

The following document is the English translation of the German Study- and Exam Regulations for the Bachelor in International Business. It serves the purpose to give international students the opportunity to read important regulations in the language of the study program. Legally binding for all questions of dispute is the German version.

[LOGO] **GEORG SIMON OHM
UNIVERSITY NUREMBERG**

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**Study and Examination Regulations for the
International Business Bachelor's Degree Program (7 semesters)
at the Georg Simon Ohm University of Applied Sciences (SPO B-IB)**

Dated August 20, 2010

Pursuant to Section 13(1)(2), Section 58(1), Section 61(2), Section 61(8)(2) and Section 66(1)(1) of the Bavarian Higher Education Act (BayHSchG) of May 23, 2006 (Law and Ordinance Gazette [GVBl] p. 245) as amended on July 7, 2009 (Law and Ordinance Gazette [GVBl] p. 256), the Georg Simon Ohm University of Applied Sciences adopts the following regulations:

Section 1

Purpose of the Study and Examination Regulations

The present Study and Examination Regulations are intended to implement and supplement the General Examination Regulation Guidelines for Universities of Applied Sciences in Bavaria of October 17, 2001 (Law and Ordinance Gazette [GVBl] p. 686), the General Examination Regulations of the Georg Simon Ohm University of Applied Sciences of October 19, 2007 (Official Gazette of the Georg Simon Ohm University of Applied Sciences 2007, issue 37; www.ohm-hochschule.de) and the Regulations on Internship Semesters at the Georg Simon Ohm University of Applied Sciences (PraSa) of October 19, 2007 (Official Gazette of the Georg Simon Ohm University of Applied Sciences 2007, issue 38; www.ohm-hochschule.de) as amended from time to time.

Section 2

Objectives of the Program

- (1) The objective of the study program is to train business administrators who are capable of using the set of skills and strategies developed on the basis of scientific findings for practical problem solving particularly in international business settings. It aims to prepare students for assuming management tasks in globally-oriented companies and organizations both at home and abroad.
- (2) Graduates will be enabled to assist the management staff in different areas of business administration and to assume managerial responsibilities in the private and public sector themselves after a certain period of training, or to work as entrepreneurs or freelancers.
- (3) In addition to imparting specialized knowledge, the study program fosters the students' personal development as well as the acquisition of intercultural management competence and management techniques, thus qualifying them to perform executive functions. This is achieved by analyzing topical real-life business scenarios and developing viable strategies for problem identification and solving. The internship semester integrated into the study program also contributes toward this goal by moving the place of learning from the university to real work environments such as companies and other organizations.
- (4) Building on the basic concepts of business administration, the study program allows graduates to specialize in international business affairs without limiting them to specific types of jobs.
- (5) The study program leads to a professional qualification as a business administrator.

Section 3

Requirements for Admission to the Study Program

In addition to the general qualifications, the University requests proof of specific skills as an entrance requirement. This proof must be provided in accordance with the Aptitude Assessment Regulations for the International Business Degree Program of the Georg Simon Ohm University of Applied Sciences of June 25, 1998 (Official Gazette of the Bavarian State Ministries of Education & Culture and Science, Research & Art [KWMBI] II p. 1075; Bavarian Compilation of Laws [BayRS] 221041.0551-K) as amended from time to time.

Section 4

Standard Duration and Structure of the Program

- (1) The standard duration of the study program is seven semesters including the internship semester and the semester abroad. The internship semester is supposed to be the fourth semester, and the semester abroad, the fifth semester. The language of tuition (with the exception of the Business Language courses) is English. The structure of the study program is outlined in the Annex hereto.
- (2) The program has a modular structure. Each module consists of various courses whose contents and timetables are designed to match each other.
- (3) The semester abroad must be spent at a foreign university, preferably a partner university of the Georg Simon Ohm University of Applied Sciences. Students are required to take at least four weekly hours per semester of general courses and at least 12 weekly hours per semester of business-related courses. In exceptional cases (e.g. failure to pass examinations abroad, or non-acceptance of credits earned abroad), up to six credits may be earned at the Georg Simon Ohm University of Applied Sciences. Further exceptions, especially for students from abroad, are subject to approval by the Board of Examiners. The Board of Examiners may also impose restrictions on the choice of examination types at certain universities and in certain courses. Courses forming part of the "International Business Administration I" and "International Business Administration II" modules of the International Business Degree Program will not be credited toward the degree when taken at a foreign university.
- (4) Students may specialize in a particular area by earning a minimum of 19 credits from specialty-related courses, by spending their internship semester in the respective field and by treating a topic from the chosen area of specialization in their Bachelor's Thesis. If these prerequisites are

fulfilled, students may choose to have their area of specialization (“career focus”) mentioned on their Bachelor Certificate upon request (cp. Section 15(3) of the present Regulations).

Section 5

Curriculum

- (1) To ensure the availability of an adequate course offer and clear information for the students, the Faculty Council will prepare a Curriculum (Course Catalog and Module Handbook), which does not form part of the present Study and Examination Regulations. The Curriculum provides detailed information on the course of studies. It will be adopted by the Faculty Council and must be publicly announced to the University community. New regulations must be published at the latest by the beginning of the lecture period of the semester in which they become applicable for the first time.
- (2) The Curriculum should contain in particular regulations and information about
 - the sequential order of the compulsory and elective modules,
 - the objectives and contents of the compulsory and elective modules,
 - the specific assessments required in the compulsory and elective modules,
 - detailed provisions on the modules to be completed during the semester abroad.
- (3) The University is not obligated to offer any and all of the required elective modules in each semester. Likewise, the University is not obligated to hold such courses in any case, even if the minimum number of attendants is not reached.

Section 6

Types of Modules

- (1) Based on the nature, content, and level of training, a distinction is made between basic and advanced modules, modules completed abroad and internship modules.
- (2) Modules completed abroad and internship modules will be mentioned on the Bachelor Certificate, but will not count toward the overall examination result.

Section 7

Modules and Assessments

- (1) All modules are either compulsory, elective or facultative modules:
 1. Compulsory modules are program modules that are mandatory for all students.
 2. Elective modules are a range of program modules from which students are required to choose either single modules or groups of modules in accordance with the present Study and Examination Regulations. The chosen modules will be treated like compulsory modules subsequently.
 3. Facultative modules are completely voluntary modules that are not mandatory for reaching the objectives of the program.
- (2) The compulsory and elective modules, their respective number of hours and credits as well as the course and assessment types are listed in the Annex hereto. Supplementary information on the elective modules is provided in the Curriculum.
- (3) In the area of foreign languages, students must take the “Business Language I” module plus another language offered in the Curriculum as “Business Language II”. Students from abroad whose native language is English may choose any language offered as “Business Language I” with the exception of “Business English”, provided that they can furnish proof of at least A1 level of proficiency in the chosen language at the time of enrollment. Students from abroad must take German as their second foreign language. If they have advanced German language skills (at least B2 level of proficiency), the Board of Examiners may allow them to take another foreign language upon request. For all business languages with the exception of English, an entrance

examination is required. Any exceptions are subject to approval by the Board of Examiners. Credits will be awarded only for foreign language courses of at least B1 level of proficiency.

- (4) Students are required to attend primarily courses held in English and to write their examinations in English. Only in exceptional cases and with prior approval by the Board of Examiners, an equivalent course held in German language may be attended and the examination may be written in German.

Section 8

Admissions and Deadlines

- (1) Admission to the International Business Bachelor's Degree Program is to be refused if the applicant has definitely failed in the Bachelor examination of an identical or comparable study program.
- (2) The examination of the "Foundations of Business Administration" basics and orientation course must be taken by the end of the first semester for the first time. Failure to comply with this deadline will result in this examination being considered as having been taken once and failed.
- (3) The examinations of modules 1 to 6 must be taken by the end of the second semester for the first time. The examinations of modules 7 and 8 must be taken by the end of the third semester for the first time. If these deadlines are exceeded by one semester, the examinations will be considered as having been taken once and failed.
- (4) The internship semester and the semester abroad may not be taken prior to the fourth semester. Upon request, the Board of Examiners may admit exceptions in cases of serious personal circumstances.
- (5) In order to be admitted to the examinations of the "Management" and the "International Business Administration I and II" modules, students must have successfully completed the business-related elective courses of the semester abroad as well as the practical part of the internship semester.
- (6) If an applicant is to be refused admission to the study program, the corresponding decision must be taken and notified to the applicant without delay, indicating the reason(s) for non-admittance and including information concerning legal remedies.

Section 9

Internship Semester with Project Work

The nature and organization of the theoretical courses supplementing practical training during the internship semester are outlined in the Curriculum (Course Catalog and Module Handbook). The internship semester may be completed either abroad or by taking up an internationally-oriented job in Germany.

Section 10

Bachelor's Thesis

- (1) Registration for the Bachelor's Thesis presupposes that the practical part of the internship semester has been completed successfully and a minimum of 140 credits has been earned.
- (2) The Bachelor's Thesis must deal with an international economic topic. Only professors teaching in international programs and having been nominated to teach economic subjects may be appointed first examiners.
- (3) The Bachelor's Thesis must be submitted to the Student Office in two bound copies and additionally in a digital version.

Section 11

Examination Registration, Binding Character, Withdrawal from Examinations

- (1) Admissions to examinations require a registration in due form and time.

- (2) Examination registrations are binding. This does not apply to examination registrations for elective subjects.
- (3) Withdrawals are possible within the deadlines set by the Board of Examiners and published on the University's bulletin board without stating any reasons. After expiration of the respective deadline, withdrawals will only be accepted due to reasons beyond the candidate's control.

Section 12

Faculty Counseling Service

Students who fail to earn a minimum of 40 credits until the end of the second semester are required to consult the Faculty Counseling Service.

Section 13

Board of Examiners

- (1) A joint Board of Examiners will be established for the International Business Bachelor's and Master's Degree Programs.
- (2) The Board of Examiners is composed of a chairman and three other members.

Section 14

Credits and Overall Examination Result

- (1) For successfully completed modules, students will be awarded the credits specified in the Annex hereto. The awarding of credits is based on the European Credit Transfer and Accumulation System (ECTS). Facultative modules do not carry any credits counting toward the degree.
- (2) The overall examination result is determined by multiplying the individual module marks with the pertaining credits and computing the arithmetic mean.
- (3) To allow for a differentiated assessment of the students' academic achievements, full marks may be decreased or increased by 0.3, whereby the marks 0.7, 4.3, 4.7 and 5.3 are not admissible.
- (4) On the Bachelor Certificate, the final grades obtained in the individual courses and the Bachelor's Thesis will be detailed by indicating the respective underlying marks with one decimal digit in parenthesis.

Section 15

Bachelor Certificate and Diploma Supplement

- (1) For the successful completion of the Bachelor examination, the University will issue Bachelor Certificates in German and English corresponding to the samples exhibited at the Student Office. In addition to the Bachelor Certificate, a Diploma Supplement will be issued.
- (2) Business-related elective courses that have been completed abroad will appear under their original course title with German translation and indication of the foreign university's name on the Bachelor Certificate.
- (3) Students may choose to have their particular area of specialization ("career focus") mentioned on their Bachelor Certificate upon request. Such a mention requires that the student has earned a minimum of 19 credits from specialty-related courses, has spent the internship semester in the respective field and has treated a topic from the chosen area of specialization in his or her Bachelor's Thesis.

Section 16

Academic Degree

- (1) Upon successful completion of the Bachelor examination, students will be awarded the academic degree of a "Bachelor of Arts" (abbreviated "B.A.").

- (2) For the award of the academic degree, the University will issue Diplomas in German and English corresponding to the samples exhibited at the Student Office.

Section 17

Entry Into Force, Transitional Regulations

- (1) The present Study and Examination Regulations will enter into force by October 1st, 2010. They will apply to all students who enroll for this program after the 2010 summer semester.
- (2) They will furthermore apply to all students who enrolled for this program prior to the 2010/11 winter semester, but have been granted leave of absence or have interrupted their studies in the meantime and are confronted with a course offer that differs from their previous Curriculum when resuming their studies.
- (3) Students of the International Business Bachelor's Degree Program at the Georg Simon Ohm University of Applied Sciences to whom the present regulations do not apply may be admitted to studies under the present Study and Examination Regulations upon request, provided that they have not been dismissed from the University on the grounds of a definitely failed final examination under the previous Study and Examination Regulations.
- (4) Students to whom the present Study and Examination Regulations are not applicable pursuant to subsections 1 to 3 above will continue their studies under the previous Study and Examination Regulations for the International Business Bachelor's Degree Program at the Georg Simon Ohm University of Applied Sciences of January 9, 2006 (Official Gazette of the Georg Simon Ohm University of Applied Sciences 2006, issue 03; www.ohm-hochschule.de), as amended by the regulations of June 25, 2008 (Official Gazette of the Georg Simon Ohm University of Applied Sciences 2008 issue 14; www.ohm-hochschule.de); in all other cases, the previous Regulations cease to be in force.

Issued on the grounds of the resolution adopted by the Senate of Georg Simon Ohm University of Applied Sciences on July 27, 2010 and the authorization granted by the President of the Georg Simon Ohm University of Applied Sciences as legal supervisor on August 20, 2010.

Nuremberg, August 20, 2010

Prof. Dr. Michael Braun
President

The present Regulations were published in the Official Gazette of the Georg Simon Ohm University of Applied Sciences 2010, issue 29, www.ohm-hochschule.de. Their publication was announced on the University's bulletin board on August 23, 2010.

Annex: Survey of Modules and Assessments in the International Business Bachelor's Degree Program at the Georg Simon Ohm University of Applied Sciences Nuremberg

No.	Module	Cr	Course No.	Course Title	WH/S	Cr	Type	Assessments counting toward the final mark ^{1), 2)}	Supplementary regulations
1	General Business Administration	5	1	Foundations of Business Administration	4	5	sl	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	
2	Accounting	9	2.1	Financial Accounting	4	5	sl	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	
			2.2	Cost Accounting	4	4	sl	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	
3	Business Mathematics	5	3	Business Mathematics	4	5	sl	wrex (90)	
4	Statistics and Computer Science	9	4.1	Business Statistics	4	5	sl	wrex (90)	
			4.2	Computer Science	4	4	sl/ex	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
5	Business Law	5	5	Business Law	4	5	sl	wrex (90)	
6	Basic Study Techniques	5	6.1	Presentation and Communication Techniques	2	2.5	ex	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	not counting toward final mark, att
			6.2	Scientific Methods and Research	2	2.5	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
7	Business Language I	8	7.1	Business Language Ia	4	4	s/ex	wrex (90) ⁵⁾	att
			7.2	Business Language Ib	4	4	s/ex	wrex (90)	att
8	Business Language II	8	8.1	Business Language IIa	4	4	s/ex	wrex (90) ⁵⁾	att
			8.2	Business Language IIb	4	4	s/ex	wrex (90)	att
9	Study Abroad	30	9.1	Intercultural Communication I (Principles)	2	2.5	s/ex	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	att
			9.2	Intercultural Communication II (Applications)	2	2.5			att
			9.3	Business Electives Abroad	12 min.	21	le, s, sl	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ⁶⁾	not counting toward final mark
			9.4	General Electives Abroad	4	4	le, s, sl	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ⁶⁾	not counting toward final mark
10	Economics I	7	10	Macroeconomics	6	7	s	wrex (90) ,/ pres 15 ,/ tp ,/ wrex– (90) ³⁾	3:1 ⁴⁾
11	Economics II	8	11	Microeconomics	6	8	s	wrex (90) ,/ pres 15 ,/ tp ,/ wrex– (90) ³⁾	3:1 ⁴⁾
12	Operations	5	12.1	Operations Management	2	2.5	sl/s	wrex (90)	

No.	Module	Cr	Course No.	Course Title	WH/S	Cr	Type	Assessments counting toward the final mark ^{1), 2)}	Supplementary regulations
	Management and Logistics		12.2	Forwarding and Transport Logistics	2	2.5	sl/s		
13	Marketing	5	13	Marketing	4	5	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
14	Personnel Management	5	14	Personnel Management	4	5	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	1:1 ⁴⁾
15	Finance, Investment and Capital Budgeting	5	15	Finance, Investment & Capital Budgeting	4	5	sl/s	wrex (90)	
16	International Business Law	6	16	International Business Law	4	6	s	wrex (90)	
17	International Business Administration I	7	17.1	International Financial Management	2	3.5	sl/s	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	
			17.2	International Marketing	2	3.5	s	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	
18	International Business Administration II	6	18.1	International Accounting	2	3	s	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	
			18.2	Case Studies in International Business	2	3	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	att
19	Focus Electives I	7	19.1		2	3.5	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
			19.2		2	3.5		pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
20	Focus Electives II	7	20.1		2	3.5	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
			20.2		2	3.5		pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	
21	Management	9	21.1	Environmental Management in Business	2	2	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	att
			21.2	Strategic Management	4	4	s	wrex (90) ,/ pres 15 ,/ orex ,/ tp ³⁾	3:1 ⁴⁾
			21.3	International Management	2	3	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90) ³⁾	1:2 ⁴⁾ att
22	Internship semester	29	22.1	Internship (practical part)		29			
		1	22.2	Internship Seminar	1	1	s	pres (15-20) ,/ orex ,/ tp ,/ wrex– (90)	pass/fail, att
23	Project Work	6	23	Project Work	4	6	s	tp, pres 30-45 ³⁾	att
24	Bachelor's Thesis	12	24.1	Bachelor's Thesis		12			
		1	24.2	Bachelor Seminar	1	1	s	pres (20-30)	pass/fail, att

Footnotes:

- 1 Assessments are a prerequisite for receiving a pass. The assessment types are defined by the Faculty Council in the Curriculum.
- 2 The marks obtained are multiplied with the credits. The module mark results from the arithmetic mean rounded off to one decimal digit.
- 3 The assessment types are defined by the Faculty Council in the Curriculum. If several assessments are required, students must pass each one of them. The overall mark is composed of the individual assessments.

- 4 Weighting of marks: wrex:ass, or ass:ass
- 5 Having passed the written examination of the Business Language “a” sub-module is a prerequisite for being admitted to the examination of the “b” sub-module.
- 6 Depending on the examination type at the respective university.

Legend of abbreviations:

a	module completed abroad
wrex-	written examination w/o binding examination registration
orex	oral examination
ass	assessment
cr	credit
p	practical module
pres	presentation
wrex	written examination
tp	term paper
wh/s	weekly hours per semester
att	proof of attendance
,/	in column 6 (Assessments counting toward the final mark) means “and/or”
s	seminar
sl	seminar-like course
ex	exercise
le	lecture