

INCOMING PROGRAM SPRING 2026



Bachelor

Choose one of the six options below. Each module has 5 ECTS. You can replace one module with Doing Business in Austria (5 ECTS) OR Austrian Language (5 ECTS) or replace two modules with Doing Business in Austria AND Austrian Language (see Electives below).

Semester 2 (year 1)

Option 1		Option 2	
L1-GLWIRE	Fundamentals of Business Law	L1-GLWIRE	Fundamentals of Business Law
L1-KOCO	Cost Accounting & Controlling	L1-KOCO	Cost Accounting & Controlling
L1-M&S	Marketing & Sales Marketing & Sales	L1-M&S	Marketing & Sales Marketing & Sales
L1-WAS	Scientific Work & Writing	L1-WAS	Scientific Work & Writing
L2-KOLLA	Collaborative Work	ICM2-CULT-SOC	Culture and Society
		ICM2-LANG2	Language Deutsch / Italiano 2

Semester 4 (year 2)

Option 3		Option 4	
L1-BIA	Business Intelligence & Analytics	L1-BIA	Business Intelligence & Analytics
L1-CKM	Change Management & Conflict Management	L1-CKM	Change Management & Conflict Management
L1-VWL	Economics	L1-VWL	Economics
PROJEKTE	Project Management (limited places)	PROJEKTE	Project Management (limited places)
DMS4-MARE	Market Research Seminar	L2-PIP	Politics in international Perspectives
DMS4-SCRM	Sales & Customer Relationship Management	ICM2-LANG4	Language Deutsch / Italiano 4

Semester 2 (year 1) + Semester 4 (year 2)

Option 5		Option 6	
L1-BIA	Business Intelligence & Analytics	L1-BIA	Business Intelligence & Analytics
L1-CKM	Change Management & Conflict Management	L1-CKM	Change Management & Conflict Management
L1-VWL	Economics	L1-VWL	Economics
L1-WAS	Scientific Work & Writing	L1-WAS	Scientific Work & Writing
L2-KOLLA	Collaborative Work	ICM2-CULT-SOC	Culture and Society
		ICM2-LANG2	Language Deutsch / Italiano 2

Master

You can replace one module with Doing Business in Austria (5 ECTS) OR Austrian Language (5 ECTS) or replace two modules with Doing Business in Austria AND Austrian Language.

M4.05170.20.071	International Digital Marketing Lab	5 ECTS
M4.05170.20.101	Managing the Internationalization Process	5 ECTS
M4.05170.20.091	International Strategic Management	5 ECTS
M4.05170.20.081	Data Analytics & Business Intelligence	5 ECTS
M4.05170.20.111	International Human Resource Management	5 ECTS
M4.05170.20.121	Managing Change and People Development	5 ECTS
M4.05170.20.131	Supply Chain Design, Strategies & Digital Technologies	5 ECTS
M4.05170.20.141	Sustainable Supply Chains & Lifecycle Management	5 ECTS

Choose one or both **HR** or one or both **Supply Chain Management** courses.

Electives

International Program	Doing Business in Austria	5
International Program	Austrian Language (German course for beginners)	5
International Program	Preparing for International English Exams (B2 – C1)	2.5
International Program	MC Deutsch als Fremdsprache A1 Plus	3
International Program	MC Deutsch als Fremdsprache A2	3
International Program	MC Deutsch als Fremdsprache B1+/B2	3
International Program	Präsentieren, Argumentieren, Diskutieren (German B2 – C1)	5
International Program	Italian / Spanish / French / Russian II (A1+)	4
International Program	Italian IV (B1+)	4

Additional Information

- One module might consist of two lectures but you need to select the entire module.
- If you want to study in German, you can choose modules from different programs and semesters, but during one half-term, you may only choose courses from one program and one semester. Please contact us and we will send you a detailed visualization of our curricula.
- Electives are subject to demand
- For any questions regarding your course selection, please contact Mr. Georg Jeschke (g.jeschke@fh-kaernten.at)

