

Industrial Engineering Course Program DHBW Bad Mergentheim, Spring semester

Program: International Technical Sales (ITV)		ECTS			
Courses	German name (time table)	Language	Credits	Remarks	Modul
Controlling	Controlling	German	5		Controlling (T3WIW3002)
Strategic Management	Unternehmensführung	German	5		Strategic Management (T3WIW3003)
Technical Purchase & Technical Sales	Technischer Einkauf/Vertrieb	German	5		Technical Purchase & Technical Sales (T3WIW9075)
International Business II	International Business II	German	2,5		International Business (T3WIW9040)
Sales Project and Process Management	Projektmanagement im Vertrieb	German	2,5		Sales Management (T3WIW9041)
Sales Information Systems	Digital Business Systems	German	2,5		Digital Business Systems (T3WIW9164)
Project work		English	5		individual
One out of:					
Innovative Management Methods		German	2,5	these two courses run	Elective (T3WIW9042)
International Entrepreneurship		English	2,5	simultaneously	Elective (T3WIW9042)

Module:

https://www.dhbw.de/fileadmin/user/public/SP/MGH/Wirtschaftsingenieurwesen/Allgemeines_Wirtschaftsingenieurwesen.pdf