

Compulsory modules – Financial Management

	Module title	Module description	Semester	ECTS
3FW-BWLMA-10	Fundamentals of Business Administration and Marketing	Students understand business administration as a branch of economic science. They know real and scientific objects as well as methods of the subject and are able to differentiate between the individual disciplines of business administration. Students are familiar with the value creation process and understand marketing as a key component of market-oriented corporate management. Focus is placed on classical instruments and methods as well as modern forms of marketing.	1	5
3FW-FIBU-10	Financial Accounting	Students understand commercial accounting as an instrument for recording the performance processes in a company. They are familiar with the abstract legal regulations and can draw conclusions about the corresponding legal consequences. Students possess skills that enable them to record and process actual business transactions in IT application systems.	1	4
3FW-WIMA-10	Business and Financial Mathematics	This module provides students with fundamental mathematical skills in calculus, linear algebra, linear optimization, and financial mathematics tailored to the requirements of economic science.	1	5
3FW-BÜRE-10	Civil Law (BGB)	The module provides an introduction to the basic structures of private law in general and civil law in particular. Focus is placed on contract law as the core of private law and the economic system. Furthermore, the module gives an introduction to the elements of public law.	1	4
3FW-BILA-20	Balance Sheets and Taxes	Building on the technique of double-entry accounting, the module covers the conceptual principles of external accounting as well as the components of financial reporting. Drawing on the economic purpose of accounting, students are familiarized with the legal basis and the specific structure of national commercial law (HGB) and international financial reporting (IFRS). Moreover, the module deals with the basic principles and the systematics of selected types of business taxes (income tax, corporate income tax, VAT).	2	5
3FW-MIKRO-20	Microeconomics	Students acquire basic knowledge of economics, which enables them to analyze and assess business issues from an economic perspective. Focus is placed on the discussion of individual economic issues.	2	5

Degree program: Financial Management, Banking and Insurance Management, Dresden University of Cooperative Education (last updated: October 2022)

3FW-STAWA-20	Statistics and Probability Theory	The module provides students with knowledge of mathematical-statistical methods and the principles of probability theory. On this basis, they acquire fundamental competencies for empirical academic work.	2	5
3FW-BAENG-20	Basic English for Business and Financial Services	This English language module meets the needs of Bachelor students in cooperative degree programs, provides an introduction to general aspects of business and finance in a company environment and offers an intercultural perspective. Common European Frame of Reference: B-level	2	4
3FW-INFMG-30	Information Management	The module emphasizes the relevance of the application of modern information technology. Based on the requirements of the degree program, the tasks, and potentials of IT as a service provider but also as a provider of value creation are covered. Focus is placed on the basic understanding of the contributions of IT in the realization of digital business processes. This includes exercises in the handling of structured data and exercises in the evaluation of this data for value creation in the sales, consulting, or management process. Students thus deepen their understanding of the complexity of IT and increase their awareness of how to achieve a high level of quality and reliability in IT support.	3	5
3FW-INFI-30	Investment and Financing	The module focuses on the management of financing and investments as core topics in financial economics. Students are familiar with the methods for assessing the benefits of investment projects. They are able to evaluate financing options from an economic point of view. This enables them to understand and apply approaches to integrated planning of investment and financing programs. Furthermore, the module deals with the contents and methods of balance sheet	3	5
3FW-MAKRO-30	Macroeconomics	Students obtain a basic understanding of the macroeconomic interrelationships of output, interest rates, inflation, and unemployment. Focus is placed on business cycle theory in the short to medium term, including the impacts of fiscal and monetary policy.	3	5
3FW-WIRE-30	Business Law	The module imparts the basic knowledge of business law which is relevant for the practical part of the degree program. Focus is placed on commercial and corporate law as well as labor law.	3	4
3FW-ORPER-40	Organization, Human Resources and Project Management	Students understand the organizational and human resources challenges that corporate management faces. The part on Human Resources Management provides knowledge of the range of services in this field as the sum total of employee-related	4	5

		management and administrative tasks in a company. Project Management familiarizes students with the planning and management of projects.		
3FW-KOCON-40	Cost Accounting and Controlling	The module provides an introduction to the field of internal accounting and controlling. Students understand the differences between external and internal accounting and can apply fundamental cost accounting procedures and controlling methods.	4	5
3FW-WIPOL-40	Applied Economic Policy	Economic activity and market outcomes are influenced by public economic policy in numerous ways: e.g., in the form of patent law, investment promotion, social insurance and economic stimulus packages. On a theoretical level, the module examines the justification and desired consequences, and, on an empirical level, the real effects of different economic policy measures in Germany and the European Union. Further course contents include current challenges of economic policy (e.g., demographic change).	4	5
3FW-ADENG-40	Advanced English for Financial Services	This course systematically develops key language skills for efficient communication in the fields of business, financial services, and insurance. Great emphasis is placed on helping students boost their lexical range (financial and insurance terminology). The course also encourages students to sharpen their communication skills and draw on their own experiences at work in the banking and insurance business. Authentic materials and motivating activities provide constant opportunities for discussion and maximize learner involvement. Common European Frame of Reference: C-level	4	4
3FW-INTMA-50	Integrated Management	The module "Integrated Management" serves as an intellectual bracket around the functional and product-oriented course contents of the various semesters of the program. Starting out from the corporate life cycle and the levels of corporate management, focus is placed on fundamental and specific questions of the normative, strategic, and operational management of companies. The module provides the theoretical foundation from which students can apply their practical work experience, with a particular focus on issues of normative and strategic corporate management and the design of change processes. Students are able to grasp human resource management concepts. They are aware of the interrelationships between structural and procedural organization and selected human resource management concepts. Furthermore, the module includes an	5	5

		introduction to the basic problems of general ethics and the presentation of current concepts of business and corporate ethics.		
3FW-DIGAW-50	Digital Transformation - Working Environment	The module imparts sound knowledge related to the impact of digital transformation on value creation processes in all business units. Modern technologies are changing the world of work, leading to both new job profiles and altered competence requirements in businesses. These are addressed with particular reference to financial service providers.	5	4
3FW-DIGEM-60	Digital Transformation – Business Models	The module provides students with in-depth knowledge of the corporate strategy of financial service providers. Using interactive teaching methods, students learn to see financial service providers as part of the overall economy and to derive the effects of changing framework conditions on optimal corporate strategy. They reflect on the idea of the business model and its differentiation and overlap with competing approaches. Students become familiar with marketing and sales as two key dimensions of business model design, which they then evaluate on the basis of case studies.	6	5

Compulsory modules – Banking

Module code	Module title	Module description	Semester	ECTS
3FW-GRUBA-10	Fundamentals of Banking Management	The module imparts knowledge of the nature and functions of banks in the context of society as a whole and of the various banking services. Focus is placed on payment transactions and the deposit business, taking into account legal regulations.	1	6

Degree program: Financial Management, Banking and Insurance Management, Dresden University of Cooperative Education (last updated: October 2022)

3FW-WPMT-20	Securities Management	Students acquire knowledge of essential asset classes and their characteristics, risks and returns, including the legal and fiscal framework for financial instruments. Further emphasis is placed on the related services and supplementary services (including advisory, administrative, and custodial services) provided by credit and financial services institutions.	2	5
3FW-KRED-30	Lending Business	Students acquire comprehensive knowledge of the lending business of credit institutions and their legal framework. Focus is placed on knowledge of methods of financing and their collateral in the private and corporate customer business as well as in the public sector. This enables students to evaluate and advise on credit transactions from a perspective of risk and return.	3	5
3FW-DERIV-40	Derivates	Students acquire a deeper knowledge of derivative financial instruments in terms of their structure, function, calculation principles and areas of application.	4	5
3FW-CFINV-50	Corporate Finance and Investment Banking	The section on corporate finance focuses on the acquisition of fundamental knowledge of capital market theory, corporate finance, and valuation. Investment banking covers services that go beyond the traditional financing business.	5	5
3FW-RISKB-50	Risk Management in Banks	Students acquire profound knowledge of risk management, with a focus on quantitative methods. They become familiar with the typical risks in the banking business, including their modeling, measurement, analysis, and control.	5	5
3FW-BAST-60	Bank Management	In this module, students acquire sound knowledge of bank management. Focus is placed on a profound understanding of the legal framework, models for determining bank performance, and the definition of business policy objectives. A business game simulates banking business sectors such as deposit and lending business as well as asset management, taking into account different customer segments (private and corporate customers) as well as the bank's internal processes (including human resources, IT, risk controlling).	6	5
3FW-VERMA-60	Insurance and Sales Management	The module provides students with fundamental knowledge of the insurance business and the characteristics of different insurance services. Building on the knowledge of marketing, students also gain knowledge of the nature and specifics of marketing in the banking and financial services sector. The acquired knowledge is applied and consolidated through a practical complex task that is solved in a team.	6	6

Compulsory modules – Insurance Management

Module code	Module title	Module description	Semester	ECTS
3FW-VGLVM-10	Fundamentals of Insurance Management	The module provides an insight into the economic operations of an insurance company. The contents focus on the acquisition of knowledge of institutionally oriented insurance management. References are drawn to sub-fields of general economics and insurance science. Students understand and are proficient in the fundamentals of insurance management, the social insurance system in Germany. In addition, the module covers the essential principles of insurance contract law and insurance supervision law. The contents form the foundation for the application in industry-specific issues.	1	6
3FW-VPKSV-20	Private Motor Vehicle, Property and Asset Insurance	The module imparts comprehensive knowledge of the classic area of composite insurance, which is most important for the insurance industry in terms of turnover. This includes the structural units of property insurance, liability insurance, motor vehicle insurance and legal expenses insurance in the segment of personal lines insurance.	2	5
3FW-VPKAV-30	Personal Pension Schemes, Risks Provision and Health Care	Students gain an overview of the product range in the area of personal pension schemes, risk provision and health care in the segment of personal lines insurance. Starting out from the structure and significance of the German old-age pension system as well as future influencing factors and developments, the module presents product solutions. The part on private risk provision covers the products of casualty insurance and occupational disablement insurance, while the part on private health provision includes the products of private health and nursing care insurance, taking into account risk aspects, performance characteristics and specific tax features.	3	5
3FW-VGKSV-40	Commercial Motor Vehicle, Property and Asset Insurance and Occupational Pension Provision	This module deals with the significance and different forms of occupational pension schemes for companies and their employees as well as related practical issues and their This includes a consideration of the legal framework in terms of labor law, tax law and social security law. Furthermore, the module provides a comprehensive introduction to motor vehicle, asset, and property damage insurance in the business	4	5

		customer segment. Practical examples are used to consolidate the acquired knowledge.		
3FW-VRSVM-50	Strategic Risk and Sales Management	The module covers all risk categories (market risks, underwriting risks, financial risks, and operational risks) in an integrated approach, taking into account current developments. Special emphasis is placed on the implementation of risk management in companies. Furthermore, the module includes topics on strategic thinking, competitive advantages, and customer benefits, which form the basis for operational sales management.	5	5
3FW-VFALM-50	Financial Asset Management	Students acquire knowledge of essential classes of assets including their characteristics, risks and returns, as well as the legal and fiscal framework for financial investments. Further emphasis is placed on the related consulting services provided by financial investment brokers and their professional duties.	5	5
3FW-VROVM-60	Operational Sales Management	Students acquire knowledge of methods and instruments of successful sales management. They are able to understand the significance and role of sales in a company and the interplay between marketing and sales tasks. For this purpose, the complex sales system is split into individual tasks in order to elucidate the decision-making problems involved in the respective tasks of sales. The application-oriented part of the module familiarizes students with the importance of marketing, sales, reinsurance, investment business and controlling, and enables them to understand the interdependencies between these areas. Students make independent management decisions at various simulation levels for an insurance company. Furthermore, they acquire an in-depth understanding of the special economic features of the insurance industry.	6	6
3FW-VSCHA-60	Active Claims Management	Increasing competition and changes in the regulatory environment have put the insurance industry under greater pressure as it seeks to sustainably increase profitability in its core business. This module provides students with knowledge on how companies can strategically differentiate themselves from the competition and generate added value for customers. Claims management is discussed as a strategic success factor for companies. The module aims to convey the positioning of claims management in the conflicting areas of customer satisfaction, claims expenditure and claims handling costs.	6	4

Degree program: Financial Management, Banking and Insurance Management, Dresden University of Cooperative Education (last updated: October 2022)

Compulsory elective modules – Financial Management

Module code	Module title	Module description	Semester	ECTS
3FW-WPPF-50	Project Funding	Based on the knowledge of financing, particularly of the lending business, equity financing, capital market products and municipal financing, students apply and consolidate the acquired knowledge by structuring and implementing a project funding of a private or public infrastructure project.	5	5
3FW-WPBM-50	Fraud Management	Against the backdrop of cost savings and premium optimization in insurance companies, increasing importance is being attached to successfully tackling insurance abuse and fraud. The module aims to present the issues of insurance fraud and abuse and to impart methods for their detection and professional handling. The topics are linked to supervisory, criminal and data protection aspects.	5	5
3FW-WPAM-50	Agile Working Methods	The module focuses primarily on the sustainable improvement of professional skills in the area of key qualifications. Students acquire decision-making competence to select and apply a suitable methodology for solving concrete tasks under transdisciplinary framework conditions. This module focuses on problem-based learning. Emphasis is placed on the application of agile working methods with a focus on the method of design thinking and their integration as a management task in the corporate context. Primary focus is on the intention to meet the needs of individuals and to combine these with technical feasibility as well as economic strategy to create a customer benefit with market potential. Through iteration, the entire design cycle is worked through, starting with an initial idea, and ending with the final prototype. Real challenges of companies are used for the definition of the problem. The module follows the concept of action orientation. Using a concrete example, students identify options for reasonable approaches from the definition of the problem to the solution.	5	5
3FW-WPQM-50	Services Quality Management	The quality of a its products and processes is a crucial factor for the success of a company. This means that great importance is attached to successful, effective quality management. Knowledge of this area is therefore considered a key qualification. This module provides fundamental knowledge about concepts and methods of quality management of services as well as their application.	5	5

Degree program: Financial Management, Banking and Insurance Management, Dresden University of Cooperative Education (last updated: October 2022)

3FW-WPZDT-60	Future Workshop "Digital Transformation "	The module explores and discusses the possibilities, consequences, and preconditions of technology-induced change at the academic-technical, political-legal, and moral-ethical levels. Furthermore, it seeks answers to the question of what these mean for employees, companies, and society.	6	5
3FW-WPEM-60	Empirical Methods	Using the example of a financial, management or economic problem, students acquire in-depth knowledge of empirical work. Particular emphasis is placed on the processing of a large amount of data, from data acquisition and data preparation to data analysis and interpretation.	6	5
3FW-WPBP-60	Business Planning / Business Case Management	The module imparts further fundamental knowledge of business administration and the drafting of business plans. Following this, students work in teams to implement a business plan based on a concrete case study and summarize the results in the form of a group presentation. In addition, the teams are given detailed feedback on their projects by the supervising lecturers.	6	5
3FW-WPIKK-60	Intercultural Competence	The module imparts intercultural, social, and communicative competences. Students are enabled to perceive culture-related differences in perception, thinking, feeling, acting, and judging in themselves and others, to analyze them against the backdrop of their own cultural orientation system and that of others, and to effectively design communication processes in professional situations.	6	5

Practical modules - Banking

Module code	Module title	Module description	Semester	ECTS
3FW-PMKI-10	Financial Institutions and their Environment	In the first practical phase, students become familiar with their partner companies and the areas of responsibility within the company. Focus is placed on the operational fields of the respective financial institutions with their tasks as well as products and services. Furthermore, students develop communication, presentation, and moderation techniques, which are fundamental prerequisites for successful cooperation. The presentation skills are systematically applied by the students in the form of a presentation on an assigned bank-specific topic.	1	6
3FW-PMBG-20	Services, Processes and Developments in the Banking Industry (Fundamentals)	During the second practical phase, students are prepared to provide advisory services and sell financial products. To this end, they become familiar with the broad spectrum of tasks of a customer advisor and acquire fundamental knowledge of the various products/services, processes, and developments of their partner company. In particular, students acquire fundamental knowledge of key investment and financing products. The development of relevant skills is promoted through active customer contact. In order to enhance their management skills, students gain essential skills in academic work. They apply this knowledge in an academic practice transfer report, which they prepare independently on a specialist practical problem, taking into account theoretical findings.	2	6
3FW-PMDK-30	Services and Customer Advice	In the third practical phase, students consolidate their knowledge and skills related to the investment and credit business or services associated with payment transactions. Through the active use of relevant product solutions of their partner company and of cooperation partners, students acquire comprehensive knowledge with reference to the various forms of financing and offers regarding financial investments and payment transactions, including the respective legal framework, concrete design, and conditions. Further emphasis is placed on the training and analysis of advisory and sales talks. Students apply their communication skills in a professional oral discussion in the form of an advisory meeting in a confident and targeted manner.	3	6

Degree program: Financial Management, Banking and Insurance Management, Dresden University of Cooperative Education (last updated: October 2022)

3FW-PMBV-40	Services, Processes and Developments in the Banking Industry (Consolidation)	In the fourth practical phase, students expand their management skills. They analyze the services and framework conditions of the banking industry and make statements on their prospects and trends. Furthermore, they examine the processes inside financial service providers and develop potential recommendations for optimization. In addition, students gain insights into management areas of their practice partners, such as cost accounting and controlling or organization and human resources, thus deepening their theoretical knowledge in a company-specific manner. Moreover, they consolidate their knowledge of banking products, especially derivative products, strengthen their skills in advising and supporting customers, and deepen their ability in academic work. Students prove their skills through an academic project paper on a banking-related topic derived from the contents of the compulsory modules from semester 1 to 4.	4	6
3FW-PMSBW-50	Specializations in Banking	In the fifth practical phase, students begin to specialize in their later area of deployment in the practice partner companies. They expand their knowledge, particularly in the area of corporate banking, and deepen their skills in working with private customers. Students participate in a personality training program, which helps them to present themselves in an even more convincing manner. Thus, they strengthen their personality, become more self-confident and enhance competencies required for the professional oral discussion.	5	6

Practical modules – Insurance Management

Module code	Module title	Module description	Semester	ECTS
3FW-PMVU-10	Insurance Companies and their Environment	In the first practical phase, students become familiar with their partner companies and the areas of responsibility within the company. Focus is placed on the operational fields of the respective insurance and brokerage firms with their tasks as well as products and services. Furthermore, students develop communication, presentation, and moderation techniques, which are fundamental prerequisites for successful cooperation. The presentation skills are systematically applied by the students in the form of a presentation on an assigned topic related to the insurance industry.	1	6
3FW-PMPKK-20	Personal Lines Insurance: Composite Business	During the second practical phase, students are prepared to provide advisory services, sell insurance products, and settle claims. To this end, they become familiar with the broad spectrum of tasks of a customer advisor and acquire fundamental knowledge of the various products/services, processes, and developments of their partner company. In particular, students acquire fundamental knowledge of essential motor vehicle, asset and property insurance products. The development of relevant skills is promoted through active customer contact. In order to enhance their management skills, students gain essential skills in academic work. They apply this knowledge in an academic practice transfer report, which they prepare independently on a specialist practical problem, taking into account theoretical findings.	2	6
3FW-PMPAV-30	Personal Lines Insurance: Personal Pension Schemes	In the third practical phase, students consolidate their knowledge and skills related to the personal lines insurance area. Focus is placed on personal pension schemes. By actively using relevant product solutions offered by their partner company, students acquire comprehensive knowledge of the diverse options for personal pension schemes and risk provision, including the relevant legal framework, concrete design and conditions. Further emphasis lies on the training and analysis of advisory sessions and sales talks. Students apply their communication skills in a professional oral discussion in the form of an advisory meeting in a confident and targeted manner.	3	6

3FW-PMPGK-40	Personal Lines Insurance and /or Commercial Lines Insurance	In the fourth practical phase, students expand their management skills. They analyze the services and framework conditions of the insurance industry and make statements on their prospects and trends. Furthermore, they examine the processes inside insurance service providers and develop potential recommendations for optimization. In addition, students gain insights into management areas of their practice partners, such as cost accounting and controlling or organization and human resources, thus deepening their theoretical knowledge in a company-specific manner. Moreover, they consolidate their knowledge of insurance products, especially commercial lines insurance products as well as general and special conditions of insurance, strengthen their skills in advising and supporting customers, and deepen their ability in academic work. Students prove their skills through an academic project paper on an insurance-related topic derived from the contents of the compulsory modules from semester 1 to 4.	4	6
3FW-PMSPE-50	Specializations in Insurance Management	In the fifth practical phase, students begin to specialize in their later area of deployment in the practice partner companies. They expand their knowledge, particularly in the area of financial investment business as well as strategic risk and sales management and deepen their skills in working with customers. Students participate in a personality training program, which helps them to present themselves in an even more convincing manner. Thus, they strengthen their personality, become more self-confident and enhance competencies required for the professional oral discussion.	5	6

Bachelor's thesis – Financial Management

Module code	Module title	Module description	Semester	ECTS
3FW-BAFW-60	Bachelor's Thesis	In this module, students write and defend their bachelor's thesis. The bachelor's thesis addresses selected topics from the fields of financial management. The purpose of the seminar is to support students in finding appropriate topics and following an academic approach.	6	10

Additional elective module at Dresden University of Cooperative Education

Module code	Module title	Module description	Semester	ECTS
3DD-STUB-30	Competence and Performance Coaching: „Student Ambassador “	Focus lies on the acquisition of knowledge for the active support of interested individuals/visitors at trade fairs as well as in applicant management using the example of German Gymnasiums - secondary schools that prepare students for higher education at a university - (contact search and PR) and online formats. Communication and presentation skills as a fundamental prerequisite for success are developed in a targeted manner. Particular emphasis is placed on the design of interviews, their structure and progression, as well as the conscious use of interview techniques. Performance coaching analyzes personal success factors and strengthens their impact in conversations, negotiations, and presentations in a sustainable, empathetic, and practical way. The use of digital media is trained.	3	5