



**FACHHOCHSCHULE
WIENER NEUSTADT**

Austrian Network for Higher Education

University of Applied Sciences
Wiener Neustadt | Austria

Faculty of Business Courses taught in English | Fall 2019

Level	Course title	Credits (ECTS)	
Bachelor, year 1	Introduction to Business Administration	4	
	Fundamentals of Accounting	4	
	Business Software Systems	4	
	Mathematics for Business and Economics	4	
	Microeconomics	4	
	Marketing & Sales I	4	
	English for Academic Purposes I	3	
	Social & Professional Skills I	3	
Bachelor, year 2	Law for International Business	4	
	Management Accounting	4	
	Corporate Finance II	4	
	Strategic Management & Corporate Planning	4	
	Statistics for Business and Economics	4	
	Corporate Governance & Business Ethics	4	
	Academic Skills I	3	
	Social & Professional Skills III	3	
Bachelor, year 3	Consultancy Models & Skills II	6	
	Case Study	4	
	IAF Derivative Securities and Structured Finance	4	
	Multinational Finance and Risk Management	4	
	Special Issues in Accounting and Taxation	6	
	IML International HR Law	4	
	International HR Consultancy	4	
	Leadership and HR Development	6	
	IMS Marketing/Sales Controlling	4	
	Sales Force Management	4	
	Strategic Brand Management	6	
	Master, year 1	Applied Economics I	3
Consultancy Skills		4	
MA Quantitative Marketing Research		5	
Quantitative Analysis I		5	
Business Analysis		4	
International Marketing Management		4	
Media Planning & Communication		5	
TI Equity Analysis		4	
Cash and Liquidity Management		6	
Money and Foreign Exchange Markets		4	
Advanced Data Analysis and Spreadsheet Modelling		3	
Quantitative Methods		6	
Master, year 2		Case Study	2
		TI Risk Management	6
	Special Accounting and Tax Issues for Treasury	3	
	Financial Planning and Modelling	3	
	Regulation of Financial Markets and Institutions	5	
	Investment and Portfolio Management	4	
	MA Special Topics in Marketing Analytics II	7	
	Consumer Insights	5	
	Pricing Analytics & Strategies	3	
	Marketing Channels & Logistics	3	
	Relationship Marketing	3	
	INCOMINGS	Introduction to Austria	2
Intercultural Business Skills		4	
German Crash : I (Beginners), II (Intermediate), III (Advanced)		2	
German for Incomings : I (Beginners), II (Intermediate), III (Advanced)		5	

DETAILS

Business Consultancy International Specialisations: (Choose courses of one specialisation only!)

Bachelor level

- IAF Int. Accounting & Finance
- IMS Int. Marketing & Sales
- IHM Int. Human Resource Mgmt

Master level

- MA Marketing Analytics
- TI Treasury and Investment

German language courses

- German Crash is blocked during the first week.
- German for Incomings is a regular course during the whole semester.

Depending on your knowledge the lecturer will advise you to take part in level I, II or III.

Optional language courses

- French
- Italian
- Spanish
- Russian

Courses only take place in case of a minimum number of participants (2 ECTS).

Prerequisite Master courses

- Proof of 180 ECTS of Business studies
- valid bilateral agreement between the institutions for Master exchange
- subject to approval by Head of Programme for year 2 courses

Faculty of Business

Courses taught in English | Spring 2020



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Level	Course title	Credits (ECTS)	
Bachelor, year 1	Principles of Management	4	
	Financial Accounting	4	
	Corporate Finance I	4	
	Legal Systems and Principles	4	
	Macroeconomics	4	
	Marketing & Sales II	4	
	English for Academic Purposes II	3	
	Social & Professional Skills II	3	
Bachelor, year 2	Consultancy Models & Skills I	6	
	Financial Planning, Budgeting & Controlling	4	
	Business Information Systems	4	
	Academic Skills II	4	
	IML Human and Social Behaviour	4	
	Organisational Behaviour	4	
	Human Resource Management	4	
	IAF Analysis of Financial Statements and Financial Reporting	4	
	Banking, Credit and Money Markets	4	
	Capital Markets and Investment	4	
	IMS Applied Selling	4	
	Consumer Behaviour	4	
	Marketing Strategy and Planning	4	
	Master, year 1	Applied Economics II	3
Business Consultancy I		4	
MA Qualitative Marketing Research		5	
Quantitative Analysis II		5	
Special Topics in Marketing Analytics I		7	
Advanced Marketing Metrics		4	
TI International Financial Reporting Standards (IFRS)		3	
Fixed Income Analysis		4	
Financial Derivatives		4	
Advanced Corporate Finance		4	
Financial Econometrics		6	
Master, year 2		Business Ethics & Compliance	2
		Strategic Management & Business Policy	3
	TI Alternative Investments	4	
	MA Marketing Decision Analysis	4	
INCOMINGS	Introduction to Austria	2	
	Intercultural Business Skills	4	
	German Crash : I (Beginners), II (Intermediate), III (Advanced)	2	
	German for Incomings : I (Beginners), II (Intermediate), III (Advanced)	5	

MODULE DESCRIPTIONS:

fhwn.ac.at/en/International/Exchange-at-FH-WN/Course-offer

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