Management of Organisations and Marketing

Full course description

This course, which has an evident business administration character, addresses the issues of managing organisations and their marketing activities. This course introduces the basic concepts necessary to analyse and understand the functioning of any organisation, among others management, culture, and structure. Fundamental aspects like what management is and why we should study it will be dealt with, firstly. Subsequently, culture, ethics, corporate responsibility, teams, decision making, and structure will be discussed among others. Based on this knowledge the course deals with challenges faced by managers of organisations nowadays.

The marketing part of this course builds upon ‘marketing orientation’ as a foundation of contemporary firms. Attention is, for instance, paid to basic marketing tools, positioning and segmentation strategies, and customer motivation. Throughout the course examples of real life problems organisations face are given. Next to these main subjects, practical skills deemed relevant for a successful study career will be emphasised.

Course objectives

This introductory course Management of Organisations and Marketing serves two main purposes. First, it aims at providing you with crucial theoretical and practice-oriented knowledge that helps you to understand the functioning of companies and the behaviour of management in business contexts. This knowledge will be derived from two disciplines: management and organisation (1) and marketing (2). More details on the perspectives of these disciplines will be provided in the next section. A second purpose of this course relates to the development of basic learning skills that you will need throughout your study at Maastricht University. This skills training mainly focuses on Problem-Based Learning in an international classroom. We introduce the 7-jump, different roles in tutorial groups and various PBL working methods. During the group sessions, you will have ample opportunity to practice your newly acquired PBL skills.

When you have successfully finished this course, you are:

- capable of studying in an academic problem-based learning environment
- knowledgeable of the foundations of management and organisation studies
- knowledgeable of the foundations of marketing studies
- capable of understanding and explaining basic organisational and marketing problems in isolation
Bachelor Fiscal Economics

**Prerequisites**

An advanced level of English

**Recommended reading**

- Introductory (custom-made) Management of Organisations and Marketing book
- Skillset booklet (custom-made)
- Articles
- Study materials on PBL in an international classroom

EBC1003
Period 1
4 Sep 2017
27 Oct 2017
[Print course description](#)

ECTS credits: 6.5

Instruction language: English

Coordinators:

- N.L. van den Elst
- K. Geyskens

Teaching methods:
PBL, Lecture(s), Assignment(s), Presentation(s), Work in subgroups

Assessment methods:
Attendance, Participation, Written exam, Final paper

School of Business and Economics

**Quantitative Methods I**

**Full course description**

QM I is the first introduction to methodological topics that are quantitative in nature: mathematics, statistics and computer science. In mathematics, we will repeat and extend students' knowledge about functions and equations. Questions that play a role in this course are: How to translate a given problem into a mathematical model? Most of these problems are questions for a maximum or minimum value or for the significance of the problem - mathematically, the existence of a solution.

How to find maximum and minimum values of a function of 1 and 2 variables? We will make use of derivatives and partial derivatives in order to formulate equations and conditions for extreme values.

In statistics, we will focus on the following topics: Methods of Data collection, and types of data; Descriptive statistics: describing important characteristics of populations or samples by numerical methods as mean, median, mode (measures of central tendency) and variance and standard deviations (measures of spread), and by graphical methods, like a histogram, bar chart or Box-and-Whiskers display; Probability theory, as an introduction to random variables; Discrete random variables and the most important discrete probability distribution: the Binomial distribution; Continuous random variables and two continuous probability distributions: the Uniform and the Normal distribution; Sampling distributions, as a first step to the topic that will prevail the QM statistics agenda from now on: inferential statistics, or inductive reasoning. Understanding why
large samples provide so much more information than small samples is an important element of this first step. The construction of confidence intervals in estimating unknown population parameters and Hypothesis testing in the simplest case of one population, and concepts as null and alternative hypothesis, type I and type II errors and the p-value of a hypothesis test. With regard to computing skills, training will be offered in several of the applications that are relevant for your study, and the assignments and projects you are expected to perform. Examples of such applications are: Windows, Word, Internet Explorer, Outlook (Email), Excel (spreadsheet), and the Blackboard, electronic learning environment. The main aim of QM I is to achieve that all students, irrespective of their prior education, master the topics mentioned above, and in addition to that, master these topics in an active rather than passive manner. Practical work in different formats, like e.g. projects, will serve that last aim. The aim to level off prior quantitative knowledge of all incoming students implies that required efforts to pass this course will vary with your prior mathematical education. Students that did not have math as a major subject in their secondary education are advised to take summer classes in advance.

**Course objectives**

Active mastery and knowledge of basic mathematical and statistical techniques.

**Prerequisites**

Math secondary school at "minor" level.

**Recommended reading**

SUBJECT TO CHANGE

- Jansen, Thijs : Mathematics for Quantitative Methods I, reader together with the SOWISO e-Learning tool.
Microeconomics

Full course description

This course is an introduction to microeconomics, the economics branch concerned with the decisions of individual consumers and firms and how these decisions are connected to, and interact on, markets. Consumer decision-making is analysed first, leading to insights into the demand for goods and services at the market level. The analysis of firm behaviour follows, leading to the study of different factors that determine the supply of goods and services. The two sides are integrated to see how markets act to coordinate supply and demand. The course examines four different market structures: perfect competition, monopoly, oligopoly, and monopolistic competition. The effects of different market structures on prices, quantities traded and welfare are explained. In general, monopoly has undesirable outcomes, and often prompts government intervention under the rubric of competition policy. The literature studied in the course is applied to some recent cases in competition policy. A parallel skills training integrates basic mathematical tools by discussing formal problems from the microeconomics textbook.

Course objectives

- Understand the basic concepts and tools from microeconomics, such as opportunity costs, models and “marginal” analysis.
- Learn to recognize the potential of these tools in practical applications.
- Learn to apply basic mathematical tools to help modelling economic problems.

Prerequisites

- Basic mathematical principles, especially from calculus (comparable to the mathematics part of course Quantitative Methods 1, code EBC1005/1006/1007).
- An advanced level of English.

Recommended reading


EBC1011
Period 2
30 Oct 2017
22 Dec 2017
Print course description
ECTS credits:
6.5
Instruction language:
English
Coordinator:
- C.C.J.M.C. Kerckhoffs
Macroeconomics

Full course description

The course provides an introduction into modern macroeconomic theory and economic policy. This gives basic tools needed to analyse macroeconomic developments. The course covers short-run fluctuations, medium-run equilibrium, and also long-run growth. It discusses macroeconomic policy in a European context, but in a globalizing world. The course includes training in presentation skills, where small teams present and discuss macroeconomic data for various countries.

Course objectives

- learn how to analyse the macroeconomic performance of a country
- learn to understand how to interpret and understand various types of macroeconomic policy
- understand current discussions about fiscal and monetary policy
- training in presentation- and team-skills

Prerequisites

- Coverage of basic mathematics, in particular algebra.
- An advanced level of English

Recommended reading


ECTS credits: 6.5
Instruction language: English
Coordinator: G. Piccillo

Teaching methods: PBL, Presentation(s), Lecture(s), Work in subgroups
Assessment methods: Participation, Written exam
School of Business and Economics
Quantitative Methods II

Full course description

"QM II continues the quantitative topics that were initiated in QM I: mathematics and statistics. There is no separate formal training in (or testing of) computer science: this element has been integrated into the remaining two parts of the course. In the mathematics part, we will expand the analysis of functions and (systems of) equations. Issues that will be addressed are: - The matrix representation of systems of linear equations (so called linear algebra) will be introduced and supplemented by the concepts of determinants and inverse matrices, which are important tools to manipulate such systems. - The (constrained) maximisation or minimisation of (nonlinear) functions of more than 1 variable. We introduce the extreme value theorem and the Lagrange multiplier method. - Further topics include implicit differentiation, the Taylor expansion, and a collection of tools often used in finance but also in other fields (buzzwords: interest rates, present value, discounting, and geometric series). All these topics will be introduced and illustrated using economic or business applications, and functions that are often used in these fields (e.g. the Cobb-Douglas production function) will be analysed extensively. In the statistics part, we will expand the coverage of inferential statistics, i.e. how to draw conclusions about a population based on a sample. Students will learn to apply the basic tools of inferential statistics (confidence intervals and hypothesis tests) to examine a large array of questions that may occur in economics or business. We will focus on the following topics: -How to examine whether the mean of some quantitative variable (e.g. income) differs between two or more populations (e.g. men vs. women). Related to this, we will also examine what to do when the data are paired, and when the variable of interest is a proportion. -How to analyse relationships between qualitative variables (e.g. between brand preference and gender). -How to analyse relationships between two or more quantitative variables (e.g. between income and age) using regression analysis. This is one of the most frequently used statistical techniques in economics and business. All these issues will involve the use of real-life data, which will be analysed using EXCEL."

Course objectives

"Introduction to the matrix representation of (linear) systems of equations, and to the (constrained) maximization or minimization of (nonlinear) functions of more than 1 variable. Introduction to the basic tools of inferential statistics, a.o. the independent-samples t-test, the paired-sample t-test, one-way-ANOVA, the chi-square test and regression analysis."

Prerequisites

Basic knowledge of mathematics and statistics, comparable to the course Quantitative Methods I, code EBC1005/1006/1007.

Recommended reading

Finance

Full course description

This course provides an introduction to the fundamentals of finance. Students learn how capital markets function and how individuals and companies wishing to raise capital approach financial markets. Students learn how to make investment decisions. The basic concepts of risk and return shall be taught. Equity markets and Bond markets are introduced and the tools with which to price stocks, bonds and other financial assets, which trade on financial markets, are covered. Analytical problems are applied to financial problems during tutorial group meetings to ensure students are provided with a solid grounding in finance from both a corporate and a personal perspective.

Course objectives

- Learn how capital markets function.
- Apply knowledge to financial problems, capital budgeting and investment decisions.

Prerequisites

- An advanced level of English
- No specific required knowledge requested

Recommended reading

- Berk & De Marzo, Corporate Finance, Pearson
Bachelor Fiscal Economics

ECTS credits:
6.5

Instruction language:
English

Coordinator:

- S.T.M. Straetmans

Teaching methods:
PBL, Lecture(s), Assignment(s)

Assessment methods:
Participation, Written exam

School of Business and Economics

Accounting

Full course description

The aim of this course is to introduce accounting to students. Accounting comprises financial accounting and management accounting. Both forms of accounting rely on information extracted from the financial information system. Recent accounting scandals in companies like Enron, Parmalat and Ahold have illustrated the importance of providing reliable information about the performance of a company. In this course, we focus on management accounting. However, as financial statements are the key source of information for both financial and management accountants, we will first briefly discuss the methods that financial accounting uses to produce an annual report. In discussing the subject of management accounting, which has an internal focus (like managers and the board of directors), we will concentrate on the value of management accounting information for the internal decision-making process.

Course objectives

- Graduates have academic, evidence-based knowledge and understanding of theories, methods and tools in business/economics.
- Graduates can apply their knowledge and understanding to identify and solve real life business/economic problems. This includes demonstrating analytical skills and a problem-solving attitude.
- Graduates can inform judgments on theoretical and practical business/economic issues.
- Graduates have largely self-directed learning skills and the ability to regulate their own learning process.
- Graduates have a professional attitude. This includes demonstrating an open mind, proactive behaviour, critical reflection and accountability.

Prerequisites

- An advanced level of English
- No specific required knowledge requested

Recommended reading

International Economic Relations

Full course description

International economic integration has grown tremendously over the past decades. Partly due to deregulation and liberalisation of markets, international trade and capital flows are booming. The world is indeed becoming a global village. In theory, free movement of labour, goods and capital should benefit each and every country. However, not all countries benefit equally. Some like the anti-globalist groups even contend that the industrialized world continues to exploit the developing world, leading to a widening of the gap between countries. In this course, we critically analyse the theoretical fundamentals of both the financial-monetary and real aspects of the international economy. On the monetary side, exchange rate determination, the role of international financial markets and the choice of exchange rate regime are the focus. On the real side, international competitiveness, the gains from trade and factor move inputs are central. We use the theoretical insights to discuss extensively important problems, like trade policy and the distribution of wealth across nations. Obviously, international organisations and institutions like the IMF, World Bank and WTO play an important role in our critical discussions. Overall, the course will focus on the following topics: - international trade, - exchange rates, - macroeconomic policy, - globalisation.

Course objectives

- Learn how to analyse international trade, capital flows and exchange rates - Learn how to interpret and understand various types of economic policy in an international context - Understand current discussions about developments in international relations including the current economic crisis.
Bachelor Fiscal Economics

**Prerequisites**

Exchange students should have a basic knowledge of micro and macroeconomics and an advanced level of English.

**Recommended reading**


EBC1031
Period 5
9 Apr 2018
8 Jun 2018
[Print course description]

ECTS credits:
6.5

Instruction language:
English

Teaching methods:
PBL, Lecture(s), Presentation(s), Work in subgroups

Assessment methods:
Final paper, Participation, Written exam

**Compulsory Skills Year 1**

School of Business and Economics

**Economy Game**

**Full course description**

Students participate in a series of market simulations in which they represent consumers, producers or traders. Afterwards they will analyse the data of the market simulations and compare them to the standard theory they have learned during their first year. Moreover they will apply the learned concepts to real-life situations in their writing assignments.

**Prerequisites**

- Basic knowledge in microeconomics, statistics, and date processing (MS excel)
- An advanced level of English

**Recommended reading**

None

EBS1007
Period 6
11 Jun 2018
6 Jul 2018
Reflections on academic discourse

Full course description

The present skills training is about the value of ideas in understanding our environment. The discussions provoked by the economic crisis will help you to consider why some theories are relevant over a certain time period in various cultures and others are not, while at the same time proponents of both sets of theories seem to consider their respective theories as absolutely true. We will encourage you to examine why for many theories that seem to be quite successful, you can find an opposite theory that is adopted by many other academics or practitioners. You have to choose a topical area to which you want to apply this course.

All first years students in this School follow this course together (i.e. Economics Econometrics, Fiscal Economics and International Business students will meet each other).

Prerequisites

- An advanced level of English
- No specific required knowledge requested

Recommended reading

Per topical area you will use a set of articles indicated in ELEUM.

The common text for this course is similar to:

Bachelor Fiscal Economics

2 Feb 2018

Print course description
ECTS credits: 4.0
Instruction language: English
Coordinator:
  • A. Baranski Madrigal

Teaching methods:
Lecture(s), Assignment(s), Work in subgroups
Assessment methods:
Final paper, Participation, Written exam

Second year courses

Compulsory Courses Year 2

School of Business and Economics

Financial Markets

Full course description

The course deals with basic issues in finance, such as risk diversification and asset pricing, capital structure, investment valuation, market efficiency, dividend policy and the use of derivatives.

Course objectives

• Understand what finance theory says about how risky securities are priced in equilibrium.
• Understand what finance theory has to say about the mix between debt and equity finance for a firm.
• Understand the implications of the previously mentioned

Prerequisites

• Students are expected to understand the following finance concepts: Types of securities (stocks, bonds) and their returns; the concept of risk diversification and efficient frontiers, principles of time value of money.
• Exchange students need to have taken at least one introductory finance course.
• An advanced level of English

Recommended reading

• Berk & De Marzo, Corporate Finance, Pearson

EBC2006
Period 2
30 Oct 2017
22 Dec 2017
Public Finance

Full course description

The course presents an introduction to the economic theory of the public sector. The topics covered include: public goods, externalities, education, health care, pensions, redistribution, collective decision making and cost-benefit analysis.

Course objectives

Students acquire a basic understanding of the economic theory of the public sector.

Prerequisites

A prerequisite for this course is a basic course in microeconomics.

Recommended reading


Additional texts will be announced on EleUM.
Privaatrecht

Full course description

Fiscaal recht kan niet bestaan zonder een regeling van private verhoudingen. Als niet vaststaat wie eigenaar is van een huis kan men geen onroerende zaak belasting heffen en hangt ook de overdrachtsbelasting in de lucht. Als is verkocht, maar nog niet is geleverd, wie is dan omzetbelasting verschuldigd? Zo zijn er legio voorbeelden te geven die onderstrepen dat een goede kennis van het privaatrecht voor een fiscalist essentieel is. Dit blok is er op gericht die kennis te verwerven. In “privaatrecht” wordt daartoe, voortbouwend op de vaardigheid “Inleiding recht”, ingegaan op de onderscheiden gebieden binnen het privaatrecht waarna met name de beginselen van het verbintenissen- en goederenrecht centraal worden gesteld. De totstandkoming en aantasting van contracten, de overdracht van goederen en de bijzondere zakelijke rechten zijn kernonderwerpen van dit blok. Verder komen aan de orde het leerstuk van de onrechtmatige daad, het schadevergoedingsrecht, de zekerheidsrechten (met name pand en hypotheek). Het blok wordt afgerond met een korte verkenning van het faillissementsrecht.

For further information please refer to www.unimaas.nl > Faculty of Law > Education > Programme guide of the appropriate academic year.

Recommended reading

- Croes (red.), Privaatrecht als Opdracht (9e herziene druk), 2016, Kluwer Collegebundel of Blauwe VNW verzameling wetteksten (meest recente uitgave).

EBC2128
Period 1
4 Sep 2017
27 Oct 2017
Print course description
ECTS credits:
6.5
Instruction language:
Dutch
Coordinator:
- P.A.M. Croes

Teaching methods:
PBL
Assessment methods:
Written exam, Participation
School of Business and Economics

Accounting II

Full course description

The course introduces basic financial accounting principles and methods. Students will learn how to record business transactions and draw up financial statements (balance sheet, income statement,
Bachelor Fiscal Economics

and statement of cash flows). Furthermore, the influences of internal control and regulation on financial reporting and techniques for analysing financial statements are discussed.

**Course objectives**

Learn how to prepare, analyse, and interpret financial statements at an introductory level.

**Recommended reading**


Literature is subject to change.

EBC2002  
Period 1  
4 Sep 2017  
27 Oct 2017  
[Print course description](#)  
ECTS credits:  
6.5  
Instruction language:  
English  
Coordinator:  
- A.H.K. Renders  

Teaching methods:  
PBL, Lecture(s)  
Assessment methods:  
Written exam, Participation  
School of Business and Economics

**Structuur Loon- en Inkomstenbelasting**

**Full course description**

In dit blok staat de natuurlijke persoon die niet ondernemer is centraal. In dit blok wordt grondig aandacht geschonken aan de systematiek van de loon- en inkomstenbelasting. Er wordt aandacht besteed aan de plaats van diverse inkomstenbronnen binnen de inkomstenbelasting, zoals arbeid en resultaat uit overige werkzaamheden. Uitgebreid aandacht krijgt de inkomstenbron arbeid en inherent daaraan de loonbelasting. Daarnaast komt de premieheffing sociale zekerheid aan de orde. In het tweede deel van het blok komt het vermogen aan bod: de inkomsten uit eigen woning (box 1), de inkomsten in de vorm van periodieke uitkeringen en verstrekkingen (box 1), en het inkomen uit aanmerkelijk belang (box 2). Bijzondere aandacht wordt besteed aan de inkomstenbelastinggevolgen van echtscheiding. Tot slot wordt de vermogensrendementheffing (box 3) behandeld.

Let op: is 13 ECTS waard
**Recommended reading**

- Essers/van Kempen, *Cursus Belastingrecht, deel inkomstenbelasting, studenteneditie*, Kluwer, laatste druk
- Wettenbundel Kluwer of Vermande of Sdu

EBC2129
Period 5
16 Apr 2018
15 Jun 2018
Print course description
ECTS credits: 13.0
Instruction language: Dutch
Coordinator: M.J.G.A.M. Weerepas

Teaching methods: PBL, Lecture(s)
Assessment methods: Written exam, Participation
Faculty of Law

**Kostprijsverhogende Belastingen**

**Full course description**

Bachelor Fiscal Economics

en grensoverschrijdende transacties. Daarnaast wordt diepgaand de onroerende-zaakproblematiek behandeld in samenhang met de overdrachtsbelasting. Gedurende het blok worden interactieve colleges gegeven (1 x per week). De te behandelen casus in de werkgroepen hebben een tweeledig doel. Zij ondersteunen de studenten bij de oefening om uit de feitelijkheid de fiscaal-juridische problemen te herkennen. Dit en het verder analyseren en oplossen van de casus beoogt tevens het vlak waarbinnen de casus of de rechtsvraag speelt, te leren kennen als deel van het geheel (bijv. plaats en functie van vrijstellingen, of, de allocatie van ondernemersactiviteiten als probleem van internationale afbakening. enz.). Daarmee verwerft men ook overzicht met betrekking tot de achtergronden van de regelgeving.

Course objectives

Het doel van dit blok is de studenten vertrouwd te maken met de uitgangspunten van de heffing van omzetbelasting en, waar het betreft transacties in onroerend goed, tevens met de samenloopproblematiek met de overdrachtsbelasting. De basis van het blok wordt gevormd door de Wet op de omzetbelasting 1968, een en ander tegen de achtergrond van de Europese regelgeving op btw-gebied, alsmede de samenloopbepalingen in de Wet op belastingen van rechtsverkeer.

Na dit blok zal de student in staat moeten zijn:

- inzicht te geven in het (rechts)karakter, de achtergrond en het systeem van de omzetbelasting en de overdrachtsbelasting;
- de omzetbelasting te plaatsen binnen de context van het Europese recht;
- inzicht te geven in de belangrijkste onderwerpen (zoals ondernemer, prestatie, plaats van de prestatie, vrijstellingen en het aftrekrecht) op het gebied van de omzetbelasting, als ook in hun achtergronden en hun systematiek;
- de Nederlandse omzetbelastingwetgeving te interpreteren in het licht van de Europese Btw-richtlijn, de Btw-verordening en Europese jurisprudentie van het Hof van Justitie van de Europese Unie;
- een oordeel te geven over de Nederlandse en Europese jurisprudentie met betrekking tot de afzonderlijke onderwerpen;
- op realistische casusposities de geldende leerstukken zowel vanuit een theoretische als praktische invalshoek toe te passen door achtereenvolgens het probleem te analyseren, de betreffende regeling te interpreteren en het gegeven antwoord te motiveren;
- creatief en kritisch om te gaan met de genoemde onderwerpen, feilen van bestaande regelingen te formuleren alsmede oplossingen aan te dragen om deze te verhelpen;
- waar het betreft onroerend goedtransacties de samenloop met de overdrachtsbelasting vanuit voornoemde invalshoeken te benaderen.
- ethische dilemma’s te onderkennen en te benoemen.

Recommended reading

Bachelor Fiscal Economics

TAX3003
Period 2
30 Oct 2017
22 Dec 2017
Print course description
ECTS credits:
6.0
Instruction language:
Dutch
Coordinator:
• A.J. van Doesum

Teaching methods:
Lecture(s), PBL
Assessment methods:
Written exam
Keywords:
btw, overdrachtsbelasting, omzetbelasting, onroerende zaken, intracommunautaire transacties, kostprijsverhogende belastingen, Europees belastingrecht

Compulsory Skills Year 2 and 3

School of Business and Economics

Quantitative Methods III

Full course description

This skills training is devoted to refreshing and actively applying the basic inferential tools introduced in the statistics part of typical first year quantitative methods courses: a.o. the one-sample t-test, the independent-samples t-test, the paired-sample t-test, one-way-ANOVA, the chi-square test and regression analysis. Six case studies using real-life datasets that reflect business problems from a.o. marketing and finance are examined extensively. The empirical analyses are performed with SPSS, a statistical software package widely used in professional practice.

Course objectives

• Learn to recognize the opportunities to apply basic tools from inferential statistics in practical business situations.
• Learn to implement these tools correctly, using the statistical software package SPSS.
• Learn to interpret the results of such analyses correctly, and understand their limitations.

Prerequisites

Basic principles from inferential statistics as discussed in typical first-year Quantitative Methods courses such as QM1 (code EBC 1005/1006/1007) and QM2 (code EBC 1033/1034/1035): basic probability theory, population versus sample, sampling distribution, point estimation, confidence intervals, type I error, regression analysis.
Exchange students must have attended courses similar to QM1 and QM2 at their home university. If not, successful completion of QM3 is impossible.

**Recommended reading**


EBS2001
Period 3
8 Jan 2018
2 Feb 2018
[Print course description](#)

ECTS credits:
4.0

Instruction language:
English

Coordinator:

- C.C.J.M.C. Kerckhoffs

Teaching methods:
PBL, Lecture(s), Assignment(s)

Assessment methods:
Written exam

School of Business and Economics

**Presentation Skills**

**Full course description**

The presentation skills training program focuses on creative ways of presenting information. In general, students in their final year of undergraduate education have used PowerPoint on numerous occasions for various courses. The training in this skills course focuses on different communication techniques. Some examples follow.

- Pecha Kucha: a timed presentation using pictures. Students learn to time their presentation and respect deadline of 20 seconds per slide. Requires good preparation.
- Elevator Speech: few minutes to draw someone's attention to an issue, aiming at establishing a future appointment with the interlocutor and tell him/her more. Students learn to be concise and effective.
- TED talk: combines story-telling, the use of catchphrases, metaphors, analogies, maintaining the audience's interest. Learning objective: the power of words and presence on stage.
- PowerPoint is a support but how you convey your information is of paramount importance.

**Course objectives**

Increased ability to give a (good) presentation (enhanced presentation skills).
Bachelor Fiscal Economics

**Prerequisites**

- No specific knowledge required.
- An advanced level of English

**Recommended reading**

Reading booklet, provided on Eleum.

EBS2030
Period 3
8 Jan 2018
2 Feb 2018
Period 6
11 Jun 2018
6 Jul 2018

[Print course description](#)

ECTS credits:
4.0

Instruction language:
English

Coordinator:

- [C.A.J. Maagne](#)

Teaching methods:
PBL, Presentation(s), Assignment(s)

Assessment methods:
Attendance, Participation

Third year courses

**Compulsory Courses Year 3**

School of Business and Economics

**Design of Tax Systems**

**Full course description**

The course covers the main topics in the economics of taxation. The first aim is to provide a theoretical framework for thinking about tax policy. We consider both efficiency and distributional considerations and discuss how they can be optimally balanced in designing a tax system. This theoretical framework is then applied to (i) the major types of taxes, i.e., the personal income tax, the corporation income tax, taxes on consumption and taxes on wealth, and to (ii) a variety of other issues in taxation, such as tax evasion and deficit finance.

**Course objectives**

Students will apply acquired economic competencies to the design of tax systems.
Bachelor Fiscal Economics

**Prerequisites**

Prerequisites for this course are an intermediate course in microeconomics and an intermediate course in public economics like EBC2127 or EBC2012.

An advanced level of English.

**Recommended reading**


EBC2017
Period 2
30 Oct 2017
22 Dec 2017

Print course description
ECTS credits:
6.5
Instruction language:
English
Coordinator:

- K.G.M. Bosmans

Teaching methods:
PBL, Presentation(s)
Assessment methods:
Attendance, Participation, Written exam

School of Business and Economics

**International Financial Accounting**

**Full course description**

The course covers corporate financial accounting and reporting. The objectives of and international differences in financial accounting are discussed. However, the focus of the course will be on the understanding and application of financial accounting methods required by IAS/IFRS in various areas. During the meetings the required literature, questions, and assignments will be discussed.

**Course objectives**

- Understanding the sources and implications of international differences in accounting approaches,
- Becoming familiar with IAS/IFRS, but more importantly,
- Developing the conceptual knowledge of financial accounting in order to facilitate the understanding (i) of current financial accounting practice, (ii) of why IAS/IFRS prescribes certain accounting methods, and (iii) of why other standard setters (such as the US FASB) may have chosen to prescribe alternative methods.
Prerequisites

- 2nd year courses Accounting II (EBC2002) or Finance and Accounting (EBC2007).
- Students from outside the UM should have sufficient knowledge of the topics discussed in chapters 1, 2, 3, 4, 6, 7, 8, 13, 14 of the textbook of Libby, Libby, & Short "Financial Accounting".
- An advanced level of English

Recommended reading


Internal Control and Accounting Information Systems

Full course description

The area of internal control and accounting information systems concerns the quality of (financial) information. As a result of recent corporate financial scandals, this has become a significant issue in today's business. Every business needs a control system that monitors the effectiveness and efficiency of operations, reduces the risk of asset loss, and helps to ensure the reliability of financial reporting and compliance with laws and regulations. The course Internal Control & Accounting Information Systems is an introduction into the key concepts and techniques of internal control, such as information quality, the COSO control framework, IT controls and organisational controls. Based on these concepts and techniques, the course addresses the design of effective and efficient internal controls for the purchasing, inventory, production and sales activities of businesses.

Course objectives

- Understand the concept of quality of information and the importance of this concept.
- Understand the role of internal control in producing information of high quality and in
Bachelor Fiscal Economics

- promoting the efficiency and effectiveness of an organisation's operations.
- Learn about the different organisational processes within organisations, and learn how to design internal controls for each of these processes.
- Learn about the controls that specifically apply to Information Technology (IT) and integrate these into each of the business processes.
- Graduates have academic, evidence-based knowledge and understanding of theories, methods and tools in business/economics.
- Graduates can apply their knowledge and understanding to identify and solve real life business/economic problems. This includes demonstrating analytical skills and a problem-solving attitude.
- Graduates can inform judgments on theoretical and practical business/economic issues.
- Graduates can effectively communicate both to specialist and nonspecialist audiences. This includes demonstrating strong presentation skills, project-management skills and interpersonal skills.
- Graduates have largely self-directed learning skills and the ability to regulate their own learning process.
- Graduates have a professional attitude. This includes demonstrating an open mind, proactive behaviour, critical reflection and accountability.
- Graduates can effectively function in a multicultural environment and work in multicultural teams. This includes demonstrating interpersonal skills and a high proficiency of English.
- Graduates show social responsibility. This includes demonstrating awareness for academic and scientific responsibility in a broader social or ethical context.

**Prerequisites**

- An advanced level of English.
- No specific knowledge required.

**Recommended reading**


EBC2057
Period 4
5 Feb 2018
6 Apr 2018
[Print course description](#)

ECTS credits:
6.5

Instruction language:
English

Coordinator:

- [C.C.M. Schelleman](#)

Teaching methods:
PBL, Presentation(s), Assignment(s), Work in subgroups

Assessment methods:
Participation, Written exam
Inleiding Ondernemings- en Faillissementsrecht

Full course description

In het ondernemingsrechtelijke deel van dit blok wordt een overzicht gegeven van de belangrijkste basisbegrippen van het ondernemingsrecht. Onderwerpen die daarbij aan de orde komen zijn: de juridische organisatie van een onderneming (rechtsvormen, organen en bevoegdheden), de vertegenwoordigingsbevoegdheid, verantwoordelijkheid en aansprakelijkheid, en het kapitaal en vermogen van de vennootschap. De focus is met name gericht op de kapitaalvennootschappen – de naamloze vennootschap en besloten vennootschap – maar ook de personenvennootschappen, de vereniging en stichting komen aan bod. De te behandelen stof is verdeeld over onderwijsgroepen en enkele colleges. In het tweede deel van dit blok staat het faillissementsrecht centraal. Aandacht wordt besteed aan het doel van het faillissement en de gevolgen ervan voor de gefailleerde, zijn vermogen en zijn schuldeisers. Besproken wordt wat er wel en niet in de boedel valt en hoe en door wie die wordt beheerd en vereffend. Er zal kort gekeken worden waarom de surseance van betaling niet functioneert zoals de wetgever dat voor ogen had, terwijl de schuldsaneringsregeling voor natuurlijke personen iets uitgebreider aan de orde komt. Het blok wordt afgesloten met de bestudering van de manier waarop het vermogen van de failliete (rechts) persoon wordt verdeeld en de rangorde die hierbij geldt.

Course objectives

Aan het eind van dit blok hebben de deelnemers grondige basiskennis en inzicht verworven van het Nederlandse ondernemingsrecht en faillissementsrecht

Recommended reading


PRI3002
Period 1
4 Sep 2017
27 Oct 2017
Print course description
ECTS credits:
6.0
Instruction language:
Dutch
Coordinator:
- J.J.A. Hamers

Teaching methods:
Lecture(s), PBL
Assessment methods:
Written exam
Keywords:
Inleiding, Ondernemingsrecht, Faillissementsrecht
Vennootschapsbelasting

Full course description

In dit blok staat de belastingheffing over de winst van NV's, BV's en andere lichamen centraal. Het blok vormt een inleiding op de belastingheffing over de winst van vennootschappen. In het masterblok Fiscaal concernrecht wordt hierop voortgebouwd. In dit blok komen de specifieke aspecten van de winstbepaling voor vennootschappen ten opzichte van die voor ondernemers in de inkomstenbelasting aan de orde. Behandeld worden de afbakening voor de vennootschapsbelasting van het subject en het object, de storting van kapitaal en de uitdeling van winst, de aftrek van rente en de verrekening van verliezen. Verder komen, inleidend, aan de orde de voor de vennootschapsbelasting specifieke leerstukken van de deelnemingsvrijstelling en de fiscale eenheid. Naast de vennootschapsbelasting wordt aandacht besteed aan de dividendbelasting, die wordt geheven bij de winstuitkeringen door een vennootschap aan haar aandeelhouders.

Course objectives

Verwerven van basiskennis van de vennootschapsbelasting en de dividendbelasting. Na afloop van het blok moet de student in staat zijn om problemen op het gebied van de vennootschapsbelasting en de dividendbelasting, die geen betrekking hebben op concernstructuren, grensoverschrijdende structuren of fusies en splitsingen, te onderkennen en te analyseren en er mogelijke oplossingen voor aan te dragen.

Prerequisites

Voor een goed begrip van de vennootschapsbelasting is enige kennis van de inkomstenbelasting onontbeerlijk. Degenen die weinig of geen kennis van de inkomstenbelasting hebben, wordt daarom dringend aangeraden om voor de aanvang van het blok een beknopte inleiding in de inkomstenbelasting door te nemen. Bruikbaar zijn, uit het boek: C.A. de Kam P.M. van Schie e.a., Belastingrecht in Hoofdlijnen, Studenteneditie, FED fiscale studieserie 38, laatste druk, Kluwer, Hoofdstuk 2 of uit het boek: M.L.M. van Kempen, P.H.J. Essers e.a., Cursus belastingrecht (Inkomstenbelasting), studenteneditie laatste druk, Kluwer, Hoofdstuk 1 of uit het boek: L.G.M. Stevens, Elementair belastingrecht voor economen en bedrijfsjuristen, laatste editie, theorieboek, Hoofdstuk 4. Dit hoofdstuk geeft een kort overzicht van de structuur van de inkomstenbelasting. Uit hetzelfde boek kan desgewenst vooraf ook nog worden bestudeerd: hoofdstuk 6, voor de begrippen onderneming, ondernemer en totale winst, en hoofdstuk 7, voor de jaarwinstbepaling.

Recommended reading

Bachelor Fiscal Economics

voor het masterblok Fiscaal concernrecht. Wie dit blok gaat volgen, kan ook alleen het boek van Van de Streek en Strik of van Bouwman aanschaffen. Voor de dividendbelasting wordt zowel voor het bachelorblok Vennootschapsbelasting als voor het masterblok Fiscaal concernrecht het boek van Marres en Wattel gebruikt.

TAX3005
Period 4
5 Feb 2018
6 Apr 2018

Print course description
ECTS credits:
6.0
Instruction language:
Dutch
Coordinator:
• J.H.M. Arts

Teaching methods:
Lecture(s), PBL
Assessment methods:
Written exam
Keywords:
Vennootschapsbelasting, Dividendbelasting,
Faculty of Law

Winst uit Onderneming

Full course description

Het blok bestaat uit twee delen, te weten het deel winst uit onderneming dat in de onderwijsbijeenkomsten aan bod komt en anderzijds het Practicum Tax accounting dat tijdens de colleges behandeld wordt. De onderwijsbijeenkomsten zullen beginnen met de bestudering van de personen die winst uit onderneming en resultaat uit overige werkzaamheden genieten. Na de afbakening van het fiscale begrip onderneming wordt aandacht besteed aan de diverse aspecten van de fiscale winstbepaling. Hiernaast gaan de colleges van het practicum Tax Accounting lopen waarbij ingegaan wordt op de afleiding van de fiscale winst uit de vennootschappelijke of bedrijfseconomische winst, met andere woorden de fiscale comptabiliteit. Ter voorbereiding op deze colleges dienen opdrachten uitgewerkt te worden. In het kader van het goed koopmansgebruik komen o.a. de vermogensetikettering, de ondernemingskosten, vrijstellingen en de foutenleer aan de orde. Daarna zal de aandacht gericht worden op de fiscale balanswaardering (voorraad, onderhanden werk, debiteuren, bedrijfsmiddelen en afschrijvingen, fiscale reserves, voorzieningen) en op de belastingfaciliteiten voor ondernemers. Tenslotte zal diepgaand aandacht besteed worden aan bedrijfsoverdraden, firmaproblemen, de oude reservesvoorziening voor ondernemers en de staking van ondernemingen (met aandacht voor overlijdenswinst, inbreng in man-vrouwfirma en doornscheuring in familiesfeer). Na afsluiting van dit blok weet de student wanneer sprake is van ondernemerschap, kan de student de fiscale winst van een onderneming bepalen en is hij in staat de staking van een onderneming fiscaal te begeleiden. Ook is de student in staat te adviseren bij investeringsbeslissingen.
Course objectives

Doelstelling van dit blok is het verwerven van een grondige kennis inzake de fiscale winstbepaling in de inkomstenbelasting en de winstbepaling in de jaarrekening.

Prerequisites

De inhoud van het blok Hoofdzaken loon- en inkomstenbelasting wordt als voorkennis bekend verondersteld.

Recommended reading

Literatuur: H. Mobach e.a., Cursus Belastingrecht, deel Inkomstenbelasting, Kluwer, in blokboek aangegeven besluiten, jurisprudentie en tijdschriftartikelen,.W.J. de Kort, Bedrijfseconomie voor fiscaalisten, Sdu Fiscale & Financiële Uitgevers, Amersfoort

TAX3004
Period 2
30 Oct 2017
22 Dec 2017

Print course description

ECTS credits:
6.0
Instruction language:
Dutch
Coordinator:

- A.H.H. Bollen

Teaching methods:
Lecture(s), PBL, Assignment(s), Presentation(s)
Assessment methods:
Written exam, Assignment
Keywords:
Onderneming, winstbepaling, resultaatbepaling, waardering, staking, ondernemersfaciliteiten, oudedagsvoorzieningen, fiscale comptabiliteit, tax accounting

Faculty of Law

Hoofdzaken Formeel Belastingrecht

Full course description

In dit blok krijgt u een introductie in een aantal aspecten van het formele belastingrecht. Het blok behandelt drie vakgebieden. Het grootste deel van dit blok omvat het (fiscale) bestuurs- en bestuursprocesrecht. Daarbij wordt ingegaan op de relatie tussen de Algemene wet bestuursrecht (Awb) en de Algemene wet inzake rijkjsbelastingen (AWR). Centraal staan daarbij onder meer de algemene beginselen van behoorlijk bestuur, de informatie-uitwisseling met de belastingdienst, het doen van aangifte, het opleggen van de aanslag, de (omkering van) bewijslast, de navordering en de naheffing. Daarna wordt stil gestaan bij de mogelijkheden voor bezwaar, beroep, hoger beroep en cassatie en de formele vereisten daarbij. In dit kader oefent u ook het schrijven van een bezwaar- of beroepschrift. Het tweede deel van dit blok behandelt de fiscale boete. Naast het bestuurlijke boeterecht in de Awb zullen ook hier de bijzondere fiscale bepalingen omtrent verzuim- en vergrijpboeten centraal staan. Bij dit boeterecht komen ook de grenzen met strafvervolging aan bod.
en de eisen die het Europese Verdrag voor de Rechten van de Mens (EVRM) stelt aan het proces van het opleggen van boeten. In het derde deel van dit blok komt de invordering van een vastgestelde belasting aan bod. Als de inspecteur de aanslag heeft vastgesteld en opgelegd wordt de aanslag naar de ontvanger gestuurd, die zich vervolgens bezighoudt met de inning van de aanslag. Hierbij staat de Invorderingswet centraal. Gekeken wordt naar betalingsprocedures, de dwangmiddelen die de belastingdienst heeft om bedragen in te vorderen, zoals beslaglegging of het aanvragen van faillissement, en de verschuldigdheid van rente.

**Course objectives**

- De student bezit kennis van het (fiscale) bestuurs- en bestuursprocesrecht - De student is in staat een bezwaar- of beroepsschrift op te stellen - De student bezit kennis van het (fiscale) boeterecht en de daarmee samenhangende bepalingen van het Europese Verdrag voor de Rechten van de Mens - De student bezit kennis van het invorderingsrecht

**Prerequisites**

Aanbeveling: inleiding in het materieel belastingrecht, bijvoorbeeld Inleiding belastingrecht (FdR) of Structuur loon- en inkomstenbelasting (SBE). Voorkennis: Privaatrecht, bestuursrecht en inleiding belastingrecht voorzover het in het voorgaande jaar is behandeld.

**Recommended reading**


**TAX2001**

Period 1
4 Sep 2017
27 Oct 2017

**Print course description**

ECTS credits: 9.0

Instruction language: Dutch

Coordinator:

- N.H.A. Gorissen

Teaching methods: Lecture(s), PBL, Assignment(s)
Assessment methods: Written exam, Assignment

Keywords: Fiscaal bestuursrecht, bestuursprocesrecht, fiscaal boeterecht en strafrecht, invordering, beginselen van behoorlijk bestuur

Faculty of Law

**Course objectives**

Het blok Internationaal Belastingrecht heeft tot doel voor de student kennis van en inzicht te verwerven in de Nederlandse regelingen van internationaal belastingrecht. Aan het eind van het blok moet de student in staat zijn om de meest voorkomende praktijkgevallen zelfstandig op te lossen en kan hij beslissingen en opvattingen van de wetgever, rechters en academische literatuur kritisch beoordelen. Studenten worden geacht de vermindering ter voorkoming dubbele belasting van een casus met gemiddelde moeilijkheidsgraad te kunnen berekenen.

**Prerequisites**

Voorkennis van het EU-recht en de inkomstenbelasting, loonheffingen en de vennootschapsbelasting is wenselijk.

**Recommended reading**

- C. van Raad, Cursus Belastingrecht, Internationaal Belastingrecht, Studenteneditie, nieuwste druk (Kluwer: Deventer).

TAX3008
Period 5
16 Apr 2018
15 Jun 2018

Print course description

ECTS credits:
6.0

Instruction language:
Dutch

Coordinator:
Bachelor Fiscal Economics
  • M.G.H. Schaper

Teaching methods:
Lecture(s), PBL
Assessment methods:
Written exam, Presentation
Keywords:
Belastingrecht – binnenlandse belastingplicht – buitenlandse belastingplicht – Voorkoming dubbele belasting – belastingverdragen

Elective Courses

School of Business and Economics

Management Information Systems

Full course description

Too often IT is viewed as the province of technocrats, a domain inhabited by technical experts with little relevance to real-world business problems. And yet, the economic importance of information, information systems, and thus information management in business has been growing constantly over the last decades, thanks to the relentless increase in computer performance. IT is no longer a tool to simply automate back-office transactions, but has become a strategic tool in most businesses. Therefore, future managers simply cannot ignore information systems because of the critical role they play in contemporary organisations.

Business managers often complain that IT isn’t meeting their performance expectations. This gap between expected and actual performance is mainly caused by the insufficient involvement of business units in IT projects, the weak oversight and management of these projects, and by IT’s inadequate understanding of their business requirements. This course has been designed as a response to this lack of knowledge about managerial IT issues. The course combines academic readings with a guest lecture, company cases and a group presentation about recent IT trends.

Course objectives

The purpose of this course is:

- To give students an understanding of the role of information technology (IT) in organisations.
- To give students an understanding of the challenges of managing technology.
- To provide students with a thorough knowledge of different types of IT applications.

Recommended reading

Will be announced on EleUM.

EBC2003
Period 4
5 Feb 2018
6 Apr 2018
Print course description
Bachelor Fiscal Economics

ECTS credits:
6.5

Instruction language:
English

Coordinator:
- M.P.M. Vluggen

Teaching methods:
PBL, Presentation(s), Lecture(s), Assignment(s), Work in subgroups

Assessment methods:
Participation, Written exam

School of Business and Economics

Banking

Full course description

The aim of this course is to provide an introduction to topics in the field of (international) financial markets, central banks and monetary policy and the banking sector.

The course begins with a classification of financial markets (e.g. capital markets, money markets) as well as an analysis of the role financial markets play in the overall economic framework, both from a macro-economic as well as a micro-economic perspective.

Thereafter, the "management" of financial markets is discussed, in particular the central role played by central banks in this respect. The functions and tasks of central banks will be analysed, in particular their responsibility for monetary policy. In this context, the course will in particular deal with the operational framework for monetary policy, and the interaction of central banks and banks in the money market.

Subsequently, another major player in the financial markets will be analysed, i.e. the banking sector. The functions of banks will be elaborated upon, as well as their respective business activities. Also the developments in the (international) banking sector will be analysed.

The course finishes with an analysis of risk management at banks, and the importance of adequate risk management from the point of view of overall financial stability. In this context, the role of financial supervisors will be discussed.

Course objectives

- To understand the functioning of financial (sub)markets (e.g. capital and money market) and their role and function in the overall economic framework;
- To get a basic understanding of the functions of a central bank and monetary policy;
- To understand the essentials of banks and to get a basic understanding of their operations; to learn about the main developments in the (international) banking sector;
- To understand the basics of financial risk management and the role of supervisory authorities; to get a basic understanding of financial stability issues.
Bachelor Fiscal Economics

**Prerequisites**

See course manual.

**Recommended reading**


EBC2019
Period 1
4 Sep 2017
27 Oct 2017
Print course description
ECTS credits: 6.5
Instruction language: English
Coordinators:
  - J.W.B. Bos
  - C.J.M. Kool
Teaching methods: PBL, Assignment(s), Lecture(s), Presentation(s)
Assessment methods: Written exam, Participation

**Corporate Governance**

**Full course description**

Corporate governance involves a set of relationships between a company’s management, its board, its shareholders and other stakeholders, and is a key element in improving economic efficiency and growth as well as enhancing investor confidence. Corporate governance also provides the structure through which the objectives of the company are set, and the means of attaining those objectives and monitoring performance. This course examines various contemporary aspects of corporate governance, including issues relating to responsibility, accountability, sustainability, oversight, risk, ethics and incentives. The course is multi-disciplinary, integrating concepts from the disciplines of accounting, finance, law, economics, and business ethics. It will prove most useful to those seeking a thorough introduction to the subject for both academic and applied purposes. While a multiplicity of factors affect the governance and decision-making processes of firms, and are important to their long-term success, this course focuses on governance problems that result from the separation of ownership and control in large enterprises with diffuse ownership. However, this is not simply an issue of the relationship between shareholders and management, although that is indeed a central element. In some jurisdictions, governance issues also arise from the power of certain controlling shareholders over minority shareholders. In other countries, employees have important legal rights irrespective of their ownership rights. In addition, some of the other issues relevant to a company’s decision-making processes, such as environmental, anti-corruption or ethical concerns, are taken
Global economic integration has been a key factor in the salience of corporate governance questions. Next to the shareholder-oriented model, one that is today best exemplified by the large Anglo-American public firm, considerable attention is given to international differences in corporate governance. Although corporate governance has been a long-standing issue, the debate on corporate governance issues was given fresh impetus by well publicized corporate problems. These involved creative accounting, spectacular business failures, the apparent ease of unscrupulous directors in expropriating other stakeholders’ funds, the limited role of auditors, the claimed weak link between executive compensation and company performance, and the roles played by the market for corporate control and institutional investors in generating apparently excessive short-term perspectives to the detriment of general economic performance. It is important for business students to get a comprehensive overview of the myriad of issues, both theoretical and practical, arising out of the current debate on creating effective corporate governance. To make the course active, lively and practical, we will use a variety of teaching methods and instruments, including renowned guest speakers from practice.

**Course objectives**

This course provides students with a comprehensive overview of the myriad of issues, both theoretical and practical, arising out of the current international debate on creating effective corporate governance. Next to acquiring a comprehensive overview of corporate governance, key learning objectives are to:

1. Develop a deep understanding of the key elements of corporate governance;
2. Acquire general knowledge of institutional differences in corporate governance as well as a general appreciation of many different codes of best practice worldwide;
3. Learn how to apply your knowledge and understanding of corporate governance to real-world problems, and provide well-informed advice and judgments based on relevant academic research;
4. Learn how to effectively communicate knowledge, advice and judgments on various corporate governance issues.

**Prerequisites**

Students enrolling in this course should have previously completed courses that provide basic knowledge of accounting, finance and strategy.

**Recommended reading**

Textbook and academic articles.

EBC2020
Period 4
5 Feb 2018
6 Apr 2018
[Print course description](#)

ECTS credits: 6.5

Instruction language: English

Coordinator:
Bachelor Fiscal Economics

- R.W.J. Deumes

Teaching methods:
PBL, Presentation(s), Lecture(s), Assignment(s)

Assessment methods:
Participation, Written exam

School of Business and Economics

Auditing

Full course description

The course is aimed at giving students a solid introduction to auditing. The evolution of the auditing function, the role of auditing in a modern economy, the audit process of auditing, as well as the most elementary auditing techniques are discussed.

The course is linked to audit practice by means of case-studies and a workshop in collaboration with a large audit firm.

Course objectives

Solid understanding of the audit process;
Basic knowledge of the academic literature on auditing;
Obtain problem solving skills in auditing settings and develop experience in using and interpreting data in common decision contexts.

- Graduates have academic, evidence-based knowledge and understanding of theories, methods and tools in business/economics.
- Graduates can apply their knowledge and understanding to identify and solve real life business/economic problems. This includes demonstrating analytical skills and a problem-solving attitude.
- Graduates can inform judgments on theoretical and practical business/economic issues.
- Graduates can find, read and understand relevant research.
- Graduates have largely self-directed learning skills and the ability to regulate their own learning process.

Prerequisites

- Internal control & accounting systems
- Knowledge and understanding of internal control and accounting systems (level comparable to: course Internal control & accounting systems).
- An advanced level of English

Recommended reading

Textbook and academic articles

EBC2058
Period 5
9 Apr 2018
Management Accounting

Full course description

The leading theme of this course is the value of accounting information for decision-making within the firm. The course elaborates on cost accounting and cost management techniques. Some topics in this respect are: Activity Based Costing/Management, Balanced Scorecard, Cost Allocation and Performance Measurement. A selection of such issues will be covered in depth during the course. In addition, this course discusses state-of-the-art articles describing research studies and more popular contemplations regarding cost accounting and especially cost management.

Course objectives

The leading theme of this course is the value of accounting information for decision-making within the firm. The course provides an overview of state-of-the-art advanced cost accounting and cost management techniques. Some topics in this respect are: activity-based costing and activity-based management, performance evaluation (measurement) techniques (scorecards, ...) and cost allocation issues.

A selection of such issues will be covered in depth during the course. In addition, this course introduces and discusses both state-of-the-art research studies and more popular contemplations regarding strategic cost accounting and especially cost management.

Prerequisites

- 2nd year courses Accounting II (EBC2002) or Finance and Accounting (EBC2007).
- This course requires a basic knowledge of accounting procedures. Therefore, students should have at least completed a first year or second year bachelor course in accounting. Ideally, students should also have taken an intermediary course in financial or management accounting. Students that do not have any background in accounting should have a full bachelor degree in business or economics.
- An advanced level of English
Elective Skills

School of Business and Economics

Writing a Review

Full course description

The review is a critical reflection on the literature studied (100 to 200 pages, depending on the academic level of the literature). The review has a length of about 5 pages. The literature to be studied consists of one or more books or articles.

Course objectives

Students learn to write a review

Prerequisites

- An advanced level of English
- No specific knowledge required.

Recommended reading

will be announced later on the corresponding Eleum webpage

EBS2029
Year
Excel for Finance

Full course description

The skill covers four core concepts in finance, capital budgeting, valuation, portfolio analysis and the capital asset pricing model through the application of Microsoft Excel's software package. Students will use problems in the text to solve analytical tasks using excel. In addition, students will be taught advanced Excel tools, ranging from mastering advanced Excel functions, pivot tables, to introductory macros. Finally, each week students will test their knowledge through two examinations testing their knowledge on core concepts in finance and excel. This course prepares students for incorporating more advanced Excel knowledge for the business and accounting environment that lays ahead.

Course objectives

This skill reviews core concepts from Finance 1.5 within the context of Microsoft Excel software's concepts and tools.

Prerequisites

- Exchange students need to have taken at least one introductory finance course
- An advanced level of English

Recommended reading

To be announced.
Fraud and Crime in the Firm

Full course description

While most entrepreneurs are searching for innovative solutions to improve firm performance and managers attempt to organize processes in the firm to optimize performance, there is always the threat that others misuse the opportunities provided by the firm in an illegal way. These problems can be caused both by people in and outside the firm. In practice the legal system and police protection do not fully protect firms against this threat. Additional measures by firms are required for which there is always a trade-off between the costs of these measures and the potential costs of fraud and crime. This skills training develops understanding of why the practices of a firm could provide incentives for criminal behaviour and what firms can do to reduce these problems. Based on cases problems of crime and fraud will be discussed while students in groups work on a plan to limit the costs of fraud and crime for a specific firm.

Course objectives

• Understanding of how fraud and crime can threat the performance of a firm.
• Understanding of the mechanisms generating fraud and crime and possibilities for firms to reduce the potential negative consequences.

Prerequisites

An advanced level of English
Learning by Experimenting

Full course description

Firms and organisations are always looking for innovative practices to improve their performance. But how do they know that a new approach is really better than the old practice? A new marketing program, changes in human resources tools, new training programs, changes at schools or new approaches to combat traffic jams or fight crime: all have to deal with the question to what extent they will really improve outcomes and what elements are responsible for this result. This requires systematic comparison and therefore experimentation is the best way to learn. Recently new tools have been developed to learn by experimentation. In this skills training the full process of a systematic field experiments - that in practice can take several years - is simulated in two weeks. Students can - individually or in small groups - choose topics of their interest and develop and implement a program to experiment with change.

Course objectives

- Understanding of problems and pitfalls in the implementation of innovative practices in firms and organisations;
- Knowledge about tools for systematic experimentation to support innovations;
- Basic understanding of statistical packages needed to evaluate experiments.

Prerequisites

An advanced level of English

EBS2058
Period 6
11 Jun 2018
6 Jul 2018
Print course description
ECTS credits:
4.0
Instruction language:
English
Coordinator:
- A.H. Borghans

Teaching methods:
PBL, Assignment(s), Work in subgroups
Assessment methods:
Cost-Benefit Analysis

Full course description

In this skills training, students evaluate an existing public project (a road, a new regulation, a cultural or sports event, etc.) using the tools of cost-benefit analysis. The results of this evaluation are reported in a presentation and a paper.

Course objectives

Students acquire the skill to apply the basic principles of cost-benefit analysis.

Prerequisites

Introductory courses in microeconomics and public economics.

Recommended reading

Introductory texts about cost-benefit analysis.

EBS2059
Period 6
11 Jun 2018
6 Jul 2018
Print course description
ECTS credits:
4.0
Coordinator:

- K.G.M. Bosmans

Teaching methods:
Presentation(s), Lecture(s), Assignment(s), Work in subgroups
Assessment methods:
Final paper, Attendance
School of Business and Economics

From curiosity to the research process

Full course description

Starting point for the course is an activity that is common to all people: observations. Students, policymakers, consultants, managers, all try to understand the world around them. This could be the tutorial group, a country, a company, or a department and ask them self what is going on here? If you understand the world around you, you are able to take appropriate action.
Bachelor Fiscal Economics

In this specific course you will get an insight of how to understand the world around you. Based on your own curiosity and observations you conduct a small scale research, following the next steps: observations, start asking questions; start thinking about explanations, what is going on? trying to find patterns, theory building; answering the questions by observations. We will also pay attention to the advantages and disadvantages of observations.

We choose not to use difficult theories, research methods or statistical analysis, but rather to use your own interest, simple phenomena and simple research methods. This approach means that you can focus on your own thinking and research process, rather than be distracted by difficult theories or statistical methods. The acquired skills are useful for more advanced courses, papers and master thesis.

The skill is organized as follows. First, we will stimulate your curiosity by observations and thinking. You will ask yourself “What is going on”. Next, this will be translated to your own research question. So, you can follow your own interest. Subsequently, you will gather data by simple observations or experiments. We don’t make use of statistical techniques to analyse the data, but will prefer tables and figures. You will report your findings in a paper.

Completing the course with a good result will make you eligible for the marble programme.

Course objectives

As a result of the skill students will be able to transfer their curiosity and observations into research questions, appropriate data gathering and reporting. Therefore the focus will be on research skills, communication skills and learning skills. The course is a good preparation for understanding academic articles and all real life situations you will run into in later life.

Recommended reading

Relevant articles

EBS2060
Period 6
11 Jun 2018
6 Jul 2018

Print course description
ECTS credits:
4.0
Coordinator:
• J.F.H. Nijhuis

Teaching methods:
Lecture(s), Assignment(s), Presentation(s)
Assessment methods:
Final paper, Participation