





Module Description Semester Abroad

Identifier	Category	Details / Content
General Information		
1.1	Module name	Semester Abroad
1.2	Contained courses	Semester Abroad
1.3	Module code	MSB.1.0191.0.M - MSB.1.0197.0.M
Timing		
2.1	Frequency of offer	Summer and Winter semester
2.2	Attend in which semester	3rd semester
Link to study programs		
3.1	Offered in study program	Master International Marketing and Sales
3.2	Mandatory courses in module or Electives	Mandatory
Workload		
4.1	Lecture form	Lectures (students' choice in areas of economics and business administration)
4.2	Contact time	
4.3	Self-study time	Depends on selection
4.4	Total workload	750-900
4.5	Workload in credits	30 ECTS
Intended learning outcomes & learning content		
Intended learning outcomes		
5.1	ILO SA 1	Graduates can critically reflect on their academic or intellectual advances, which comprise the improvement of problem solving competences and language skills, in addition to the acquisition of geographical, cultural and historical knowledge.
	ILO SA 2	Graduates can demonstrate advanced knowledge in their topical area of interest.
	ILO SA 3	Graduates can demonstrate intercultural sensitivity and they are able to discuss the appropriateness of certain behaviours and the successful application of intercultural competences in a range of experienced situations. Self-aware they can develop flexible and creative solutions to international and intercultural sensitive issues.
	ILO SA 4	Graduates can reflect on how to develop and plan personal goals as well as on their satisfaction of the fulfilment of personal goals in the semester abroad.

Contribution of module ILOs to study programme ILOs (only most relevant contribution is highlighted)	
 K1	Graduates can effectively self-manage (in terms of motivation, time, planning and behaviour) an IT-system supported learning process to gain knowledge on strategy & leadership, organisations, external environment and management in the professional fields of international marketing & sales.
 K1	Graduates can effectively self-manage (in terms of motivation, time, planning and behaviour) an IT-system supported learning process to gain knowledge on strategy & leadership, organisations, external environment and management in the professional fields of international marketing & sales.
 S1	Graduates can effectively communicate in English or in the teaching language of their study abroad country on advanced academic and professional level , oral and in writing, in person and using a range of media and communication systems, which are widely used in business. They can precisely represent their own views and convictions in discussions in a natural - looking manner and act and react in socially adequate ways in intercultural, negotiation and ethically demanding situations
 A2	Graduates can identify, structure, analyse and finally solve international real-world business problems in conditions of limited knowledge or uncertainty by creating and evaluating a range of options with the help of quantitative and qualitative methods, applying project management skills, managing themselves as well as team members, coordinating tasks, delivering target group oriented results and reflecting critically on project success.

ILO SA 5	Graduates can reflect on professional benefits, which include contacts students make and their abilities to know more about the direction of their careers after studying abroad.
ILO SA 6	Graduates can establish new contacts, involve themselves in international groups and participate in teamwork.



K1	Graduates can effectively self-manage (in terms of motivation, time, planning and behaviour) an IT-system supported learning process to gain knowledge on strategy & leadership, organisations, external environment and management in the professional fields of international marketing & sales.
S2	Graduates can within a team environment, organize team building, effectively divide tasks, work confidently, disciplined, responsibly and results-oriented with a high level of commitment, lead by example, manage team members, conflict, and self-manage as part of a team , present deliverables and critically reflect on the quality of team performance.

Learning content

Learning content 1	Having an academic experience abroad contributes to students' personal and academic development by helping them to grow in global and cultural awareness, which is increasingly an institutional goal of particular importance in the 21st century (Gaia, 2015, p. 21)
Learning content 2	The student chooses the study abroad partner university (within the limits of the restrictions (see below) and capacities provided). The student will develop subjective and specific goals concerning their semester abroad and will aim to achieve them. Such activities require reflection, establishing identity, social constructions, understanding privilege, flexibility, creativity, and developing a sense of personal agency (Mather, Karbley and Yamamoto, 2012; Anderson et al., 2006).
Learning content 3	A predefined and quality-checked set of partner universities will be given as study abroad options to the students, allowing them to strive for double degrees or semester abroad experiences on Master level at quality oriented institutions of higher education, assuring a) the feasibility to participate in a full workload programme and get the passed modules accredited and assuring b) the minimum quality and ambition level of institutions. Freemoving will only be allowed in European institutions of higher education that apply an ECTS workload system and that reach a status of H+ in the Anabin database, which means that institutions of such kind are sufficiently accredited in their home markets. (https://anabin.kmk.org/no_cache/filter/institutionen.html)

3.2	Learning content 4	In structured, faculty-led programmes business students receive hands-on experience abroad. The focus of the semester abroad is on learning about the management of businesses and institutions abroad, discussions with experienced lecturers and managers, and exposure to other cultural aspects.
	Learning content 5	After having business professors at the Münster school of business laid out the significance of international strategies, operating guidelines, analytical tools and methods and cultural competences, it is value adding when the students experience first-hand in countries abroad the application, repetition or deepening of such insights. Going abroad validates what the student is learning at the home institution. The students will need to select courses in economics or business administration but further restrictions regarding the topics of modules to be taken will not be imposed.
	Learning content 6	Cross-cultural immersion usually brings about personal challenges and while abroad, “students are faced with tensions and ambiguities that challenge previously held conceptions of self and the world” (Mather et al., 2012, p. 4). Students grow the most when challenged by international experiences (McKeown, 2009). Intercultural sensitivity is not limited to understanding the other culture, as students also have the goal to understanding more about themselves within various contexts. Students can develop or improve language skills through such means as coursework, homestays, conversation partners, opportunities for formal and informal presentations in the target language, and community involvement.
Requirements & examination		
6	Participation requirement	Master IMS student, partner university accepted
7.1	Requirements for the award of credit points	Pass evaluation in selected modules
7.2	Assessment method	Depends on selection of modules
7.3	Requirements for admission to the examination	
7.4	Importance of the mark for total mark	25% (30 ECTS out of 120 ECTS)
8.1	Lecture language	German, English, Spanish or French
8.2	Module supervisor	Prof. Dr. Bert Kiel
8.3	Lecturers	Depends on selection of modules

8.4	Maximum number of participants	1
8.5	Supplementary information	
Recommended reading		
"A Student Guide to Study Abroad" by Stacie Nevadomski Berdan		
"How to Win Friends and Influence People" by Dale Carnegie		