

## Clusters spring 2023

Cluster 1: Finance – Compulsory courses

Cluster 2: Finance and International Business – Compulsory courses

Cluster 3: Business Intelligence – Compulsory courses

Cluster 4: Information Management – Compulsory courses

Cluster 5: International Economic Consulting – Compulsory courses

Cluster 6: Operation and Supply Chain Analytics – Compulsory courses

Cluster 7: Strategy, Organisation and Leadership – Compulsory courses

Cluster 8: International Business – Compulsory courses

Cluster 9: Marketing – Compulsory courses

Cluster 10: B2B – Compulsory courses

Cluster 11: Commercial and Retail Management – Compulsory courses

Cluster 12: Innovation Management and Entrepreneurship – Compulsory courses

Cluster 13: Management Accounting and Control – Compulsory courses

Cluster 14: Strategic Communication – Compulsory courses

Cluster 15: International Business Development (Herning) – Compulsory courses

Cluster 16: Auditing 1

Cluster 17: Auditing 2

Cluster 18: Cand.soc.

Cluster 19: Cand.soc. Business Psychology

### Cluster 1: Finance – Compulsory courses

| Course no. | Course title             | ECTS | Programme |
|------------|--------------------------|------|-----------|
| 460222U025 | Financial Intermediation | 10   | FIN       |
| 460172U013 | Derivatives              | 10   | FIN       |
| 460222U013 | Asset Management         | 10   | FIN       |

### Cluster 2: Finance and International Business – Compulsory courses

|            |                                       |    |           |
|------------|---------------------------------------|----|-----------|
| 460202U037 | International Business Strategy       | 10 | FIB       |
| 460182U033 | Empirical Corporate Finance – Project | 5  | FIB       |
| 460162U018 | Corporate Valuation                   | 10 | FIB       |
| 460202U036 | International Financial Accounting    | 5  | FIB + MAC |

### Cluster 3: Business Intelligence – Compulsory courses

| Course no. | Course title                                 | ECTS | Programme |
|------------|--|------|-----------|
| 460202U035 | Machine Learning for Business Intelligence 2 | 10   | BI        |
| 460202U040 | Customer Analytics                           | 10   | BI        |
| 460202U039 | Data Science Project                         | 10   | BI        |

### Cluster 4: Information Management – Compulsory courses

|            |  |    |                                       |
|------------|--|----|---------------------------------------|
| 460152U028 | IS Strategy and Management                     | 10 | INFO                                  |
| 460152U006 | IS Enterprise Architecture                     | 10 | Reserved for INFO and elective for BI |
| 460182U035 | Digital Innovation and Business Transformation | 10 | INFO                                  |

**Cluster 5: International Economic and Consulting – Compulsory courses**

| Course no. | Course title   | ECTS | Programme        |
|------------|--|------|------------------|
| 460152U042 | Applied Economic Consulting                          | 10   | Reserved for IEC |
| 460152U041 | International Economic Integration                   | 10   | IEC              |
| 460202U065 | Tools for Empirical Economic Analysis and Consulting | 5    | IEC              |
| 460202U072 | Empirical Industrial Organisation                    | 5    | IEC              |

**Cluster 6: Operations and Supply Chain Analytics – Compulsory courses**

|            |   |    |      |
|------------|---|----|------|
| 460202U041 | Applied Modelling in Operations and Supply Chains | 10 | OSCA |
| 460202U034 | Demand and Production Management                  | 10 | OSCA |
| 460202U038 | Inventory Management                              | 5  | OSCA |
| 460152U080 | Distribution and Transportation                   | 5  | OSCA |

**Cluster 7: Strategy, Organisation and Leadership – Compulsory courses**

| Course no. | Course title                              | ECTS | Programme                   |
|------------|---|------|-----------------------------|
| 460182U048 | Organising and Leading Digitalisation     | 5    | SOL                         |
| 460202U058 | Strategy                                  | 5    | SOL                         |
| 460152U068 | Organisational Change and Leadership      | 10   | Reserved for SOL + SC + JUR |
| 460202U057 | Human Resource Management and Development | 10   | SOL + SC                    |

**Cluster 8: International Business – Compulsory courses**

|            |   |    |                 |
|------------|---|----|-----------------|
| 460152U030 | Organising and Managing the Multinational Corporation                 | 10 | IB              |
| 460222U020 | The Global Economic Environment: Strategic Implications and Responses | 5  | IB              |
| 460152U004 | Intercultural Competence  | 5  | Reserved for IB |
| 460182U036 | Business-to-Business Purchasing Management                            | 10 | B2B + IB        |

**Cluster 9: Marketing – Compulsory courses**

| Course no. | Course title   | ECTS | Programme                    |
|------------|--|------|------------------------------|
| 460152U013 | Marketing Communication                              | 5    | MAR                          |
| 460152U062 | Pricing Strategy                                     | 5    | Reserved for MAR + B2B + CRM |
| 460222U017 | Strategic Brand Management                           | 10   | MAR                          |
| 460152U064 | Marketing Management and Strategy in the Digital Age | 10   | Reserved for MAR             |

**Cluster 10: B2B – Compulsory courses**

|            |   |    |                              |
|------------|---|----|------------------------------|
| 460182U036 | Business-to-Business Purchasing Management          | 10 | B2B + IB                     |
| 460202U062 | Business-to-Business Sales and Marketing Management | 10 | B2B                          |
| 460182U038 | Regulating Marketing and Purchasing Cooperation     | 5  | B2B                          |
| 460152U062 | Pricing Strategy                                    | 5  | Reserved for B2B + MAR + CRM |

**Cluster 11: Commercial and Retail Management – Compulsory courses**

| Course no. | Course title                                | ECTS | Programme                |
|------------|---|------|--------------------------|
| 460202U054 | Performance and Margin Management           | 5    | CRM                      |
| 460222U024 | Supplier-Relations and Business Negotiation | 10   | CRM                      |
| 460222U016 | Category, Stock and Brand Management        | 10   | CRM                      |
| 460152U062 | Pricing Strategy                            | 5    | Reserved for CRM+B2B+MAR |

**Cluster 12: Innovation Management and Entrepreneurship – Compulsory courses**

| Course no. | Course title                                     | ECTS | Programme |
|------------|--|------|-----------|
| 460162U008 | Managing Innovation                              | 10   | INNO      |
| 460222U014 | Strategic Management of Technological Innovation | 10   | INNO      |
| 460222U015 | Entrepreneurship for Social Change               | 10   | INNO      |

**Cluster 13: Management Accounting and Control – Compulsory courses**

|            |   |    |                  |
|------------|---|----|------------------|
| 460202U036 | International Financial Accounting        | 5  | FIB + MAC        |
| 460202U061 | Financial Accounting and Decision Making  | 5  | MAC              |
| 460152U055 | Performance Management                    | 10 | Reserved for MAC |
| 460152U078 | Practice Project in Management Accounting | 5  | MAC              |
| 460152U071 | Accounting Information Systems            | 5  | MAC              |

**Cluster 14: Strategic Communication – Compulsory courses**

| Course no. | Course title                              | ECTS | Programme                   |
|------------|---|------|-----------------------------|
| 460152U068 | Organisational Change and Leadership      | 10   | Reserved for SOL + SC + JUR |
| 460202U057 | Human Resource Management and Development | 10   | SOL + SC                    |
| 460202U063 | Corporate Communication                   | 10   | Reserved for SC             |

**Cluster 15: International Business Development (Herning) – Compulsory courses**

| Course no. | Course title                  | ECTS | Programme |
|------------|-------------------------------|------|-----------|
| 460182U044 | Advanced Marketing Management | 10   | IBD       |
| 460182U019 | Advanced Business Economics   | 10   | IBD       |
| 460182U045 | Analytics for Decision-Making | 10   | IBD       |

**Cluster 16: Auditing 1**

| Course no. | Course title                   | ECTS | Programme                                |
|------------|--------------------------------|------|--|
| 460162U037 | Skatteret II                   | 10   | AUD                                      |
| 460162U033 | Insolvensret                   | 5    | AUD                                      |
| 460162U038 | Revision I: Teori og begreber  | 5    | AUD                                      |
| 460162U039 | Revision II: Revisorregulering | 5    | AUD                                      |
| 460222U012 | Data Management and Analysis   | 5    | AUD                                      |
| 420152U006 | International skatteret        | 10   | Reserved for JUR and as elective for AUD |

**Cluster 17: Auditing 2**

| Course no. | Course title                                   | ECTS | Programme                                |
|------------|--|------|--|
| 460162U037 | Skatteret II                                   | 10   | AUD                                      |
| 460162U033 | Insolvensret                                   | 5    | AUD                                      |
| 420152U006 | International skatteret                        | 10   | Reserved for JUR and as elective for AUD |
| 460202U061 | Financial Accounting and Decision Making       | 5    | MAC                                      |
| 460202U058 | Strategy                                       | 5    | SOL                                      |
| 460222U015 | Entrepreneurship for Social Change             | 10   | INNO                                     |
| 460182U035 | Digital Innovation and Business Transformation | 10   | INFO                                     |

**Cluster 18: Cand.soc.**

| Course no. | Course title                                     | ECTS | Programme |
|------------|--|------|-----------|
| 460162U008 | Managing Innovation                              | 10   | INNO      |
| 460222U014 | Strategic Management of Technological Innovation | 10   | INNO      |
| 460222U015 | Entrepreneurship for Social Change               | 10   | INNO      |

**Cluster 19: Cand.soc. Business Psychology**

| Course no. | Course title                 | ECTS | Programme                |
|------------|------------------------------|------|--------------------------|
| 460222U021 | Communication Psychology     | 10   | Cand.soc. Business Psych |
| 460222U022 | Organisational Interventions | 10   | Cand.soc. Business Psych |
| 460222U023 | Business Psychology Methods  | 10   | Cand.soc. Business Psych |