

**Module Description Colloquium**

Identifier	Category	Details / Content
<b>General Information</b>		
1.1	Module name	Colloquium
1.2	Contained courses	Colloquium
1.3	Module code	MSB.2.0065.0.M
<b>Timing</b>		
2.1	Frequency of offer	Summer and Winter semester
2.2	Attend in which semester	4th semester
<b>Link to study programs</b>		
3.1	Offered in study program	Master International Marketing and Sales
3.2	Mandatory courses in module or Electives	Mandatory
<b>Workload</b>		
4.1	Lecture form	Interview / Defense
4.2	Contact time	0,5 h
4.3	Self-study time	44,5
4.4	Total workload	45
4.5	Workload in credits	3 ECTS

**Intended learning outcomes & learning content****Intended learning outcomes**

5.1	ILO C 1	In terms of content, students will be able to show competence in identifying relevant information, defining and explaining topics under discussion. They will be able to demonstrate depth of understanding in their master thesis topic and to give insights in relevant theories.
	ILO C 2	Graduates will be able to structure their oral work, and synthesizing information. Students will present either in groups or as individuals.
	ILO C 3	Graduates will be able to follow an academic discussion, infer meanings that are not overt, and defend their scientific point of view.
	ILO C 4	Graduates will be able to critically evaluate the strengths, limitations of their approaches and of their options, evaluating the quality of work.

**Learning content**

5.2	Learning content 1	The Colloquium takes part after the Master thesis was handed in. The two supervisors will revise the Master thesis. In the Colloquium the student will present their master thesis research project and defend their approach.
	Learning content 2	Students will first present (rarely in groups or) as individuals. They are asked to develop persuasive speech, present information in a compelling, well-structured, and logical sequence, respond respectfully to inquiries, show depth of knowledge of complex subjects, and develop their ability to synthesize, evaluate and reflect on information.
	Learning content 3	Supervisors will ask critical questions to test students competence with regard to insights into relevant theories, scientific options and to critically evaluate their own work as well as to verify that the student is the author of the thesis.

**Contribution of module ILOs to study programme ILOs**

(only most relevant contribution is highlighted)

→	K1	Graduates can effectively <b>self-manage</b> (in terms of motivation, time, planning and behaviour) an IT-system supported <b>learning process to gain knowledge on strategy &amp; leadership, organisations, external environment and management</b> in the professional fields of international marketing & sales.
→	S1	Graduates can <b>effectively communicate in English or in the teaching language of their study abroad country on advanced academic and professional level</b> , 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 <b>act and react in socially adequate ways in intercultural, negotiation and ethically demanding situations</b> .
→	K3	Graduates can <b>conduct research</b> into business and management issues, either individually or as part of a team for projects / thesis / presentations. They can apply research methods appropriate to the research question, <b>critically evaluate the quality of their work and scientific contribution</b> and create a publication-ready Master's thesis.
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Requirements & examination		
6	Participation requirement	Master thesis evaluated as „pass“
7.1	Requirements for the award of credit points	Pass evaluation of master thesis by two supervisors and pass evaluation of colloquium
7.2	Assessment method	Personal interview of 30 minutes (student and both supervisors)
7.3	Requirements for admission to the examination	Minimum 30 credits (ECTS) from module examinations and participation in module examinations of the second semester.
7.4	Importance of the mark for total mark	2,5% (3 ECTS out of 120 ECTS)
8.1	Lecture language	German, English, solely depending on the supervisors
8.2	Module supervisor	Prof. Dr. Bert Kiel
8.3	Lecturers	Master thesis supervisors
8.4	Maximum number of participants	1
8.5	Supplementary information	
Recommended reading		
Alan Bryman; Social research Methods		
Creswell, J.W.; Educational research: Planning, conducting, and evaluating quantitative and qualitative research		
John W. Creswell; Research Design		
Andy Field; Discovering statistics using IBM SPSS Statistics		
Bortz / Döring; 'Forschungsmethoden und Evaluationen'		
Cumming, G.; Understanding the new statistics: Effect sizes, confidence intervals and meta-analysis		
Flick, Uwe; Qualitative Sozialforschung. Eine Einführung. Rowohlt: Reinbek/Hamburg.		
Mayring, Philipp; Einführung in die qualitative Sozialforschung, Beltz: Weinheim/Basel.		
Myers, Michael; Qualitative Research in Business & Management, Sage: Thousand Oaks.		
Przyborski, Aglaja / Wohlrab-Sahr, Monika (2010): Qualitative Sozialforschung. Ein Arbeitsbuch. Oldenbourg: München.		
Hällgren, M.; The construction of research questions in project management. International Journal of Project Management, 30(7): 804-16.		
Sackett, DL / Wennberg, JE (1997): Choosing the best research design for each question, BMJ, 315: 1636.		
Schlosser, R./Koul, R./Costello, J. (2007): Asking well-built questions for evidence-based practice in augmentive and alternative		