## Business Program in English

**Program Coordinator:** [Prof. Dr. vom Kolke](mailto:-prof.dr.vom.kolke@oth-regensburg.de)

### Module Title
Internationalization Strategies And International Finance  
*(the module consists of two separate courses: IST and ISF)*

<table>
<thead>
<tr>
<th>Module Code(s)</th>
<th>Hours per week</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>IST, ISF</td>
<td>4</td>
<td>1 Semester</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Module Instructors</th>
<th>Lecture type</th>
<th>Pre-requisite(s)</th>
</tr>
</thead>
</table>
| Prof. Dr. Sabine Jaritz  
Prof. Dr. Jürgen Schöntag | Interactive seminar with group exercises | Principles of Finance and Investment Theory |

### Objectives
- The course provides students with a clear conceptual understanding of: The economical, political, and financial factors affecting international expansion as distinct from purely domestic factors.
- The persistence of deep and momentous cross-national differences in the world affecting the strategy, performance, and value of the cross national firm.
- The models for organizing and managing a multinational network of subsidiaries, including how to coordinate and transfer useful knowledge across borders and make decisions in the field of asset management on their own.
- Analyze terms of payment and financial instruments in connection with foreign trade
- Understand and apply financial hedging instruments
- Understand how to measure and to assess the performance of firms

### Content
- Course includes:
  - Introduction to International Business
  - Process of Internationalization
  - Designing and Managing the Value Chain Across Borders
  - Managing the Value Chain Across Borders
  - Foreign Location decision and Market Entry Strategies
  - Foreign trade financing
  - Financial hedging instruments
  - Capital market-oriented performance measurement
  - Cost of capital

### Grading/Evaluation
One *joint* final exam for IST and ISF, Case studies and Exercises Assignment

### ECTS–Credits
5

### Text book/teaching material
- Add. texts are introduced in class