wednesday, January 7th.
- *Participation in interactive lectures* with exercises and discussion based on the pre-readings. Pre-readings all together are 378 pages + a biography of a 'great

leader'.
· *Leadership analysis* made in groups of 3 people based on a biography of any 'great leader' (10-15 minutes presentation at the last session on Friday, January 16 th) plus a written report (approx. 5 pages).

The exercises and leader analysis are 40% of the total grade. The other exercises are 20% and the rest (40% of the total grade) comes from the essays.

Required reading

1. Buchanan & Badham (1999): Power, politics and organizational change - Winning the Turf Game. London: Sage. Chapters 1 and 2.
2. Grint, Keith (ed) (1997): Leadership: Classical, Contemporary and Critical Approaches. Oxford University Press. Chapters 3, 10 and 13.
3. Kets de Vries, Manfred (2001): Struggling With the Demon: Perspectives on individual and Organizational Irrationality. Psychological Press. Chapters 3, 6 and 7.
4. Collection of articles:
   - Ardichvili, Martin et. al. (2006) Cultural Influences on Knowledge Sharing through Online Communities of Practice. Journal of Knowledge Management, Vol. 10 (1), pp. 94-107.
   - Beyer, Janice M. (1999): Taming and Promoting Charisma to Change Organizations. Leadership Quarterly, Vol. 10 (2), pp. 307-330.
   - Collinson, David (2005) Dialectics of Leadership. Human Relations, Vol. 58 (11), pp. 1419-1442.
   - Hofstede, Geert et. al. (2002) What Goals Do Business Leaders Pursue? A Study in Fifteen Countries. Journal of International Business Studies, Vol. 33 (4), pp. 785-803.
   - Javidan, Mansour & Dale E. Carl (2004) East meets West: A Cross-Cultural Comparison of Charismatic Leadership Among Canadian and Iranian Executives. Journal of Management Studies, Vol. 41 (4), pp. 665-691.
   - Kirkman, Bradley L. et. al. (2002) Five challenges to virtual team success: Lessons from Sabre, Inc. Academy of Management Executive, Vol. 16 (3), pp. 67-79.
   - Maccoby, Michael (2000): Narcistic Leaders – The Incredible Pros, The Inevitable Cons. Harvard Business Review, January-February 2000, pp. 69-77.
   - Maccoby, Michael (2004): The Power of Transference. Harvard Business Review, Sept. 2004, pp. 76-85.
   - Shamir, Boas & Howell, Jane M. (1999): Organizational and Contextual Influences on the Emergence and Effectiveness of Charismatic Leadership. Leadership Quarterly, Vol. 10 (2), pp. 257-283.
   - Wood, Martin (2005) The Fallacy of Misplaced Leadership. Journal of Management Studies. Vol. 42 (6), pp. 1101-1121.

Reading Packages will be handed out during the introductory meeting on November 18th, 2008.

Individual and Group Behavior in Organizations

(Verhalten in Organsation - EK)

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 266203, Fall and Spring, weekly course.

Tuesday, 10:15-11:45, room: HS 4
October 7, 2008 – January 27, 2009

Lecturer

Dr. Daniel Geiger
(Johannes Kepler University, Linz)

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.
JKU regular students must have completed: at least 40 ECTS credits from the study field "Business and Economics"

Course objectives

The objectives are twofold: First, the course should provide students with specific and in-depth knowledge regarding behavioral aspects of and in organizations, such as individual perception, group processes, motivation, leadership and organizational culture. Students should be able to understand and reflect the key concepts and theories and substantiate their arguments with appropriate theoretical knowledge. Secondly the course is designed to enable students to apply the theoretical knowledge provided and further reflect on its usefulness for managerial practice. Case studies and movie analysis are used to exemplify practical managerial problems and students are encouraged to discuss solutions for those problems in light of the appropriate theories. Furthermore, the course trains students in absorbing and applying theoretical knowledge to analyze and structure practical problems.

Course content

- Group processes
- Decision Making in Groups
- Motivation and Work Satisfaction
- Leadership Styles
- Situational Leadership & Attribution Theory
- Charisma & Identity Theory
- Organizational Culture

Course structure

· *Weekly lectures*
The main part of the course takes place during weekly lectures (Tuesdays 10.15 - 11.45), participation is mandatory. During these lectures, key theories and concepts of organizational behavior will be presented and discussed. For each key topic, case studies will be provided (as download) which will be discussed during the weekly lectures. In addition, selected topics will be further discussed and reflected with the help of movies shown.

· *Team work and case presentation (voluntary)*
Each student will be assigned to a team. Each team has to prepare a joint written analysis of the case study. The analysis should provide answers to the given questions and the text should not exceed 2000 words. The analysis has to be handed in via email

(daniel.geiger@jku.at) on Monday evening (18.00) in the week the respective case discussion takes place. Groups who decide to volunteer in presenting their case study should give notice to the module leader at least one week in advance. Groups who volunteer in presenting will be assigned 5 Bonus points.

· *Self-study*
For each lecture, a specific section of the textbook Daft/Noe has to be studied in preparation. For some lectures, additional journal papers will be provided to deepen the necessary theoretical understanding. In any case, reading is a mandatory prerequisite.

Course assessment

· *Mid term test and Final Exam*

Grading

PowerPoint slides:	2x20 P
Presentation in class:	5 P (Bonuspoints)
Mid Term Test:	20 P
Final Exam:	40 P
Total:	max. 100 P/min. 60 P.

Required reading

Textbook:
Daft, R.L./Noe, R.A.: Organizational Behavior, Mason 2001 (relevant chapters are indicated)
→ Various Journal Papers (outlined on Course Syllabus)

Project Seminar: Applied International Marketing

(Praxis – Projektseminar Internationales Marketing)

Seminar, 2.00 hours, 4.00 ECTS credits, No 241039, Fall.

held in intensive sessions in October 2008

Lecturer
Prof. Dr. in F. Zeynep Bilgin
(Marmara University, Istanbul, Turkey)

Entry requirements

Entry exam on Monday, September 29, 8:30 – 10:00 in the room MZ 003A!

JKU regular students must have completed the courses

· "International Strategic Marketing Management”, 3 ECTS credits
· “Information Generation in International Business “, 3 ECTS
· and 90 ECTS credits from the study field “Business and Economics” including the courses „Strategy and Marketing”, 6 ECTS credits

Course aims

This is a seminar at advanced level for students wishing to complete a Minor in “International Marketing and Export”.

Course description

Autonomous formulation and implementation of selected topics in international marketing within the scope of practically relevant projects.

Required reading

To be announced

Seminar Guest Professor English (C2): Aspects of Global Business

(Seminar Gastprofessor Englisch)

Seminar, 2.00 hours, 4.00 ECTS credits, No 54763E recommended Semester: 5-8 (3rd and 4th year), intensive sessions, Fall

Lecturer
Lawrence Gales, PhD.
(University of Cincinnati, USA)
+
Seminar Preparation Course, 1.00 hour, 2.00 ECTS credits, No 54764E, recommended Semester: 5–8 (3rd and 4th year), Fall

Lecturer
Dr. in Evelyne Glaser
(Johannes Kepler University, Linz)

Tuesday, 14.10.2008, 15:30 - 18:45, MZ 113B
Tuesday, 28.10.2008, 15:30 - 18:45, MZ 112B
Wednesday, 29.10.08, 13:45 - 17:00, room: MZ 113B
Thursday, 30.10.2008, 13:45 - 17:00, room: MZ 113B
Tuesday, 4.11.2008, 15:30 - 18:45, room: MZ 112B
Thursday, 6.11.2008, 8:30 - 11:45, room: MZ 113B
Friday,7.11.2008, 15:30 - 18:45, room: MZ 113B
Monday, 10.11.2008, 10:15 - 13:30, room: MZ 412A
Thursday, 4.12.2008, 13:45 – 17:00, room: MZ 113B
Thursday, 11.12.2008, 15:30 - 18:45, room: MZ 113B

Entry requirements

All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.

JKU regular students must have completed “Case Studies English (C1)”, “Text Production II English (C1)” and at least 90 ECTS credits form the study field “Business and Economics”

Assessment / Examination

Individual written case assignments, team assignment, group presentation, active class participation (subject to change)

Course aims

The purpose of this course is to investigate current issues and controversies in global business. The rising power of China, instability in the Middle East, and north-south economic disparity are just a few of critical issues in global business today. Through a combination of book chapters, cases and articles in the business press, we will investigate the problems associated with globalization, outsourcing, immigration, and cultural differences.

Course objectives

1. To provide you with of the complex economic, political and cultural issues that have impact on global business
2. To be able to make balanced judgments about the personal, business, economic and political impact of these trends
3. To exercise your research and analytical skills on a global business problem.
4. To develop your English language reading, writing and speaking skills.

Course description:
This is a project-based course. In addition to in-class lecture and discussion, you (in teams of four people) will identify one particular area of interest and will do in-depth research on the issue for a presentation to the class. For example, you may look at the impact of outsourcing to China of production of textiles or finished clothing. You would look at the impact of outsourcing on producers of raw materials (cotton), manufacturers of cotton cloth, producers of finished goods, consumers, and government. People often react to globalization on a very personal and emotional level. We will try to disentangle the various issues and take a more objective and dispassionate look at global business issues.

Required reading
Please read all assignments listed for each class meeting **PRIOR** to the session for which they are assigned. Reading materials will be distributed in class.

Seminar Guest Professor English (C2): Creating and Managing Technology and Innovation for Business Advantage

(Seminar Gastprofessor Englisch)

Seminar, 2.00 hours, 4.00 ECTS credits, No 547E52 recommended Semester: 5-8 (3rd and 4th year), intensive sessions, Fall

Lecturer
Billie Jo Zirger, PhD.
(University of Cincinnati, USA)
+
Seminar Preparation Course, 1.00 hour, 2.00 ECTS credits, No 547E53, recommended Semester: 5–8 (3rd and 4th year), Fall

Lecturer
Dr.in Evelyne Glaser
(Johannes Kepler University, Linz)

Wednesday, 15.10.08, 15:30 - 18:45, room: MZ 113B
Tuesday, 11.11.2008, 15:30 - 18:45, room: MZ 112B
Thursday, 13.11.2008, 13:45 - 17:00, room: MZ 113B
Friday, 14.11.2008, 13:45 - 17:00, room: MZ 113B
Monday, 17.11.2008, 8:30 - 11:45, room: MZ 113B
Wednesday, 19.11.08, 13:45 - 17:00, room: MZ 112B
Thursday, 20.11.2008, 13:45 - 17:00, room: MZ 113B
Friday, 21.11.2008, 10:15 - 13:30, room: MZ 113B
Thursday, 27.11.2008, 13:45 - 17:00, room: MZ 113B
Thursday, 11.12.2008, 10:15 - 13:30, room: MZ 112B

Entry requirements
All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.
JKU regular students must have completed “Case Studies English (C1)”, “Text Production II English (C1)” and at least 90 ECTS credits form the study field “Business and Economics”

Assessment / Examination
Individual written case assignments, team assignment, group presentation, active class participation (subject to change)

Course objectives:
1. To develop a common framework and vocabulary for discussing technology management and innovation in organizations.
2. To illustrate the challenges of generating, identifying, nurturing and transforming innovation into commercial products.
3. To show how and practice developing strategies that use innovation as a source of competitive advantage.
4. To practice with the analytical tools introduced in this course using case studies and real time industry and technology assessment.

Course description:
This course will explore issues related to the identification, nurturing and managing the commercialization of new technologies within a corporate context. We begin with an overview of the sources of business advantage for firms considering all aspects of the supply chain. In the first quarter of the course, we also review and practice using analytical tools for assessing competitor strengths and market position. Next, we develop a common vocabulary for discussing technology development for product or process innovation within firms. Using a life cycle model, we study the challenges of adopting and commercializing new technologies for strategic advantage. In this section, we discuss topics such as establishing the dominant design in the market, timing of product entry, creating a successful product development portfolio, protecting innovation, and organizing and managing product development. A primary foci of the course will be discussing how technology can be used to create and sustain competitive advantage. The course pedagogy will be case studies, class discussions and videos to illustrate how companies deal with and leverage technological change. We also utilize cases to create a business context for students to practice developing product development recommendations for firms in technology intensive environments.

Required reading
Please read all assignments listed for each class meeting **PRIOR** to the session for which they are assigned. Reading materials will be distributed in class.

Seminar Guest Professor English (C2): Strategic Decisions in Business

(Seminar Gastprofessor Englisch)

Seminar, 2.00 hours, 4.00 ECTS credits, No 547xxE recommended Semester: 5-8 (3rd and 4th year), intensive sessions, **Spring 2009**

Lecturer
Murray Bryant, PhD.
(IVEY Business School, University of London Ontario, CAN)
+
Seminar Preparation Course, 1.00 hour, 2.00 ECTS credits, No 547xxE, recommended Semester: 5–8 (3rd and 4th year), Fall

Lecturer
Dr. Evelyne Glaser
(Johannes Kepler University, Linz)

intensive sessions, June 5th – 20th, 2009

Entry requirements
All students will be expected to have a good command of both written and spoken English and they need to have a basic understanding of organization and management theory.
JKU regular students must have completed “Case Studies English (C1)”, “Text Production II English (C1)” and at least 90 ECTS credits form the study field “Business and Economics”

Global Accounting and Control: A Managerial Emphasis

(Global Accounting and Control: A Managerial Emphasis)

Interactive Course, 2.00 hours, 4.00 ECTS credits, No 547457, recommended Semester: 5–8 (3rd and 4th year), Fall, weekly course

Wednesday, 8.10.2008, 8:30 – 10:00, room: MZ 412A
Wednesday, 15.10.08, 8:30 – 10:00, room: MZ 412A
Wednesday, 8:30 - 11:45, room: MZ 412A
October 22, 2008 – December 17, 2009

Lecturer
Prof. Dr. Timothy Sale
(University of Cincinnati, USA)

Assessment / Examination
written assignments, active participation, exercises

Entry requirements
Participants will be expected to have a good command of both written and spoken English and basic knowledge of economics.

Course aims
The aim of the seminar is to provide an introduction to the role of accounting and control in the management of multinational enterprises.

Course description
Global Business: Accounting and Control Issues, Global Organization, Coordination and Control, Comparative International Management, Planning and Performance Evaluation in Multinational Enterprises, Taxation and the Multinational Enterprise, Global Financial Statement Analysis, Global Transparency and Disclosure, Foreign Currencies and Exchange Risk Management, Foreign Currency Accounting and Exchange Rate Changes.

Required reading
Gray, Salter, Radebaugh: Global Accounting and Control: A Managerial Emphasis.

International Financial Markets

(International Financial Markets)

Interactive Course, 1.00 hour, 2.00 ECTS credits, No 547458, recommended Semester: 5–8 (3rd and 4th year), Fall and Spring

held in intensive sessions
Friday, 24.10.2008, 10:15 - 12:45, room: BA 9910
Friday, 24.10.2008, 12:45 – 18:00, room: HS 2

Assessment / Examination
Active participation in class, oral exam
+
Intensive Course, 1.00 hour, 2.00 ECTS credits, No 228459, recommended Semester: 5–8, Fall and Spring

Lecturer
Prof. Dr. Helmut Schuster
(Johannes Kepler University, Linz)

Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.

Assessment / Examination
written assignment

Course aims
Students should get an overview of the financial markets, the development of the economy in the US, the EU and Japan and the important currencies in the world. In addition they will learn to use the necessary terminology.

Course description
· Historical and current development of financial markets
· Overview of the economy of the USA, the EU and Japan
· Development and implementation of the Euro in the EU
· History, present and future trends of the Dollar
· Monetary system, foreign exchange rates
· Theory of purchasing power parity
· Macroeconomic stability

Required reading
to be announced

Case Studies English

(Fallstudien Englisch)

Interactive Course, 2.00 hours, 3.00 ECTS credits, No 54757E, No 22871E, recommended Semester: 5–8 (3rd and 4th year), weekly course, Fall and Spring,

54757E:
(Dr. Ilse Born-Lechleitner, Dr. Wolfgang Schwaiger)
Friday, 10.10.2008, 8:30 - 11:45, room: MZ 113B
Friday, 17.10.2008, 8:30 - 11:45, room: MZ 113B
Friday, 24.10.2008, 8:30 - 11:45, room: MZ 113B
Friday, 14.11.2008, 8:30 - 11:45, room: MZ 113B
Friday, 16.1.2009, 8:30 - 11:45, room: MZ 113B
Friday, 23.1.2009, 8:30 - 11:45, room: MZ 113B
Friday, 30.1.2009, 8:30 - 11:45, room: MZ 113B
or
54771E: (Dr. Eric Brewster, Dr. Wolfgang Schwaiger)
Tuesday, 7.10.2008, 17:15 - 20:30, room: BA 9912
Tuesday, 14.10.2008, 17:15 - 20:30, room: BA 9912
Tuesday, 21.10.2008, 17:15 - 20:30, room: BA 9912
Tuesday, 28.10.2008, 17:15 - 20:30, room: BA 9912
Tuesday, 4.11.2008, 17:15 - 20:30, room: BA 9912
Tuesday, 18.11.2008, 17:15 - 20:30, room: BA 9912
Tuesday, 16.12.2008, 17:15 - 20:30, room: BA 9912

Lecturer
Dr.in Ilse Born-Lechleitner, Dr. Eric Brewster
Dr. Wolfgang Schwaiger,
(Johannes Kepler University, Linz)

Entry requirements
All students will be expected to have a good command of both written and spoken English (level C1).
JKU regular students must have completed:
"English for Specific Purposes II" and 90 ECTS credits from the study field "Business and Economics"
Assessment / Examination
Written exam on a case, 3 written homeworks on cases, Research, paper and presentation of a group project, Active participation in class and group activities
Course objectives:
The aim of this course is to:
- give you the chance to practice and improve your skills in analysing problems
- develop and practice information-gathering skills
- analyse written case studies and other complex information packages
- getting exposed to business practices on the basis of cases partly using authentic material
- drawing conclusions and working out recommendations for practical business cases
- practice working in project oriented situations
- research, discuss, and report on findings
- further develop oral and written presentation skills - give you the chance to practice and improve your teamwork skills.

Course description
Language, information-gathering and analytical skills; cases related to different aspects of business, economics, politics and culture. Analysis of written cases and written and/or oral presentation of solutions. Working in project teams; activities to improve linguistic skills; exercises to practise and enhance discourse and negotiation skills.
Required reading
to be announced

European History - European Integration in historical perspective

Lecture and Tutorial, 2.00 hours, 3.00 ECTS credits, No 236050, recommended semester: 3-8, Fall, weekly course

Monday, 13:45 – 15:15, room: HS 3
October 13, 2008 – January 26, 2009

Lecturer
Prof. Dr. Peter Becker
Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.
Assessment/Examination
Oral and/or written examination at the end of the class
Course objectives
The European integration process is an important part of postwar history. Its impact is not limited to the political realm, but affects the cultural, social, and economic life as well. The course will present the development of the integration project from various perspectives in order to provide, among other objectives, a better understanding of the European Union as a political and economic project.
Course content
The course will present the political, economic, and cultural dimensions of the integration process. The argument will be organized chronologically and thematically. In a first step, I will present the very first treaties within the context of the experience of the Second World War, the economic recovery programs, and the various visions of a United Europe. The second part will discuss the successful expansion of the European Union with regard both to the inclusion of new member states and to the inclusion of new policy fields in its agenda. A third part will cast a closer look at the changes in the modes of governance at the level of the Union and of the member states. The increasing relevance of the European Parliament, the emerging networks of governance, and the strategies to overcome the perceived deficit in democratic supervision of the Brussel based commission will be the main issues. In the final part of course, I will look at the role of the integration process for the fostering of new political identities.
Required reading
Readings will be made available through the KUSSS-system for each of the sessions.

Selections in Knowledge Management: Selected Fields of Knowledge Management

(Ausgewählte Kapitel des Wissensmanagement)

Seminar, 2.00 hours, 4.00 ECTS credits, No 257310, recommended semester: 4-8, Fall, weekly course

Thursday, 9.10.2008, 15:30 - 16:15, room: SR 101
Thursday, 16.10.2008, 15:30 - 18:45, room: SR 101
Thursday, 30.10.2008, 15:30 - 18:45, room: SR 101
Thursday, 6.11.2008, 15:30 - 18:45, room: SR 101
Thursday, 27.11.2008, 15:30 - 18:45, room: SR 101
Thursday, 11.12.2008, 15:30 - 18:45, room: SR 101
Thursday, 15.1.2009, 15:30 - 18:45, room: SR 101
Thursday, 22.1.2009, 15:30 - 18:45, room: SR 101

Lecturer
Mag.[a] Rima Ashour
(Johannes Kepler University, Linz)
Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.
Further details to be announced

Additional courses in Aspects of social and intercultural competence:

Intercultural Communication: Culture, Society and Communication with a focus on Scandinavia

(Ausgewählte Aspekte der Sozialen und Interkulturellen Kompetenz)

Seminar, 2.00 hours, 4.00 ECTS credits, No 584044, recommended semester: 4-8, Fall, intensive sessions

Dates to be announced

Lecturer
To be announced
(Johannes Kepler University, Linz)
Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.
Course description
This course offers a comprehensive overview of current theories in intercultural communication as well as their application in training and empirical research. The course thus pursues a twofold aim: on the one hand it introduces participants to relevant theories and methodologies within the field of intercultural communication and on the other hand it seeks to enable students to critically evaluate and draw on different training techniques.

Social Skills in Computer-Mediated Communication

(Ausgewählte Aspekte der Sozialen und Interkulturellen Kompetenz)

Seminar, 2.00 hours, 4.00 ECTS credits, No 584062, recommended semester: 4-8, Fall, intensive sessions

Wednesday, 8.10.2008, 15:30 - 16:15, room: F 239
Wednesday, 15.10.2008, 15:30 - 18:45, room: F 239
Wednesday, 22.10.2008, 15:30 - 18:45, room: F 239
Wednesday, 5.11.2008, 15:30 - 18:45, room: F 239
Wednesday, 19.11.2008, 15:30 - 18:45, room: F 239
Wednesday, 10.12.2008, 15:30 - 18:45, room: F 239
Wednesday, 14.1.2009, 15:30 - 18:45, room: F 239
Wednesday, 21.1.2009, 15:30 - 18:45, room: F 239

Lecturer
Mag.[a] Rima Ashour
(Johannes Kepler University, Linz)
Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.

Training intercultural competence: theoretical foundations and applications

(Ausgewählte Aspekte der Sozialen und Interkulturellen Kompetenz)

Seminar, 2.00 hours, 4.00 ECTS credits, No 584063, recommended semester: 4-8, Fall, intensive sessions

Friday, 7.11.2008 , 13:45 - 16:15, room: BA 9909
Friday, 14.11.2008, 10:15 - 16:15, room: K 123A
Friday, 28.11.2008, 10:15 - 16:15, room: K 123A
Friday, 28.11.2008, 19:00 - 21:30, room: UC 5

Lecturer
To be announced
(Johannes Kepler University, Linz)
Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.

Global-international-world society

(Ausgewählte Aspekte der Sozialen und Interkulturellen Kompetenz)

Seminar, 2.00 hours, 4.00 ECTS credits, No 584064, recommended semester: 4-8, Fall, intensive sessions

Wednesday, 8.10.2008, 17:15 - 20:30, room: UC 5
Wednesday, 29.10.2008, 17:15 - 20:30, room: UC 5
Wednesday, 19.11.2008, 17:15 - 20:30, room: UC 5
Wednesday, 17.12.2008, 17:15 - 20:30, room: UC 5
Wednesday, 14.1.2009, 17:15 - 20:30, room: UC 5
Wednesday, 28.1.2009, 17:15 - 20:30, room: UC 5

Lecturer
Ass. -Prof. Dr.[in] Veronika Wittmann
(Johannes Kepler University, Linz)
Entry requirements
Exchange students will be expected to have a good command of both written and spoken English.

1. Faculty of Business, Economics and Social Sciences

Economics

1st year of study, basic level:

Introduction to Economics

(Einführung in die Volkswirtschaftslehre)

Intensive Course, 1.00 hour, 2.00 ECTS credits, No 239410, recommended Semester: 1-3 (1st and 2nd year), intensive sessions, Fall and Spring

Wednesday, 8.10.2008, 12:00 – 13:30, room: ?
Wednesday, 15.10.2008, 12:00 – 13:30, room: ?
Wednesday, 22.10.2008, 12:00 – 13:30, room: ?
Wednesday, 29.10.2008, 12:00 – 13:30, room: ?
Wednesday, 5.11.2008, 12:00 – 13:30, room: ?

Lecturer
Prof. Dr. Helmut Schuster
(Johannes Kepler University, Linz)

Entry requirements
Exchange students will be expected to have a good command of both written and spoken English. Since the textbook is in German, good comprehension knowledge of German is also a prerequisite.

Assessment / Examination
written assignment

Course description
The course gives an introduction to the main fields of economics, both macro-economics and micro-economics. Special attention is directed at problems of globalization and the world economic order. Current economic developments are integrated into the presentation.

Required reading
Schuster, Helmut (2007), VWL kompakt: Einführung in die Volkswirtschaftslehre, Linde Verlag (Wien).
The textbook is in German!

Subjects of the 3rd and 4th year of study, intermediate and advanced level:

Applied Econometrics and Statistics

Econometric Models

[Ökonometrische Modelle]

Intensifying Course, 2.00 hours, 4.00 ECTS credits, No 239011, recommended semester: 4-8, Fall, weekly course

Monday, 13:45 - 15:15, room: HF 9905
October 6, 2008 – January 26 2009

Lecturer
Dr. Martin Halla (www.econ.jku.at/halla)

Entry requirements
This intensifying course is intended for participants of the course "238217 Econometric Models", which should be attended simultaneously. Basic knowledge in algebra, probability and statistics is a prerequisite! For further information on courses in econometrics refer to http://www.econ.jku.at/167/

Assessment / Examination
Course grading consists of problem sets (50%), reading assignments (10%), an individual project (30%), and a group project (10%)

Course objectives
The purpose of this intensifying course (and the respective course) is to introduce students - primarily of economics and statistics – to econometrics.

Course Content
- Introduction to Stata
- Simple regression model
- Multiple regression model
- Inference
- Functional form, goodness-of-fit, prediction, residual analysis
- Qualitative information (binary variables), heteroskedasticity

Required reading
Wooldridge, Jeffrey M. (2003), *Introductory Econometrics: A Modern Approach*, 3rd (or higher), South Western College Publishing, Mason (Ohio).

Financial Markets and International Finance

Balance of Payments and Exchange Rates

[Zahlungsbilanz und Devisenmarkt (EK)]

Intensive Course, 2.00 hours, 3.00 ECTS credits, No 239110, recommended semester: 4-8, weekly course, Fall and Spring

Tuesday, 13:45 - 15:15, room: HS 6
October 7, 2008 – January 27, 2009

Lecturer
Dr. Francois Joseph

Assessment / Examination
Midterm and final exam

Course aims
In this introductory course to the core field of "Financial Markets and International Finance", students will be introduced to the monetary aspects a country's international economic transactions. They will develop

an understanding of important concepts like balance of payments, the exchange rate, currency markets, international capital mobility, purchasing power parity, and interest rate parity. This will enable them to better understand and interpret recent developments on international financial markets, and to make use of this towards more rational decisions by international companies and investors. In addition, we aim at a thorough understanding of the role that international monetary aspects play for economic policy. Specifically we shall address the policy options available to governments in the present era of economic globalization, especially with respect to international currency systems (flexible vs. fixed exchange rates, currency unions).

Course description

Systematic representation of all foreign transactions (international trade, international capital turnover) of an economy in the balance of payments. Relationship between these transactions and domestic investment and savings, as well as the domestic government budget deficit. Incentives for foreign exchange transactions, with special emphasis on international capital flows, interest rates and currency risk. Impact of exchange rate movements on domestic goods markets and domestic employment. Balance of payments equilibrium under fixed exchange rates. Monetary and fiscal policy towards internal and external equilibrium at fixed and flexible exchange rates. Essential problems of alternative currency systems with special emphasis on the European Monetary Union.

Required reading

Textbook: Krugman, Paul R. & Maurice Obstfeld: International Economics: theory and policy, 5th or 6th ed., Pearson: Addison-Wesley, 2006

In addition: Caves, Richard E., Jeffrey A. Frankel & Ronald W. Jones: WorldTrade and Payments - An Introduction, 8th ed., Reading, Mass: Addison-Wesley,1999

Financial Markets and International Finance

[Finanzmärkte und internationale Währungsbeziehungen)]

Interactive Course, 2.00 hours, 4.00 ECTS credits, No 239116, recommended semester: 4-8, weekly course, Fall and Spring

Wednesday, 13:45 - 15:15, room: HS 4 October 15, 2008 – January 28, 2009

Lecturer

Dr. Francois Joseph

Entry requirements

The course "balance of payments and exchange rates" (LVA 239110) should be attended simultaneously.

Assessment/Examination

Participation in class, class assignments and final exam.

Course aims

This is an intensifying course, which is related to the parallel offered course "Balance of Payments and Exchange Rates", 239110. The knowledge obtained in the course will be intensified with examples and special exercises.

Course description

Systematic representation of all foreign transactions (international trade, international capital turnover) of an economy in the balance of payments. Relationship between these transactions and domestic investment and savings, as well as the domestic government budget deficit. Incentives for foreign exchange transactions, with special emphasis on international capital flows, interest rates and currency risk. Impact of exchange rate movements on domestic goods market and domestic employment. Balance of payments equilibrium under fixed exchange rates. Monetary and fiscal policy towards internal and external equilibrium at fixed and flexible exchange rates. Essential problems of alternative currency systems with special emphasis on the European Monetary Union.

Required reading

Textbook: Krugman, Paul R. & Maurice Obstfeld: International Economics: theory and policy, 5th or 6th ed., Pearson: Addison-Wesley, 2006

In addition: Caves, Richard E., Jeffrey A. Frankel & Ronald W. Jones: WorldTrade and Payments - An Introduction, 8th ed., Reading, Mass: Addison-Wesley,1999

Industrial Organization, Managerial and International Economics

Managerial Economics

[Managerial Economics (EK)]

Intensive Course, 2.00 hours, 3.00 ECTS credits, No 239134, recommended semester: 4-8, weekly course, Fall and Spring

Thursday, 16:15 - 18:45, room: HS 15 October 9, 2008 – January 29, 2009

Lecturer

Prof. Dr. Rudolf Winter-Ebmer

Entry requirements

basic knowledge of micro-economics

JKU regular students must have completed at least 40 ECTS credits from the study field “Business and Economics”

Course objectives

The course in Managerial Economics will give a short introduction into economic topics, which are important for business students and applied economists. The main issue is to show how rigorous modelling can help to understand important phenomena in business enterprises. Economic principles can so assist in focussing and organizing ideas, to explain real world behaviour and to make well-informed decisions.

Course Content

The topics covered can be brought into two main headings:

· Topics from Organization and Management of Firms:
  Organization principles, efficiency, transaction costs
  Problems of private information: insurance, moral

hazard, adverse selection, signaling
Performance incentives, Principal-Agent Problems
Personnel and Human Resources Management, Compensation systems and motivation

- Topics from Industrial Organization:
  Theories of choice, uncertainty, risk and intertemporal decisions
  Game theory, organization of markets, market entry
  Business strategy in different market structures: competition, monopoly and oligopoly
  Special topics of multi-plant firms
  Transfer prices

Assessment

- 2 exams, 48 points each, mostly MC questions,
- 2 homeworks during the term: to get a positive grade, you must deliver at least one homework by email at the agreed date to the Teaching Assistant.
- If you submit 2 homeworkes you will get 6 additional points.
- Total sum of points (including the extra points) must be higher than 48 for a positive result.

Required reading

Mansfield, Edwin: Managerial Economics, 6th edition, Norton, NY, 2005 (main source). There will be a textbook option. More information will be given in the course.

Firm Organization and Personnel Economics

(Firmenorganisation und Personalökonomik)

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 239128, recommended Semester: 4-8, Fall, intensive sessions

Tuesday, 7.10.2008, 13:45 - 15:15, room: HS 3
Monday, 13.10.2008, 15:30 - 17:00, room: HS 4
Tuesday, 14.10.2008, 12:00 - 13:30, room: HS 6
Monday, 20.10.2008, 13:45 - 15:15, room: HS 4
Tuesday, 21.10.2008, 12:00 - 13:30, room: HS 6
Monday, 27.10.2008, 13:45 - 15:15, room: HS 5
Tuesday, 28.10.2008, 15:30 - 17:00, room: HS 3
Monday, 3.11.2008, 15:30 - 17:00, room: HS 2
Tuesday, 4.11.2008, 15:30 - 17:00, room: HS 3
Monday, 10.11.2008, 13:45 - 15:15, room: HS 5
Tuesday, 11.11.2008, 15:30 - 17:00, room: HS 3
Monday, 17.11.2008, 13:45 - 15:15, room: HS 10
Monday, 24.11.2008, 13:45 - 15:15, room: HS 16

Lecturer

Dr.in Doris Weichselbaumer

Entry requirements

basic knowledge of micro-economics
JKU regular students must have completed 90 ECTS credits from the study field "Business and Economics"

Course objectives

Students learn to consider topics from human resources management and firm organization from an economic angle.

Course Content

This course covers the main topics of Human Resources Management focussing on the principles of modern Personnel Economics. The main aim of the course will be the discussion of economic (analytic) methods that can explain personnel decisions and organizational structures of firms. Topics covered include recruitment decisions, compensation systems, evaluation and promotion strategies, turnover of workers, downsizing, team work, performance pay, training, etc. Throughout the course possible solutions for coordination and motivational problems as well as for problems of asymmetric information are discussed.

Required reading

The course is based exclusively on literature by faculty members of the Graduate School of Business at Stanford University.
Lazear, Edward P.: Personnel Economics for Managers, Wiley, 1998
Baron, James N. and David M. Kreps: Strategic Human Resources – Frameworks for General Managers, Wiley 1999.
Milgrom, Paul and John Roberts: Economics, Organization and Management, Prentice-Hall, 1992.

Economic Theory

Microeconomic Theory

[Mikroökonomische Theorie]

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 239101, recommended semester: 5-8, weekly course, Fall

Tuesday, 15:30 - 17:00, room: K 034D
October 7, 2008 – January 27, 2009

Lecturer

Prof. Dr. Joseph Francois

Entry requirements

basic knowledge of micro-economics
JKU regular students must have completed 90 ECTS credits from the study field "Business and Economics" and should have attended the course
"Mathematical Methods of Economic Theory"

Assessment / Examination

Midterm and final exam

Course purpose

The purpose of this course is to introduce students to microeconomic modelling of producer and consumer behaviour at a more advanced level. Ideally, students will have attended the introductory course on Mathematical Methods of Economic Theory before entering this course, or will have been equivalently prepared. The course is primarily focused on optimal behaviour of producers and consumers. In addition, the course aims at an understanding of strategic interdependencies between individual firms under different forms of competition. All of this leads us to a mapping of firms and households interaction on goods and factor markets. Most importantly, it allows us to identify conditions under which the coordination of such decentralized decision making through the market mechanism yields an optimal outcome, and to explore policy options if these conditions are violated.

Course content
Optimal decision of producers under given technology and given input and output prices - impact of price changes on firm behaviour (goods supply, input demand). Optimal consumption decisions by households under given preferences, and under given income and goods prices - impact of price changes on consumption behaviour (goods demand, factor supply). Measuring the impact of price and income changes on households' utility. Aggregation: moving from the level of individual firms and households to the level of an entire economy. Coordination of household and firm decisions: price mechanism and optimality of the market outcome under perfect competition. Violation of optimality through market power. Individual decision making and market efficiency under information asymmetries and uncertainty.
Required reading
Primarily: Varian, Hal R.: Microeconomic Analysis, 3rd ed., New York - London: W.W.Norton & Company, 1992

Microeconomic Theory

[Mikroökonomische Theorie]

Interactive Course, 1.00 hours, 2.00 ECTS credits, No 239114, recommended semester: 5-8, weekly course, Fall

Wednesday, 15:30 - 17:00, room: K 153C
October 15, 2008 – January 28, 2009

Lecturer
Prof. Dr. Joseph Francois
Entry requirements
The course "microeconomic theory" (LVA 239101) should be attended simultaneously.
JKU regular students must have completed 90 ECTS credits from the study field "Business and Economics"
Assessment/Examination
Participation in class, class assignments and final exam.
Course aims
This is an intensifying course, which is related to the parallel offered course "Microeconomic Theory", LVA 239101. The gained knowledge will be practised and intensified with examples and special exercises.
Course description
see LVA 239101 'Microecomic Theory'
Required reading
Primarily: Varian, Hal R.: Microeconomic Analysis, 3rd ed., New York - London: W.W.Norton & Company, 1992
In addition: Andreu Mas-Collel, Michael D. Whinston & Jerry R. Green: Microeconomic Theory, New York - Oxford: Oxford University Press, 1995

Economic Theory of the Public Sector

[Ökonomische Theoriedes öffentlichen Sektors]

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 239505, recommended semester: 6-8, weekly course, Fall

Tuesday, 10:15 – 11:45, room: UC 6
October 7, 2008 – January 27, 2009

Lecturer
DDr. Johann K. Brunner
Entry requirements
Intensive Course "Mathematical Methods in Economics" JKU regular students must have completed 90 ECTS credits from the study field "Business and Economics".
Course objectives
In this course the most important (micro-)economic concepts for an investigation of the role of the state in a market economy are presented. The main focus is on normative analysis. The predominant criteria for an assessment of the outcome of an economy are defined (in particular, the Pareto-criterion, but also other criteria represented by social welfare functions). Moreover, working with a theoretical model of an economy it is analysed, to which extent a pure market economy satisfies these criteria, and, more generally, what are the consequences of government activities.
Course content
I. Introduction
II. Pareto-optimality in a market economy
II.1. The basic model on an economy
II.2. Pareto-efficient allocations
II.3. Conditions for a Pareto-optimal use of goods and resources
II.3.A. Efficient exchange
II.3.B. Efficient production
II.3.C. Efficient structure of production - coordination of production and consumption
II.4. Pareto-efficiency of a general equilibrium of a market economy
II.5. Remarks and extensions
Appendix II.A. The marginal rate of transformation
Appendix II.B. General equilibrium
III. Ranking Pareto-incomparable allocations
III.1. Compensation Principle
III.2. Social Welfare Functions
III.2.1. Definition
III.2.2. Types of Social Welfare Function
III.2.3. Remarks
IV. Social Choice Theory
IV.1. Introduction
IV.2. Social choice and public choice
V. Measuring individual welfare changes
V.1. Consumer surplus with more than one good
V.2. Compensating variation, equivalent variation, consumer surplus VI. Pareto-efficiency in an economy with a collective good
VI.1. The Samuelson-condition
VI.2. Pareto-efficiency of the Lindahl equilibrium
Course assessment
To finish the course successfully,
(1) you have to pass the final exam and
(2) two times during the term you have to prepare a written solution of the weekly problem(s). You can deliver the homework to the secretary (Fr. Dorfer, K 102 A) or bring it to the course in the following week.

Theory and Institutions of Economic Policy (Introductory Course)

[Theorie und Institutionen der Wirtschaftspolitik (EK)]

Intensive Course, 2.00 hours, 3.00 ECTS credits, No 239213, recommended semester: 4-8, weekly course, Fall and Spring

Tuesday, 13:45 - 15:15, room: BA 9911
October 7, 2008 – January 27, 2009

Lecturer
Dr. Scharler Johann
Entry requirements
Good knowledge of micro-and macroeconomics at introductory level.
JKU regular students must have completed at least 40 ECTS credits from the study field "Business and Economics" including the interactive and the intensive courses „Income, Inflation and Unemployment", 10 ECTS credits.
Assessment / Examination
Homework assignments, midterm and final exam.
Course aims
The aim of the course is to deepen and extend the knowledge of macroeconomics at an intermediate level. We will focus on two broad issues, namely economic growth theory and business cycle theory. Growth theory deals with the question why standards of living as measured by per capita GDP improve in the long run. Business cycle theory asks why we observe short-run fluctuations in GDP. To study these issues we will develop and analyze some simple models. These models are largely similar to those already introduced in Economics I and differ mainly in two respects: First, we will make use of microeconomic methods to study the behavior of households and firms. And second, the intertemporal nature of macroeconomic issues will be emphasized to a greater extent.
Required reading
Stephen D. Williamson, Macroeconomics, 3rd Edition, Pearson Addison Weseley.

Economic Growth

[Struktur und Wachstum der Wirtschaft]

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 239329, recommended semester: 4-8, Fall, weekly course

Tuesday, 13:45 - 15:15, room: HS 12
October 7, 2008 – January 27, 2009

Lecturer
Prof. Dr. Landesmann Michael
Entry requirements
JKU regular students must have completed at least 90 ECTS credits form the study field "Business and Economics"
Assessment/Examination
regular attendance, written exams
Course description
This is a course on the **advanced theory of economic growth**. As growth in today's highly interdependent international economy does not take place in an isolated national (or regional) setting, we emphasize in this course the interface between economic growth and international economics. We shall also refer to additional empirical analyses of growth processes.

1. Growth theory: An Introduction
   · A short history of theories of economic growth (classical, post-Keynesian, neoclassical)
   · Growth theory and industrial economics
   · Growth theory and international economics
   · New ('endogenous') growth theory
2. The basic Solow-Swan Model
   · Steady-state properties
   · 'Golden Rule' of Capital Accumulation and Dynamic Inefficiency
   · Transitional Dynamics
   · Absolute and Conditional Convergence
3. Introducing Technical Progress
   · Varieties of Technical Progress
   · The Solow-Swan model with labour-augmenting technical progress
   · A quantitative measure of the speed of convergence
   · Basic properties of endogenous growth models:
   · The AK Model
   · Implications for convergence
   · The possibility of poverty traps
4. The Ramsey Model (Growth with Consumer Optimization)
   · Intertemporal utility maximisation
   · Ramsey rule of optimal saving
   · The Euler Equation
   · Steady-state properties and transitional dynamics
   · Behaviour of the savings rate
5. Endogenous Growth Models
   · Properties of the AK Model
   · Models with physical and human capital
   · Models with Learning-By-Doing and Knowledge Spillovers
   · Scale Effects
6. Endogenising Technological Change
   · Models with an Expanding Variety of Products
   · Models with Improvements in the Quality of (Intermediate or Final) Products
7. International Dynamics of Growth
   · Diffusion of Technology
   · Leader-Follower Models
   · Implications for Convergence
   · Leapfrogging
   · Foreign Investment
8. Trade and Growth
   · Integrating growth and trade theory
   · Dynamics of comparative advantage
   · Learning-by-doing and comparative advantage
9. Growth and Business Cycles
   · Schumpeterian models of creative destruction
   · General Process Technologies (GPTs) and Schumpeterian Waves
10. Growth and Income Distribution
   · Sources of changes in the distribution of income

- The effects of income distribution on economic growth and vice versa

11. Empirics of International/Regional Growth
    - Current state of convergence/divergence analysis
    - Methodological issues in testing old and new growth theories

Required reading

Main textbook:

Robert J. Barro and Xavier Sala-I-Martin: *Economic Growth*, MIT Press, Cambridge Mass., 2nd edition, 2004.

A less advanced textbook is: Charles I. Jones: *Introduction to Economic Growth*, 2nd edition.

On the integration of trade and endogenous growth theory, see:

G.M. Grossman and E. Helpman: *Innovation and Growth in the Global Economy*; MIT Press, 1991.

G.M. Grossman and E. Helpman: *Technology and Trade*; in: G.M. Grossman and K. Rogoff, eds: Handbook of International Economics, Vol. III, North-Holland, Amsterdam, 1996.

On the relationship between growth and cycles and income distribution and growth:

P.Aghion and P. Howitt: *Endogenous Growth*, MIT Press 2000.

A good introductory text into the field is: E. Helpman: The Mystery of Economic Growth; Harvard Univ. Press; 2004.

A survey of econometric work on growth is provided in: J. Temple: The New Growth Evidence; Journal of Economic Literature; 37, March; 1999.

Additional literature on the empirical analysis of growth : (should be looked at in the first 4 weeks of the course; subject to change; master copies will be available in the secretariat)

- Robert J. Barro: Economic Growth in a Cross Section of Countries
- Shaohua Chen and Martin Ravallion: How did the world's poorest fare in the 1990s?
- Charles I. Jones: On the Evolution of the World Income Distribution
- N. Gregory Mankiw: The Growth of Nations
- Lant Pritchett: Divergence, Big Time

Growth, Business Cycles and Unemployment

(Wachstum, Konjunktur und Arbeitslosigkeit)

Interactive Course, 2.00 hours, 4.00 ECTS credits, No 239122, recommended semester: 4-8, weekly course, Fall

Tuesday, 13:45 - 15:15, room: K 034D
October 7, 2008 – January 27, 2009

Lecturer

Dr. Eddy Bekkers

Entry requirements

- "Theory and Institutions of Economic Policy" in the same or previous semester
- In addition JKU regular students must have completed at least 40 ECTS credits from the study field "Business and Economics" including the interactive and the intensive courses „Income, Inflation and Unemployment", 10 ECTS credits

Assessment / Examination

Students are expected to solve problems in class, final exam.

Course aims

This is the intensifying course to „Economic Growth, Business Cycles, and Unemployment". Based on the material discussed in the lecture, we will consider specific macroeconomic problems. An explicit aim of the course is the active participation of students, i.e. you will be asked to prepare problems and demonstrate their solutions in class. Students should first take the course "Economic Growth, Business Cycles, and Unemployment" before they take the intensifying course.

Required reading

Olivier J. Blanchard, Macroeconomics, 3rd Edition, 2003, Prentice Hall,

Stephen D. Williamson, Macroeconomics, 2nd Edition, 2005, Pearson Addison Weseley.

Advanced Macroeconomics

[Fortgeschrittene Makroökonomie]

Intensive Course, 2.00 hours, 4.00 ECTS credits, No 239334, recommended semester: 4-8, Fall, weekly course

Wednesday, 13:45 - 15:15, room: K 224B
October 8, 2008 – January 28, 2009

Lecturer

Prof. Dr. Landesmann Michael

Entry Requirements:

- Minimum of 40 ECTS credits in the field of Business and Economics including the courses „Income, Inflation and Unemployment" (10 ECTS credits) from the first part of studies.
- "Theory and Institutions of Economic Policy", 3 ECTS credits
- "Growth, Business Cycles and Unemployment", 4 ECTS credits

Assessment/Examination

regular attendance, written exams

Course description

1. i) Short review of the (post war) history of macroeconomic theory
ii) Circular flows and national income accounts
iii) Expectations formation
iv) Intertemporal savings - expenditure plans
2. Intertemporal budget constraints – transversality conditions
   - for a country
   - for the household sector
   - for the consolidated private sector
   - discussion of the Modigliani-Miller theorem
   - discussion of the Ricardian aquivalence theorem
   - balance of payments and the real exchange rate
3. Modern consumption theory
4. Modern investment theory
5. Real business cycle theory and other cycle theories
6. Microeconomic foundations of New Keynesian

Economics
- product markets
- labour markets
- capital markets

7. ‘Does Monetary Policy Affect Output?’ and debate on Fiscal Policy
8. Topics in Open Economy Macroeconomics

Required reading

Principal Texts for this course:
Romer: *Advanced Macroeconomics*; 3rd edition, McGraw-Hill; 2006
Handbooks of Monetary Economics (edited by Friedman and Hahn), North-Holland
Handbooks of Macroeconomics (edited by Taylor and Woodford), North-Holland
Obstfeld and Rogoff: *Open Economy Macroeconomics*; MIT Press
Additional articles will be referred to in the course.