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TRANSLATION OF

GAZETTE

Administrative Bulletin of the Public Sector and the Foundation

Only the German version of the Leuphana Gazette is legally binding. The English version is provided solely for information purposes.

- First Amendment of the Subject-Specific Annex 6.9 Master Management & Entrepreneurship to the Framework Examination Regulations for the Master's Programs at the Graduate School of Leuphana University Lüneburg
- Re-Announcement of the Subject-Specific Annex 6.9 Master Management & Entrepreneurship tot the Framework Examination Regulations for the Master's Programs at the Graduate School of Leuphana Univeristy Lüneburg

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First Amendment of the Subject-Specific Annex 6.9 Master Management & Entrepreneurship to the Framework Examination Regulations for the Master's Programs at the Graduate School of Leuphana University Lüneburg

Based on § 44 para. 1 sentence 2 NHG, the Faculty Council of the Faculty of Business and Economics has adopted the following first amendment to the subject-specific Annex 6.9 Master Management & Entrepreneurship of November 13, 2019 (Leuphana Gazette No. 23/20 of 31. March 2020) in the now applicable version to the Framework Examination Regulations for the Master's Programmes at the Graduate School of Leuphana University of Lüneburg of 18 February 2015 (Leuphana Gazette No. 22/15 of 25 June 2015) as amended by the Third Amendment of 20 November 2019 (Leuphana Gazette No. 20/20 of 31 March 2020). The Presidential Board of Leuphana University Lüneburg has approved this amendment according to § 44 para. 1 sentence 3 and § 37 para. 1 sentence 3 no. 5b) NHG on 24 June 2020.

SECTION I

The subject-specific appendix 6.9 Master Management & Entrepreneurship to the framework examination regulations for the Master's programmes at the Graduate School of Leuphana University of Lüneburg is amended as follows:

(1) The remarks "on § 3 para. 6" are amended as follows:

- a. In the module overview Master Management & Entrepreneurship, the module "Entrepreneurial Finance" is deleted in the line Semester 3 and replaced by the module "Psychology of Negotiation". In line semester 1 the module "Psychology of Negotiation" is deleted and replaced by the module "Corporate Finance".
- b. In the line beginning with "In the 1st semester ...", "Psychology of Negotiation" is deleted and replaced by "Corporate Finance".
- c. In the line beginning with "In the 3rd semester ...", "Entrepreneurial Finance" is deleted and replaced by "Psychology of Negotiation".

(2) The module table "Modules of the 1st semester" is amended as follows:

- a) The module "Psychology of Negotiation" is deleted and replaced by "Corporate Finance". In the column "*Content*" it is now "Financial decisions under market imperfections, asymmetric information, incentive mechanisms in areas such as capital structure, dividend distribution, venture capital". In the column "*Course types*" the new text is "1 lecture (2 SWS)". In the column "*Module Requirements and Examination Performance*" it is now "1 Written Examination (60 min.) or 1 Combined Scientific Paper".

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(3) The module table "Modules of the 3rd semester" is amended as follows:

- a. The module "Entrepreneurial Finance" is deleted and replaced by "Psychology of Negotiation". In the *Content column, it will read* new "The module introduces students to the core concepts of business psychology (such as decision making, bias effects, pricing) and negotiation (e.g. initial offers, emotions, power, win-win solutions). " In the column *Types of courses it is now* "1 lecture (2 SWS)". In the column *Module Requirements and Examination Performance it is now* "1 Written Examination (60 min.) or 1 Combined Scientific Paper".

SECTION II

This amendment comes into force after its approval by the Presidential Board of Leuphana University Lüneburg on the day after its announcement in the Official Gazette for the winter semester 2020/21.

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Re-announcement of the Subject-Specific Annex 6.9 Master Management & Entrepreneurship to the Framework Examination Regulations for the Master's Programmes at the Graduate School of Leuphana University

The Executive Board hereby publishes the wording of the Subject-Specific Annex 6.9 Master Management & Entrepreneurship of February 5, 2020 (Leuphana Gazette No. 23/20 of March 31, 2020) in the version now in force, taking into account the first amendment of 24 June 2020 (Leuphana Gazette No. X85/20 of 10 July 2020) to the Framework Examination Regulations for the Master's Programmes at the Graduate School of Leuphana University Lüneburg of 18 February 2015 (Leuphana Gazette No. 22/15 of 25 June 2015), last amended on 20 November 2019 (Leuphana Gazette No. 20/20 of 31 March 2020).

SECTION I

Subject-specific Annex 6.9 Master Management & Entrepreneurship to the Framework Examination Regulations for the Master's Programs at the Graduate School of Leuphana University

The regulations of the framework examination regulations for the Master's programmes at the Graduate School of the Leuphana University of Lüneburg are supplemented as follows:

Re § 2 Aim of the study programme, purpose of the examination

The Master's programme in Management & Entrepreneurship provides students with knowledge, skills and the sense of responsibility to face major challenges. Students are able to identify problems, evaluate and further develop acquired knowledge and apply this knowledge in overcoming challenges in business and society.

By combining in-depth academic knowledge with analytical skills and critical thinking with actionable problem-solving knowledge, students are prepared for a variety of careers, such as startup entrepreneur, business developer, for positions in multinational corporations or public organizations, as a consultant in private or public organizations, or in extension of an academic career as a doctoral student.

to § 3 Para. 6 Details on the structure and content of the subject-specific area of the Master's programme

Module overview Master Management & Entrepreneurship

(cf. also the subject-specific appendix 6.1 Management Studies as well as the subject-specific appendix 8 Complementary Studies)

Semester 4	Masters Forum	Masters Dissertation				
Semester 3	Management Studies	Research project	Psychology of Negotiation	Elective	Elective	Complementary-study
Semester 2	Management Studies	Quantitative Research Methods	Entrepreneurial strategy	Advanced module	Elective	Complementary-study
Semester 1	Management Studies	Qualitative Research Methods	Entrepreneurial Psychology	Corporate Finance	Advanced module	Complementary-study

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The following three compulsory modules must be taken in the **1st semester**:

- Qualitative Research Methods
- Entrepreneurial Psychology
- Corporate Finance

In addition, two Advanced modules are offered in the 1st semester, one of which must be completed:

- Organizing for Innovation *or*
- Innovation & Market Creation

The following two compulsory modules must be taken in the **2nd semester**:

- Quantitative Research Methods
- Entrepreneurial strategy

In addition, two Advanced modules are offered in the 2nd semester, one of which must be completed:

- Entrepreneurship & Institutional Change *or*
- Entrepreneurship & Change Communication

In addition, students have to complete an elective module in the 2nd semester.

- Management & Change

The following two compulsory modules must be taken in the **3rd semester**:

- Research Project
- Psychology of Negotiation

In addition, students have to complete two elective modules in the 3rd semester.

- Digitalization & Management
- Contemporary Issues in Management & Entrepreneurship

The electives of the second and third semester can be replaced by electives of other masters of the master program Management or by the modules Organization: Space, Aesthetics, Materiality, Organization: Structure, Power, Economies and Urbanity and Space of the master Culture and Organization of the master program Cultural Studies.

to § 5 Determination of the Academic Degree

Master of Science

to § 7 Para. 1 Examination in the Master's Forum (Colloquium)

The examination to be taken in the Master Forum (Colloquium) of the Master Management & Entrepreneurship is ungraded and therefore to be assessed as "passed" or "failed".

to § 8 Master thesis

The processing time for the Master's thesis is twenty weeks.

to § 8 Para. 8 Oral Examination

There will be no oral examination in addition to the Master's thesis.

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Module table of 1st semester

Module	Content	Types of taught-components (type and number of course, CH)	Module requirements	CP	Commentary
Mandatory modules					
Qualitative Research Methods (Ma-ME-1)	Focusing on knowledge and skills concerning empiric qualitative research methods, especially to enable own research in the respective area	1 Lecture (2 CH) and 1 Exercise (1 CH)	1 Written Examination (90 min) or 1 Combined Examination	5	Normally in English
Entrepreneurial Psychology (Ma-ME-2)	The module provides students with a theoretical and practical understanding of the entrepreneurial process from a psychological perspective.	1 Lecture (2 CH)	1 Written Examination (90 min) or 1 Combined Examination	5	Normally in English
Corporate Finance (Ma-SAF-1)	Financial Decisions under market imperfections, asymmetric information, the mechanisms of incentives and signaling relevant fields as capital structure dividend policy or venture capital	1 Lecture (2 CH)	1 Written Examination (60min) or 1 Combined Examination	5	Normally in English
Advanced module					
Organizing for Innovation (Ma-ME-4)	This module generates insights into the forms, processes, and practices of organizing that enable innovation.	1 seminar (2 CH)	1 Combined Examination	5	Normally in English
Innovation & Market Creation (Ma-ME-5)	This module provides students with an understanding of innovation and market creation from a marketing perspective.	1 seminar (2 CH)	1 Written Examination (60 min) or 1 Combined Examination	5	Normally in English

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Module table of the 2nd semester

Module	Content	Types of taught-components (type and number of course, CH)	Module requirements	CP	Commentary
Mandatory modules					
Quantitative Research Methods (Ma-SAF-6)	Focusing on knowledge and skills concerning empiric quantitative research methods, especially to enable own research in the respective area	1 Lecture (2 CH) and 1 Exercise (1 CH)	1 Written Examination (90 min) or 1 Term Paper	5	Normally in English
Entrepreneurial Strategy (Ma-ME-6)	This module links two important intellectual traditions in business research - entrepreneurship and strategic management. Entrepreneurial strategy provides students with a rich understanding of existing theories, applications and critical reflections of how management creates value for the firm as well as for society by acting strategically and entrepreneurially.	1 Lecture (2 CH)	1 Combined Examination	5	Normally in English
Advanced module					
Entrepreneurship & Institutional Change (Ma-ME-7)	This module provides students with a comprehensive understanding of institutional change and institutional entrepreneurship	1 seminar (2 CH)	1 Written Examination (90 min) or 1 Combined Examination	5	Normally in English
Entrepreneurship & Change Communication (Ma-ME-8)	This module provides students with a comprehensive understanding of change communication from a functional and interpretative research perspective.	1 seminar (2 CH)	1 Combined Examination	5	Normally in English
Elective					
Management & Change (Ma-ME-9)	Imparting tools, methods and contexts to meet growing stakeholders expectations of change, adaptability and agility in management	1 seminar (2 CH)	1 Written Examination (60 min) or 1 Combined Examination	5	Normally in English

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Module table of the 3rd semester

Module	Content	Types of taught-components (type and number of course, CH)	Module requirements	CP	Commentary
Mandatory modules					
Research Project (Ma-ME-10)	Students work on a theoretical, empirical-qualitative or empirical-quantitative research project related to one specific topic in management & entrepreneurship.	1 seminar (2 CH)	1 Combined Examination	5	Normally in English
Psychology of Negotiation (Ma-ME-3)	The module introduces students to the core concepts of economic psychology (such as decision-making, biases, pricing), as well as negotiations (e.g., first-offers, emotion, power, win-win-solutions).	1 Lecture (2 CH)	1 Written Examination (60 min) or 1 Combined Examination	5	Normally in English
Electives					
Digitalization & Management (Ma-ME-11)	This module explores management in different contexts in the era of digitalization.	1 seminar (2 CH)	1 Written Examination (60 min) or 1 Combined Examination	5	Normally in English
Contemporary Issues in Management & Entrepreneurship (Ma-ME-12)	Current issues of management & entrepreneurship are examined from an interdisciplinary perspective. A focus on a specific perspective is possible.	1 seminar (2 CH)	1 Written Examination (60 min) or 1 Combined Examination	5	Normally in English

Module table of the 4th semester

Module	Content	Types of taught-components (type and number of course, CH)	Module requirements	CP	Commentary
Mandatory modules					
Masterforum (Ma-ME-13)	Report and discussion on development of the master thesis	1 Colloquium (1 CH)	1 Combined Examination or 1 Term Paper	5	Normally in English
Master thesis (Ma-ME-14)	Creation of a master thesis	none	Master Thesis	25	Normally in English

Section II

Entry into force

This subject-specific annex comes into force after its approval by the Presidential Board of Leuphana University Lüneburg following publication in the official gazette of Leuphana University Lüneburg for the winter semester 2020/21.

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