



x			12291	Principles of Law Business Law	Diemer-De Schepper Diemer-De Schepper	L L	E	2 2	
x			<b>Sensory Evaluation</b>	<b>12300</b>	<b>Jung</b>			<b>3</b>	<b>3</b>
			1162	Sensory Evaluation	Jung / Schüssler	L	E	1	1
			1161	Sensory Evaluation Practical Exercises	Jung / Schüssler	S	E/CA	2	2
x			<b>World Wine Markets</b>	<b>12310</b>	<b>Bennett</b>			<b>4</b>	<b>4</b>
			1172	World Wine Markets	Bennett	L	E	4	
	x		<b>Addiction Prevention</b>	<b>12430</b>	<b>Strobl</b>			<b>2</b>	<b>2</b>
			1662	Addiction Prevention	Strobl	L		2	
	x		<b>English Business Communication</b>	<b>12440</b>	<b>Gledhill-Schmitt</b>			<b>4</b>	<b>4</b>
			assessed during the semester	12441	Business English	PE	CWA/PL	2	2
			assessed during the semester	12442	English Communication	S	CWA/SL	2	2
	x		<b>German Language Course I</b>	<b>12450</b>	<b>Betker-Zawisko</b>			<b>6</b>	<b>6</b>
			(German as a Foreign Language)	12451	German Language Course I	PE	CA / E	6	
	x		<b>German Language Course II</b>	<b>12460</b>	<b>Betker-Zawisko</b>			<b>6</b>	<b>6</b>
			(German as a Foreign Language)	12461	German Language Course II	PE	CA / E	6	
	x		<b>International Wine Profiles</b>	<b>12470</b>	<b>Szolnoki</b>			<b>4</b>	<b>6</b>
			1652	International Wine Profiles	Szolnoki	L	E	2	3
			1651	International Wine Profiles Seminar	Szolnoki	S	CA	2	3
	x		<b>Introduction to Sustainability</b>	<b>12480</b>	<b>Wagner</b>			<b>3</b>	<b>3</b>
			12481	Introduction to Sustainability	Wagner	V	PL	2	2
				Introduction to Sustainability Seminar	Maier	S		1	1
	x		<b>Project New Media</b>	<b>12490</b>	<b>Lönarz</b>			<b>2</b>	<b>3</b>
			assessed during the semester	12491	Project New Media	S	CWA	2	
		x	<b>Economic, Agricultural and Consumer Politics</b>	<b>11410</b>	<b>Schweickert</b>			<b>4</b>	<b>4</b>
				11411	Economic, Agricultural and Consumer Politics	L	E	4	
		x	<b>Internship</b>	<b>12500</b>	<b>Kottmann</b>			<b>4</b>	<b>4</b>
				12501	Internship	I	SL	4	

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2					
PL: K WiSe					
0,5	0,5				
1	1				
PL: K SoSe					
	4				
PL: K SoSe					
	1				
PL: K + o. A + o. R/P SoSe					
	2				
2					
PL: PT+ R/P: SoSe					
6					
PL: K + PT: WiSe					
	6				
PL: K + PT: SoSe					
	2				
PL: K SoSe					
2					
1					
PL: K WiSe					
2					
PL: R/P: WiSe					
	4				
PL: K: SoSe					
	4x	x			

# International Wine Business (B.Sc.)

Examination Regulations 2023 (PO 2023)

## Semester 3&4



updated: January 26, 2024

### Index of exam type abbreviations:

- K: Klausur/examination,
- P: Projektarbeiten/project
- A: Ausarbeitung/written exercise
- M: mündliche Prüfung/oral exam
- R/P: Referate/Präsentationen/presentation

### Index of course type abbreviations:

- L=Lecture/Vorlesung
- PE=practical exercises/PT=Praktische Tätigkeiten
- SU=Seminar /seminaristischer Unterricht
- S = Seminar

### Index of examination abbreviations:

- E=examination / = Prüfungsleistung
- CA=Course assignment / SL: Studienleistung
- CWA=Course work assignment during the semester / semesterbegleitende PL

### Index of accumulation of CA/SL:

- ME=successfully completed /mit Erfolg teilgenommen resp. up to a max. of 50% of the module-grade

### Index of module abbreviations:

- CM = Compulsory module
- SCM = Semi-compulsory module
- OM = Optional module

Modules			Module name Course no.	Module-no. Courses	Coordination	Course type	Exam type	Sem. hours per week	Credits	Semester hours per week Semester											
CM	SCM	OM								1.	2.	3.	4.	5.	6.						
x			<b>Digital Business Solutions</b> 12320 12321	Information Technology and Platforms E-Business, B2B, B2C, Future Trends	Kramer Kramer Kramer	L L L	E E	4 2 2	4							2					
PL: K SoSe																					
x			<b>Enology Basics</b> 12330 12331	Wine Production Technology Basics Technology of Sparkling Wine	Christmann Christmann Schmitt	L L L	E E	3 2 1	3								2				
PL: K SoSe																					
x			<b>Evaluation of Wine</b> 12340 2172 12342	Wine Evaluation Wine Evaluation Practical Exercises	Jung / Schüssler Jung / Schüssler	SU SU	E/CWA CWA	3 2 1	4							1				1	
PL: M o. K SoSe																					
x			<b>Investment, Financing and Taxation</b> 12350 12351	Investment, Financing and Taxation	Kurth Kurth	L L		4 4	4												4
PL: K SoSe																					
x			<b>Marketing Project France</b> 12360 2222 12362	Marketing Project France Marketing Project France Seminar	Kottmann Kottmann Kottmann	L L S	E CA	4 2 2	6							2					2
PL: K WiSe																					
x			<b>Marketing Project Consumer Markets in Western and Northern Europe (assessed during the semester)</b> 12370 2232 12372	MP Consumer Markets in Western and Northern Europe MP Consumer Markets in Western and Northern Europe Seminar	Hanf Hanf Hanf	L L S	E E CWA	4 2 2	6								2				2
PL: A SoSe																					
x			<b>Introduction to Microbiology</b> 12380 2132	General and Applied Microbiology	Wendland Wendland	L L	E E	4 4	4												4
PL: K SoSe																					
x			<b>Scientific Work and Key Qualifications</b> 12390 12391 12392 12393	Scientific Work IT Workspace und Office Applications Key Qualifications	Hanf Hanf N.N. Ortner	S PE S	E CWA CWA	4 1,5 1,5 1	4							1,5				1,5	1
PL: K + M o. A SoSe																					
x			<b>Viticulture</b> 12400 2452	General Viticulture Organic Viticulture	Stoll Stoll Döring	L L L	E E	6 4,5 1,5	6							4,5				1,5	
PL: K WiSe																					
x			<b>Wine and Beverage Marketing</b> 12410 2242	Wine and Beverage Marketing Retail Marketing	Ortner Ortner Ortner	L L L	E E	4 2 2	4								2				2

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<b>Advanced (C1) Professional English</b>	<b>12510</b>	<b>Gledhill-Schmitt</b>			<b>4</b>	<b>6</b>	
	12511	Advanced Professional English	Lückoff	S	E/CA	2	3
	12512	Advanced Professional English Communication	Lückoff	PE	CWA	2	3
<b>German: Professional &amp; Technical Communication (B1/B2)</b>	<b>12520</b>	<b>Betker-Zawisko</b>			<b>6</b>	<b>6</b>	
	12521	Professional and Technical German	Betker-Zawisko	S	E/CA	3	3
	12522	German Communication	Betker-Zawisko	PE	CWA?	3	3
<b>French: Professional &amp; Technical Communication</b>	<b>12530</b>	<b>Gledhill-Schmitt</b>			<b>6</b>	<b>6</b>	
	12531	Professional and Technical French	Aboub	S	E/CA	3	3
	12532	French Communication	Aboub	PE	CWA?	3	3
<b>Italian: Professional &amp; Technical Communication</b>	<b>12540</b>	<b>Gledhill-Schmitt</b>			<b>6</b>	<b>6</b>	
	12541	Professional and Technical Italian	Ceroni	S	E/CA	3	3
	12542	Italian Communication	Ceroni	PE	CWA?	3	3
<b>Spanish: Professional &amp; Technical Communication</b>	<b>12550</b>	<b>Gledhill-Schmitt</b>			<b>6</b>	<b>6</b>	
	12551	Professional and Technical Spanish	Marin	S	E/CA	3	3
	12552	Spanish Communication	Marin	PE	CWA?	3	3
<b>Marketing Project Southern Europe</b>	<b>12560</b>	<b>Ortner</b>			<b>4</b>	<b>6</b>	
	2682	Marketing Project Southern Europe	Ortner	L	E	2	4
	2681	Marketing Project Southern Europe Seminar	Ortner	S	CA	2	2
<b>Consumer and Market Research</b>	<b>12570</b>	<b>Ghvanidze</b>			<b>4,5</b>	<b>6</b>	
	12571	Basics of the research methods	Ghvanidze	L	E	2	4
	12572	Project Market Research	Ghvanidze	S	CWA	2,5	2
<b>Sustainability II</b>	<b>12580</b>	<b>Wagner</b>			<b>3</b>	<b>4</b>	
	12581	Sustainability II	Wagner	L	E	2	2
	12582	Sustainability II Seminar	Maier	S	CA	1	2
<b>Electronic Commerce</b>	<b>12590</b>	<b>Kramer</b>			<b>2</b>	<b>2</b>	
	12591	Electronic Commerce	Kramer	L	E	2	
<b>Educational Excursion</b>	<b>12600</b>	<b>Ghvanidze</b>			<b>2</b>	<b>2</b>	
	12601	Educational Excursion	Ghvanidze	S	CA	2	

PL: K WiSe

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		2				

PL: K + A

		3				
			3			

PL: A + R/P

		3				
			3			

PL: A + R/P

		3				
			3			

PL: A + R/P

		3				
			3			

PL: A + R/P

			2			
				2		

PL: K SoSe

			2			
				2,5		

PL: K SoSe

		2				
		1				

PL: K WiSe

		2				

PL: A WiSe

			2			

PL: A SoSe



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<b>Business Planning and Simulation</b>	<b>12670</b>	<b>Kurth</b>						<b>4</b>	<b>6</b>
	12671	Business Planning and Simulation	Kurth			S	E / CWA	4	

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<b>Project Sparkling Wine Production</b>	<b>12680</b>	<b>Schmitt</b>						<b>4</b>	<b>4</b>
	12681	Special Technology of Sparkling Wine	Schmitt / Ghvanidze			L	E	2	2
	12682	Practical Strategies for Sparkling Wine Prod.	Schmitt			S	CA	2	2

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<b>Entrepreneurship (English)</b>	<b>12690</b>	<b>Kurth</b>						<b>2</b>	<b>2</b>
	12691	Entrepreneurship (English)	N.N.			S	E / CWA	2	

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<b>Marketing Project D-A-CH</b>	<b>12700</b>	<b>Kottmann</b>						<b>4</b>	<b>4</b>
	12701	Marketing Project: D-A-CH	Kottmann			L	CWA	2	2
	12702	Marketing Project: D-A-CH Seminar	Kottmann			S	CWA	2	2

		x
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<b>Short Excursions</b>	<b>12710</b>	<b>Ghvanidze</b>						<b>3</b>	<b>3</b>
	3162	Short Excursions	Ghvanidze			S	E / CWA	3	

PL: A + R/P WiSe

								4	

PL A + R/P WiSe

								1	1
									2

PL: M SoSe

								2	

PL R/P WiSe

									2
									2

PL: A SoSe

								1	2

PL: A SoSe