

## Clusters spring 2022

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 Business Development – 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 1: Finance – Compulsory courses

Course no.	Course title	ECTS	Programme
460202U027	Financial Mediation and FinTech	10	FIN
460172U013	Derivatives	10	FIN
460182U039	Securities Markets	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 + JUR
460202U057	Human Resource Management and Development	10	SOL

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

460152U030	Organising and Managing the Multinational Corporation	10	IB
460192U029	The Global Firm: Trade Policy and Risk Management Strategies	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
460212U002	Brand Management and Marketing Channels	10	MAR
460152U064	Marketing Management and Strategy	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
460202U055	Stock and Waste Management	5	CRM
460202U052	Range, Category and Brand Management	5	CRM
460202U053	Supplier-Retailer Relations Management	5	CRM
460202U067	Commercial Negotiation Skills	5	Reserved for CRM
460152U062	Pricing Strategy	5	Reserved for CRM+B2B+MAR

**Cluster 12: Innovation Management and Business Development – Compulsory courses**

Course no.	Course title	ECTS	Programme
460162U008	Managing Innovation	10	INNO
460162U012	Business Development: Innovation, and Strategy	10	INNO
460162U009	Financing Innovation and Entrepreneurship	5	Reserved for INNO
460152U023	Entrepreneurship	5	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 + AUD

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

Course no.	Course title	ECTS	Programme
460192U031	Brand Management in Theory and Practice	10	Reserved for SC
460202U063	Corporate Communication	10	Reserved for SC
460202U059	Social Media Communication, Innovation and Management	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
460152U071	Accounting Information Systems	5	MAC + 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
460152U023	Entrepreneurship	5	INNO
460182U035	Digital Innovation and Business Transformation	10	INFO

**Cluster 18: Cand.soc.**

Course no.	Course title	ECTS	Programme
460162U008	Managing Innovation	10	INNO
460162U012	Business Development: Innovation, and Strategy	10	INNO
460152U023	Entrepreneurship	5	INNO