

Pflichtmodule drittes Semester

Softskills

1	Module Number 13577	Study Program ASM	Semester 3	Offered in XWS ☐ SS	Duration 1 Semester	Module Type compulsory	Workload 210 h	ECTS 6
2	Courses		Teaching and Learning Forms		Contact Time		Self-Study Time	Language
	a) Global Engineering b) Project Management c) International Negotiations		Lecture Lecture Lecture		(SWS) 2 2 3	(h) 30 30 45	(h) 105	English
Learning Outcomes and Competences Once the module has been successfully completed, the students can...								
Knowledge and Understanding ... understand sales & marketing aspects of global engineering projects. ... understand different approaches towards global engineering projects (waterfall, agile, hybrid project management). ... develop a project plan, split complex tasks into subtasks. ... apply the knowledge from lectures and labs on a real application. ... understand the limitations of project time and human resources. ... know about Intellectual properties and patent topics in engineering ... know cultural differences. ... improve language and mimic as a tool of successful interaction ... understand mechanisms of multilateral business and trade formalis								
Use, Application and Generation of Knowledge <i>Use and Transfer</i> ... be able to choose the right engineering approach in relation to the market needs ... use methods and tools of project management. ... understand the principles of Global Engineering. ... interpret Gant-charts, calculate the time and financial aspects of projects. ... include and consult IP and patent experts in a professional manner – and know when appropriate ... use state-of –the-art software support for projects ... apply the gained knowledge to case-studies. ... improve cooperation within your own unit / company ... improve company - customer relationships ... come to better results with international partners ... being able to estimate the economic impact of IPR ... transfer engineering results to production ...								
<i>Scientific Innovation</i> ... describe the dependency of R&D, production, sales & finance of projects. ... apply scientific methods to solve engineering tasks. ... discuss pros and cons of different project management approaches.								
Communication and Cooperation ... work together according to a project plan ... take into account cultural differences in working style, leadership and communication. ... cooperate within diverse international groups in order to find adequate solutions for the project task. ... lead project teams ... achieve more satisfying business output of international negotiations ... use the right negotiation options according to the specific (cultural) counterparts ... handle difficult situations and settle conflicts peacefully								
Scientific Self-Conception/ Professionalism ...work successfully in international development groups in industry.								

4	Contents a) and b) (Global Engineering & Project Management) - Sales & Marketing Aspects of Engineering Projects - Project lifecycle and analysis - Branding - Key Account Management - Customer Management - Bid management - Intellectual Property and Patents - Basics of Intellectual Property Rights (IPR) - Global Corporate Patent Strategy and Management - Company examples - Classical Project Management - Project Management Processes - Functions and responsibilities of a project manager - Scope, Time, Quality & Risk Management - Communications, HR & Integration Management - Documentation, reporting, presentation, decision making - Agile and Hybrid Project Management - Overview of different agile methods - Scrum - Integration of classical and agile methods - Critical Chain Project Management (CCPM) - Gamification with theoretical inputs - application of project management to a case study - Supporting IT structures - IT Network and Infrastructure - IT Organization - IT Security - Managing Product Data - From Engineering to Production c) International Negotiations - Background teaching of cultural differences - Interactive / international role plays - Exchanging of experiences of business and other cross-cultural transactions and achievements / failures. - Discourse and examples aimed at improving individual skills / arguments. - Win-win situations – learning different methods of negotiations
	Participation Requirements - compulsory: - - recommended: Negotiation English Some basic business experience Basic multicultural skills
6	Examination Forms and Prerequisites for Awarding ECTS Points Written Examination 120 min
7	Further Use of Module Module Team Project, Preparation for Master thesis, Preparation for negotiations in job situations
8	Module Manager and Full-Time Lecturer Prof. Dr. rer. nat. S. Zürn
9	Literature - Script and case studies will be provided in electronic format - PMBOK Guide 8th edition, PMI Institute - Larson, E.W.; C.F. Gray (2016): Project Management – The Managerial Process, McGraw-Hill - Mühlen, Alexander (2010): International negotiations, Münster Verlag, 2010
10	Last Updated 06.12.2023