MODULE CATALOGUE BACHELOR'S DEGREE PROGRAMME IN REAL ESTATE ECONOMICS AND MANAGEMENT

Curriculum for bachelor's degree programme in Real Estate Economics and Management

1st semester		2nd semester		3rd semester		4th semester		5th semester		6th semester	
Economics and Real Estate Economics		Business Economics		Real Estate Accounting		Facility Management		Corporate Management and Personnel Management		Practical Module	
MBL	6CP	MBL	6CP	MW	6CP	JO	6CP	SES	6 CP		
Business Mathematics and Statistics		Real Estate Financing		Real Estate Capital Budgeting		Housing Industry and Housing Stock Management		Real Estate Marketing and Sales			
MBL	6CP	WB	6 CP	WB	6 CP	TN	6 CP	JO	6 CP		
Digitalisation and Information Management		Real Estate Research		Real Estate Project Development		Real Estate Asset Management and Controlling		Real Estate Portfolio and Risk Management			
TN	6 CP	SES	6 CP	GH	6 CP	CJ	6 CP	CJ	6 CP	---	18 CP
Basics of Sustainable Design		Basics of Building Construction		Elective subject All 3 CP Project Management		Real Estate Management Project I		Real Estate Management Project II		Bachelor's Thesis	
FH	6 CP	FH	6 CP	FH	3 CP	All	6 CP	All	6 CP		
Fundamentals of Real Estate Law		Real Estate and Property Law		Real Estate-Specific Contract Law		Real Estate Valuation		Individual Profile Studies --- 3 CP Individual Profile Studies			
SL	6 CP	SL	6 CP	SL	6 CP	FH	6 CP	---	3 CP	All	12 CP

General information about the module catalogue

Explanations of the module description form

In the categories

- Qualification goals,
- Teaching content

and

- Prior knowledge

the bullets mean ‘and’, so the points are to be understood as an obligatory list. In the categories

- Language and
- Form of teaching/learning

the bullets mean ‘and/or’, so the points are to be understood as an optional list. Only in the category

- Examination/non-graded work

do the bullets mean ‘or’. The lines thus represent alternatives, and the sum of the credits (CP) of a line add up to the workload of the module (CP). The abbreviation ‘PL’ (*Prüfungsleistung*) in this section refers to a graded certificate of achievement, while the abbreviation ‘SL’ (*Studienleistung*) refers to a non-graded certificate of achievement.

Explanations of the forms of teaching/learning

There are generally eight types of teaching/learning forms that can be used within a course, alternating as needed depending on the subject matter.

1. Lecture

Lectures or lecture components of a course serve primarily as an introduction to the basic concepts and principles within the module topic.

2. Seminar

The seminar consists of a combination of presentations, teaching sessions, discussions, practical seminars and the promotion of student teaching, learning and working methods through the incorporation of action-orientated methods of adult education.

3. Practical seminar

The main purpose of a practical seminar is to apply the knowledge and skills acquired in seminars and/or lectures with the aim of consolidating and building on them, as well as transferring and applying them to other subject areas.

4. Project

Based on a complex task from professional practice and/or academic

research, previously acquired technical, methodological and academic knowledge and skills are applied, whereby an independent and/or joint project result is achieved after comparing variants, through a structured individual and/or collaborative approach alone and/or in smaller teams. Students' self-organisation and responsibility are central features of the projects.

5. Practical laboratory course

Practical laboratory courses serve to illustrate theoretical knowledge in the engineering disciplines. In addition, students acquire skills in the field of academic work and statistics by designing, carrying out and analysing laboratory experiments.

6. Tutorial

Tutorials are forms of supervised or guided self-study. They are generally held by students in higher semesters, but in some cases also by staff members. Tutorials serve to apply, consolidate and deepen the knowledge and skills acquired in seminars and/or lectures.

7. Excursion

One-day excursions in the local area or (optional) excursions lasting several days serve as a form of teaching to acquire practical experience, for on-site examination of original objects, projects or construction projects, and to illustrate module content using practical examples

8. Elements of e-learning and blended learning

Courses (especially seminars) can also be organised in the form of e-learning or blended learning. In-person phases are supplemented by educationally tailored online teaching and learning phases.

1st semester

IW1_310	**Economics and Real Estate Economics**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dr Mareen Benning-Linnert, Administrative Prof.	
Qualification goals:	Students… ☐ will be able to identify concepts and structures of economics and categorise them in terms of their meaning and origin ☐ will be able to present and explain general economics and apply it using calculations and models ☐ will apply microeconomics and macroeconomics on the basis of calculations ☐ will be able to analyse questions of general economics and transfer them to real estate economics ☐ will recognise areas, market participants, and fields of activity in the real estate industry and real estate management and be able to classify these in terms of their significance and origin	
Course content:	☐ Introduction to economics, in particular basic concepts (needs, goods, economic activity, value, etc.) ☐ General economics ▪ Economic system and economic orders ▪ Microeconomics (supply behaviour, demand behaviour, pricing on markets, market forms) ▪ Macroeconomics (capital accounting, circular flow, economic cycle, growth, money, etc.) ☐ Construction and real estate management ▪ Importance of the real estate industry ▪ Special features of real estate as an asset ▪ Basic real estate concepts ▪ Economic models to describe the real estate market (in particular the four-quadrant model) ▪ Typological aspects of the real estate industry (life cycle of real estate, real estate types) ▪ Strategy-related, function-specific and phase-oriented management aspects of the real estate industry ▪ Institutional aspects of the real estate industry	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 6 CP
	Contact hours: of which lab:	☐ 60 teaching hours ☐ 0 teaching hours
	Self-study: of which guided:	☐ 120 hours ☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 1st semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Excursion

IW1_010	**Business Mathematics and Statistics**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dr Mareen Benning-Linnert, Administrative Prof.	
Qualification goals:	Students… ☐ will be proficient in the mathematical methods for solving operational analysis and optimisation tasks typical for their occupational field as well as economic feasibility studies ☐ will be able to carry out financial and business mathematical calculations typical for their occupational field and present their solutions in a structured and comprehensible manner ☐ will be able to statistically process data sets obtained in surveys, and describe, visualise, compare and interpret them with regard to relevant parameters ☐ will be able to review their own learning and success processes in a self-directed manner	
Course content:	☐ Business mathematics ▪ Equations, linear systems of equations ▪ Whole and fractional rational functions, exponential and logarithmic functions: Definition ranges, limit values, symmetry behaviour, zeros, differential calculus, extreme values, inflection points, integral calculus, area determination ▪ Applications: Extreme value tasks, revenue, cost and profit functions, benefit threshold, benefit limit, marginal costs, marginal returns, regression analyses ☐ Financial mathematics ▪ Powers, roots, logarithms ▪ Arithmetic and geometric sequences and series ▪ Applications: Interest and compound interest calculation, annuity calculation, capital accumulation/reduction through current inflows/withdrawals, repayment calculations ☐ Statistics ▪ Introduction, basic concepts, definitions, procedure of a statistical analysis ▪ Descriptive and interpretive statistics: Frequencies, classes, histogram, sum polygon, mean values, measures of dispersion, graphs ▪ Index series: Price, quantity and turnover indices, rebasing, introduction to time series analysis ▪ Introduction to probability theory: Four-field and tree diagrams, probability of an event, laws, combinatorics ▪ Introduction to inferential statistics: Random variables, probability and distribution functions, normal distribution, proof tests ▪ Relationship between two variables: Correlation, regression, tests for significant differences	
Prior knowledge:	☐ Content of the maths pre-course helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours: of which lab:	☐ 60 teaching hours ☐ 0 teaching
	Self-study: of which guided:	☐ 120 hours ☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 1st semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Excursion

IW1_020	**Digitisation and Information Management**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Thomas Nern	
Qualification goals:	Students… ☐ will learn and expand on the basics of information management along with application examples, in particular the effective and efficient handling of information as a factor of production in organisations ☐ will cover the foundations, methods, models and applications of information management, ☐ will be able to assess the quality and selection of information and information resources ☐ will learn to carry out application-oriented and user-oriented information needs analyses using ready-made tools of the software applications Tableau and/or Python ☐ will be able to analyse, evaluate and assess the life cycle of information resources and software products in real estate organisations	
Course content:	☐ Academic theoretical foundations of information management ▪ Management perspective of information management ▪ Tasks of information management ▪ Foundations of data modelling (big and smart data) ▪ Foundations of data science ▪ Foundations of explorative algorithm structures ▪ Foundations of deep learning approaches ▪ Foundations of business intelligence models ▪ Foundations of artificial intelligence ▪ Foundations for predictions ☐ Practical application scenarios for the real estate industry ▪ Integration of MS Office products into the scenario world ▪ Consolidation through ready-made software and algorithm applications ▪ Numerous practical examples: data science, business intelligence and artificial intelligence in the real estate sector	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/non-graded work:	☐ Student research project (S) / 4 CP / PL and presentation (P) / 2 CP / PL	
Further information:	Semester offered:	☐ 1st semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Practical seminar ☐ Excursion

IW1_210	**Fundamentals of Sustainable Design**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Florian Hackelberg	
Qualification goals:	Students… ☐ will acquire basic knowledge of the relationships between form, function and construction in architecture, building theory and urban planning ☐ will be able to analyse and evaluate the various individual requirements for urban planning and for a building in the design stage with regard to the principles of ecology, economy and social compatibility ☐ will be able to create and modify simple design concepts and develop precise solutions (site plans, floor plans, sections, views)	
Course content:	☐ Urban planning ▪ Foundations of spatial planning (urban and landscape areas, demographics, statistics) ▪ Spatial planning concepts ▪ Spatial concepts (ecology, settlement density, transport, soil protection) ☐ Building theory, architecture ▪ Floor plan and access concepts for different building types ▪ Development of draft detailed solutions for the individual construction elements ▪ Description of formal aspects, functions, constructions and typical building features ▪ Familiarisation with common forms of documentation and presentation	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 1st semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture

IW1_110	**Fundamentals of Real Estate Law**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Sven Ludwig, Administrative Prof.	
Qualification goals:	Students… ☐ will know and understand the functions of law, its development and its enforcement ☐ will be able to understand and classify the complexity of the German and European legal system in basic terms ☐ will acquire basic knowledge of private commercial law (German Civil Code, German Commercial Code, company law) and be able to place it in a wider legal context ☐ will acquire basic knowledge of general administrative law and public building law and be able to describe it as a specialised branch of administrative law within general administrative law ☐ will be able to relate the legal framework for economic activity to the relevant area of law ☐ will be able to use the acquired knowledge to recognise simple legal issues of real estate law and to solve them in a justifiable manner	
Course content:	☐ Functions of the law, legal system and freedom of contract ☐ State structure, legislation, jurisdiction ☐ Methodology (legal analysis, interpretation, subsumption, contract interpretation) ☐ Overview of the German Civil Code, the German Commercial Code and the German Act on Limited Liability Companies ☐ Stakeholders in the legal process (natural persons and companies, corporate forms, their representatives and vicarious agents) ☐ Objects of legal transactions (property, in particular real estate, rights) ☐ Legal transactions (declarations of intent, conclusion and execution of contracts, including the basics of sales contract and work contract law) ☐ Time limits and deadlines, limitation period in general ☐ Administrative organisation, structure of authorities and forms of administrative action ☐ Fundamentals of general administrative procedure and administrative procedural law (administrative procedure, administrative act, principles of administrative action, objection and legal action, interim legal protection) ☐ Special administrative law (building law, in particular the main features of building planning and building regulations law, ancillary building law, planning permission and other decisions by building authorities)	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 1st semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Excursion

2nd semester

IW2_320	**Business Administration**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dr Mareen Benning-Linnert, Administrative Prof.	
Qualification goals:	Students… ☐ will be able to recognise concepts and structures of economics and categorise them in terms of their meaning and origin ☐ will be able to present and explain general business administration, apply it using calculations and models, and transfer it to real estate economics ☐ will be familiar with and understand concepts used in external accounting ☐ will be familiar with and apply the double-entry bookkeeping system ☐ will be familiar with and understand the annual financial statements according to the German Commercial Code	
Course content:	☐ Introduction to general business administration ▪ Systematisation ▪ Foundations and principles ▪ Operational functions ▪ Prioritisation: Production theory ▪ Prioritisation: Cost theory ☐ External accounting ▪ Classification of accounting ▪ Basic concepts ▪ Stocktaking, inventory ▪ Accounting records ▪ Entries to balance sheet, income statement and closing accounts ▪ Discussion of business transactions on the balance sheet, profit and loss statement, notes, management report in accordance with German Commercial Code ▪ Accounting and valuation of assets and capital in accordance with German Commercial Code	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics module from the 1st semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 2nd semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Excursion

IW2_410	**Real Estate Financing**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Wilhelm Breuer	
Qualification goals:	Students… ☐ will know and understand the common methods of real estate financing and be able to identify the associated risks ☐ will be able to select and apply financing methods ☐ will be able to understand and apply the financial leverage effect ☐ will be able to coordinate their actions in a working group and design information flows	
Course content:	☐ Basic facts of financing, including the relationship between central bank policy, refinancing of credit institutions and loan conditions ☐ Market overview of financing institutions (savings banks, cooperative banks, private banks, major banks, building societies, etc.) ☐ Basic concepts of financing ▪ Cash flow, liquidity, profitability, cost of capital, internal and external financing ▪ Equity financing, debt financing ▪ Open and undisclosed self-financing, financing from sales revenue and proceeds from amortisation ☐ Financial planning and financial management of companies and financial leverage effect ☐ Loan financing (including special features of private and commercial property financing) ▪ Types of loan financing ▪ Loan collateral and credit check ▪ Real credit / real credit splitting ▪ Lending value / lending limit / loan-to-value ratio ▪ Credit agreement ▪ Nominal and effective interest rate ▪ Fees and cost components of financing (e.g. prepayment penalty) ☐ Special forms of financing ▪ Financing with building societies ▪ Leasing, factoring etc. ☐ Property developer financing / project development financing ☐ Financing case studies and practical case studies (possibly Excel applications) ☐ Current topics in real estate financing, e.g. digitalisation and financing (FinTechs and crowdfunding)	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics module from the 1st semester helpful ☐ Content of the legal module from the 1st semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL ☐ Presentation (P) / 6	
Further information:	Semester offered:	☐ 2nd semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Project ☐ Excursion

IW2_415	**Real Estate Research**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Susanne Ertle-Straub	
Qualification goals:	Students… ☐ will know and understand the tasks and functions of real estate research ☐ will recognise the interface function of market and real estate research with other real estate management functions and their stakeholders, such as in project development ☐ will be familiar with the special features of different real estate markets and products as well as the determinants of the forecast models used ☐ will recognise social, technological, legal, etc. trends and analyse and assess their impact on the various real estate submarkets.	
Course content:	☐ Role of real estate research in relation to various participants / partners in the real estate life cycle ☐ Overview of the range of real estate analyses ☐ Data basis for real estate analyses in desk research through the use of real estate databases and field research methods ☐ Relevant location theories and methods of location evaluation ☐ Application of market and location analyses to various real estate uses to assess office rental, retail property, apartment, hotel, logistics and care home property markets as well as new types of use and markets currently emerging ☐ Application of real estate analyses in relation to different national and international real estate markets ☐ Forecast models for the respective types of real estate use and application of these using case studies ☐ Importance of real estate research in real estate project development	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics module from the 1st semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K1) / 3 CP / PL and presentation (R) / 3 CP / PL ☐ Written exam (K1) / 3 CP / PL and project work (PA) / 3 CP / PL ☐ Written exam (K1) / 3 CP / PL and presentation (P) / 3 CP / PL ☐ Written exam (K1) / 3 CP / PL and case study (FS) / 3 CP / PL	
Further information:	Semester offered:	☐ 2nd semester
	Language:	☐ German ☐ English
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Project ☐ Excursion

IW2_220	**Fundamentals of Building Construction**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden	
Module coordinator:	Prof. Dr Florian Hackelberg		
Qualification goals:	Students… ☐ will be able to recognise floors and the different types of foundations ☐ will be able to name and describe the tasks and objectives of structural design and the load transfer of load-bearing structures ☐ will have basic knowledge of walls, e.g. with regard to load-bearing and non-load-bearing interior and exterior walls ☐ will know the load-bearing behaviour of ceilings with different construction methods ☐ will be proficient in the basic concepts of building physics (thermal and moisture protection, DIN 4108) and be able to assess buildings and constructions in accordance with the German Energy Saving Regulation (EnEV) and the German Buildings Energy Act (GEG) ☐ will have the basic initial knowledge of heating systems and the arrangement of units and pipes of the technical building equipment		
Course content:	☐ Fundamentals of geotechnics ▪ Principles for naming and classifying soils ▪ Site investigation ▪ Types of foundations (shallow foundations, spread foundations, deep foundations), excavation pits – planning and construction ☐ Fundamentals of building construction; structural design ▪ Tasks of the structural engineer and causes of all structures (loads) ▪ Beams and plates, columns and walls ▪ Load-bearing structures of load-bearing elements in buildings explained using examples ▪ Walls: concepts, material properties, load-bearing behaviour, connections ▪ Ceilings: concepts, material properties, load-bearing behaviour ▪ Foundations of fire protection aspects in relation to walls and ceilings as construction elements ☐ Building physics ▪ Thermal insulation (concepts, minimum thermal insulation, temperature curves, proof of energy-saving thermal insulation in accordance with the German Energy Saving Regulation (EnEV) and the German Buildings Energy Act (GEG)) ▪ Moisture protection (concepts, moisture transport, condensation, measures to prevent moisture formation) ▪ Basic knowledge of heating systems		
Prior knowledge:	☐ Content of the engineering module from the 1st semester helpful		
Workload:	Credits:	☐	6 CP
	Contact hours:	☐	60 teaching hours
	of which lab:	☐	0 teaching
	Self-study:	☐	120 hours
	of which guided:	☐	0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL		
Further information:	Semester offered:	☐	2nd semester
	Language:	☐	German
	Forms of teaching/learning:	☐	Lecture

IW2_120	**Real Estate and Property Law**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Sven Ludwig, Administrative Prof.	
Qualification goals:	Students… ☐ will acquire and expand on skills in dealing with real estate-related legal issues and problems in public and private real estate and property law and be able to analyse and assess their impact on real estate business objectives ☐ will know and deepen their knowledge of the system of public building law, in particular urban land-use planning, and will be able to comprehensively discuss and assess the permissibility of construction projects on the basis of the respective urban land-use planning ☐ will be able to assess the various types of planning permission and approval procedures as well as the public-law security instruments (building obligations, etc.) ☐ will acquire knowledge of property transfer agreements and be able to examine corresponding contracts with regard to the interests and objectives of the real estate industry in connection with the relevant registration law ☐ will be able to identify and explain basic knowledge about the taxation of real estate ☐ will be able to deal with property-related security rights (mortgages)	
Course content:	☐ Building regulations law: Preliminary building enquiry and building permit (approval procedures and types), public-law security instruments (building obligations, etc.) ☐ Building planning law: Analysis of development plans, permissibility of urban development projects (Sections 29 et seq. of the German Building Code (BauGB)), in particular in the inner area (Section 34 BauGB, demarcation of the inner and outer area according to Sections 34 and 35 BauGB), project-related development plan (Section 12 BauGB); urban development contracts ☐ The property purchase contract and its essential regulatory content with references to debt and property law, in particular: distinction between the transaction of sale (purchase agreement) and the transaction of disposal (authorisation and registration), real security (forms, functions and meanings of easements and mortgages), concepts of 'ownership' and 'possession' with special forms (partial ownership / heritable building right) ☐ Principles of notarisation and land register law ☐ Mortgages to secure financing ☐ Real estate tax law (foundations of tax law / principles of taxation; types of tax relevant to real estate (income, corporation, trade, sales, real estate transfer, real estate, inheritance and gift tax); income tax on real estate-related income; sales tax options for real estate transactions and letting; taxation of property acquisitions, including share deals)	
Prior knowledge:	☐ Content of the legal module from the 1st semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 2nd semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Excursion

3rd semester

IW3_420	**Real Estate Accounting**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Mathias Weppler	
Qualification goals:	Students… ☐ will recognise concepts and structures of external accounting in relation to the real estate industry and be able to classify their meaning and origin ☐ will be able to recognise and apply financial accounting issues related to the real estate industry ☐ will be able to understand and interpret the effects of real estate business transactions on the annual financial statements	
Course content:	☐ Accounting of ... ▪ Value added tax ▪ Depreciation ▪ Purchase or sale of real estate ▪ Prepaid expenses and deferred charges ▪ Real estate financing ▪ Letting ▪ Construction activity ▪ Construction management	
Prior knowledge:	☐ Content of the general economics module from the 2nd semester helpful ☐ Content of the real estate management modules from the 2nd semester helpful ☐ Content of the legal modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 3rd semester
	Language:	☐ English ☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Excursion

IW3_425	**Real Estate Capital Budgeting**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Wilhelm Breuer	
Qualification goals:	Students… ☐ will know and understand the most important methods of capital budgeting and be able to apply them in practice even without computerised or digital support ☐ will be able to assess the advantages and disadvantages of capital budgeting methods ☐ will be able to assess the impact of risk and uncertainty on capital budgeting modelling and the usability of calculation results ☐ will be able to apply the calculation methods to concrete practical questions in practical seminars ☐ will be able to practically implement the methods in cash flow models in Excel training ☐ will be able to process, model and assess investment decisions in the real estate sector in case studies ☐ will be able to articulate themselves logically and convincingly in English in oral and written form and communicate about content and problems with specialist colleagues ☐ will be able to coordinate their actions in a working group and design information flows	
Course content:	☐ Introduction to basic concepts of capital budgeting ☐ Qualitative and quantitative methods to describe capital budgeting problems ☐ Statistical methods of capital budgeting (amortisation calculation, profitability calculation (including initial yield definitions), profit comparison calculation) ☐ Dynamic methods of capital budgeting (net present value method, internal rate of return method, final value / cash value / etc.) ☐ Complete financial plan (basic structure of the complete financial plan, comparability of different series of figures by complete financial plans, determination of the complete financial plan equity yield), capital budgeting under uncertainty/risk (modelling of problems under uncertainty/risk, sensitivity analyses / scenario analyses) ☐ Case studies (real estate investment case studies, Excel training for the implementation of practical decision cases in IT software, case studies from the real estate investment industry) ☐ Real estate English	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd semester helpful ☐ Content of the legal modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching
	Self-study: of	☐ 120 hours
	which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K1) / 2 CP / PL and student research project (S) / 2 CP / PL and presentation (P) / 2 CP / SL ☐ Written exam (K1) / 2 CP / PL and project work (PA) / 2 CP / PL and presentation (P) / 2 CP / SL	
Further information:	Semester offered:	☐ 3rd semester
	Language:	☐ German ☐ English
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Excursion

IW3_430	**Real Estate Project Development**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	German Halcour, Administrative Prof.	
Qualification goals:	Students… ☐ will be familiar with real estate project development reasons and models ☐ will be familiar with the real estate project development process and be able to understand it ☐ will be familiar with the economic, tax and legal framework for real estate project development ☐ will know the basics of an investment decision for real estate project development in the context of location-use-capital-return, and will be able understand and evaluate them	
Course content:	☐ Fundamentals and economic significance of real estate project development ☐ Real estate project development in property and non-property companies ▪ Differentiation of the real estate project development approaches ▪ Objectives of the differentiated real estate project development approaches ▪ Processes of differentiated real estate project development approaches ☐ Real estate project development life cycle ▪ Value creation chains in real estate project development ▪ Sustainability approaches in real estate project development ▪ Procurement options in real estate project development ☐ Risk management in real estate project development ▪ Risks of real estate project development with regard to the life cycle ▪ Risk management process in real estate project development ▪ Qualitative and quantitative risk assessment and risk workshop ☐ Digitalisation in real estate project development ▪ Implications for processes in real estate project development ▪ Implications for business models in real estate project development ☐ Preparation of a real estate project development concept including location analysis, utilisation concept and investment calculation (e.g. residual value analysis, determination of the possible property price)	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd semester helpful ☐ Content of the engineering modules from the 1st and 2nd semester helpful ☐ Content of the legal modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/non-graded work:	☐ Project work (PA) / 3 CP / PL and presentation (P) / 3 CP / PL	
Further information:	Semester offered:	☐ 3rd semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Project ☐ Excursion

IW3_8xx	**Elective Subject**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dean of Studies	
Qualification goals:	Students… ☐ will be able to recognise complex tasks in the technical, legal and economic environment of real estate in context and solve them in an interdisciplinary, holistic and methodical manner ☐ will be able to apply relevant academic methods and new findings from the real estate industry and other disciplines	
Course content:	☐ Selected chapters from project management ☐ Interdisciplinary real estate research ☐ Selected chapters from EDP in the real estate industry ☐ Selected chapters from facility management ☐ Selected chapters from real estate marketing ☐ Selected chapters from real estate controlling and accounting ☐ Selected chapters from real estate valuation ☐ Selected chapters from real estate portfolio and asset management and real estate management ☐ Selected chapters from the housing industry / housing management ☐ Selected chapters from real estate project development ☐ Interdisciplinary topics from other study programmes ☐ Languages	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd semester helpful ☐ Content of the engineering modules from the 1st and 2nd semester helpful ☐ Content of the legal modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 3 CP
	Contact hours:	☐ 30 teaching hours
	of which lab:	☐ 0 teaching
	Self-study:	☐ 60 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Student research project (S) / 3 CP / PL	
Further information:	Semester offered:	☐ 3rd semester
	Language:	☐ All
	Forms of teaching/learning:	☐ All

IW3_230	**Project Management**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Florian Hackelberg	
Qualification goals:	Students… ☐ will know the project participants and their tasks as well as the basic contractual relationships between the project participants ☐ will know the organisational forms and processes in planning and construction projects ☐ will be familiar with project management methods and tools ☐ will have the ability to chronologically structure projects in different phases and to present the processes systematically	
Course content:	☐ Parties involved in construction and real estate projects ☐ Fundamentals of project management ☐ Organisation of project management ☐ Outline schedules, rough and detailed schedules ☐ Project structure plans ☐ Gantt charts, path-time diagrams and network technology ☐ Project management tools	
Prior knowledge:	☐ Content of the engineering modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 3 CP
	Contact hours:	☐ 30 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 60 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K1) /3 CP / PL	
Further information:	Semester offered:	☐ 3rd semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture ☐ Practical seminar ☐ Seminar

IW3_130	**Real Estate-Specific Contract Law**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Sven Ludwig, Administrative Prof.	
Qualification goals:	Students… ☐ will be able to discuss and explain individual types of contract relevant to the real estate industry ☐ will be able to analyse the essential contents of contracts, assess their economic significance and classify the legal designs in the context of real estate management processes ☐ will be able to define and take into account the legally permissible framework of the respective contract design and assess the impact of individual design elements on the economic efficiency of the property ☐ will be able to use the legal knowledge in this module to handle simple contractual and legal cases	
Course content:	☐ Building contract law, architectural law and property development law ▪ German Civil Code (BGB) law on contracts to produce a work; contracts under the German Construction Contract Procedures Part B (VOB/B) with presentation of the parties involved in the construction (general contractor / prime contractor, individual company, consortium, project controller, project developer, etc.) ▪ Architectural contract with basic principles of architectural law and Fee Structure for Architects and Engineers (HOAI) with introduction to fee invoicing ▪ Developer contracts (Sections 650 et seq. of the German Civil Code (BGB)), special features compared to contracts to produce a work and purchase contracts ▪ Position of the property developer vis-à-vis purchasers, construction companies and architects ▪ Design of the developer contract in compliance with the law on general terms and conditions, the German Ordinance on Advance Payments in Property Development Contracts (AbschlV) and the German Real Estate Agent and Commercial Contractor Ordinance (MaBV) including securities ☐ Residential property law ▪ Basic legal structure of the formation and organisation of a homeowners' association ▪ Homeowners' association meetings (forms, deadlines, voting and speaking rights, passing resolutions) ▪ Operating costs, economic plan and accounting, maintenance and repair (concepts, responsibility, decision-making procedures), structural changes and modernisation (concepts and majorities), warranty claims for defects in common property and estates in severalty ☐ Tenancy law ▪ Basic features of residential tenancy law versus commercial tenancy law, rights in the event of defects, rent agreements, indexation, ancillary costs, contract drafting (term, value protection clauses, operating costs, maintenance clauses, etc.)	
Prior knowledge:	☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the legal modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 90 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 90 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 3rd semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Excursion

4th semester

IW4_435	**Facility Management**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Jens Oeljeschlager	
Qualification goals:	Students… ☐ will acquire knowledge of concepts and basic content of facility management (FM) ☐ will understand the significance and interrelationships of strategic and operational FM ☐ will gain awareness of the importance of FM for the property user's core business and the cost and revenue effectiveness of FM ☐ will be made aware of problem areas of FM through practical examples, tasks and case studies and will consolidate and apply the acquired knowledge ☐ will analyse and evaluate the respective problems in FM and develop solutions	
Course content:	☐ Facility management (FM) ▪ FM in the context of the real estate industry ▪ Fundamentals of real estate operation and management ▪ Differentiation between strategic and operational FM ☐ Strategic FM ▪ Main aspects and holistic approach of strategic FM ▪ Strategic FM and business strategies ▪ Strategic FM and the property life cycle ▪ Objectives of strategic FM ▪ Planning the range of services and determining the depth of added value ▪ Determination of structural and process organisation ▪ Application and utilisation of technologies in facility management ☐ Operational FM ▪ Areas of responsibility and service content of operational FM ▪ Technical facility management, technical operations management (operation of technical building services) ▪ Planning and calculation of technical facility management services ▪ Energy management (EM) ▪ Setting up technical facility management when taking over a property (start-up) ▪ Infrastructural facility management ▪ Space management ▪ Presentation of facility management services on a demo property via the Internet ▪ Service specifications for the tendering of facility management services	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the engineering modules from the 1st and 2nd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 4th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Excursion

IW4_440	**Housing Industry and Inventory Management**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Thomas Nern	
Qualification goals:	Students… ☐ will understand the concepts and basic content of the housing industry and acquire knowledge of the significance and interrelationships of strategic and operational portfolio management of residential property ☐ will become aware of the importance of the housing industry for the company's core business and the cost and revenue effectiveness of portfolio management ☐ will understand housing as a social good ☐ will be made aware of problem areas in the housing industry through practical examples, tasks and case studies and will consolidate and apply the acquired knowledge ☐ will analyse and evaluate the respective problems in inventory management and develop solutions	
Course content:	☐ Housing industry ▪ The housing industry in the context of the real estate industry ▪ Special features of the residential property as an asset ▪ The housing market in the market economy system, market structures and market participants ▪ Socio-political aspects of housing ▪ Direct and indirect promotion of residential construction ☐ Strategic inventory management ▪ Tasks and service areas of housing companies ▪ Management accounting as a management tool in the housing industry ▪ Controlling as a cross-functional management tool in the housing industry ▪ Investment calculations and taxation in the housing industry ☐ Operational inventory management ▪ Requirements for real estate management ▪ Computerised management information systems ▪ Management strategies for residential property ▪ Fundamentals of utility bill and service charge accounting ☐ Socially responsible housing privatisation ▪ Security concepts for tenants, investors and owner-occupiers ▪ Interaction with other business areas ▪ Sale of socially acceptable privatised apartments	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd and 3rd semester helpful ☐ Content of the legal modules from the 1st to 3rd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K2) / 6 CP / PL	
Further information:	Semester offered:	☐ 4th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Excursion

IW4_445	**Real Estate Asset Management and Controlling**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Christopher Jäger M.A., Administrative Prof.	
Qualification goals:	Students… ☐ will acquire knowledge and understanding of concepts and basic content as well as the meaning and interrelationships of real estate asset management and real estate asset controlling ☐ will be able to differentiate real estate asset management and real estate asset controlling from other real estate management disciplines and systematically explore, analyse and evaluate methods and processes ☐ will consolidate the knowledge acquired through practical examples, tasks and case studies and apply it ☐ will systematically explore, analyse and evaluate the respective problems, taking current trends into account, and develop appropriate solutions	
Course content:	☐ Real estate management (REM) ▪ Definition of investment, iterative entrepreneurial investment process, definition of (portfolio) management ▪ Organisational and procedural demarcation of REM disciplines including service description ▪ Market for REM ☐ Real estate asset management as strategic real estate portfolio management ▪ Tasks and service areas with a focus on commercial real estate portfolio management ▪ Controlling as a management tool with a focus on commercial real estate portfolio management ☐ Performance analysis ▪ Fundamentals of performance analysis ▪ Determination of a convenient property performance measure (total return) ▪ Influence of allocated and non-allocated operating costs on the total return ▪ Analysis of the return on investment ☐ Optimisation of rental income ▪ Fundamentals ▪ Contractual agreement on rent increases ▪ Incentives ☐ Current trends in the context of real estate asset management and controlling (e.g. digitalisation)	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd and 3rd semester helpful ☐ Content of the legal modules from the 1st to 3rd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours: of which lab:	☐ 60 teaching hours ☐ 0
	Self-study: of which guided:	☐ 120 hours ☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K1.5) / 4 CP / PL and case study (FS) / 2 CP / PL	
Further information:	Semester offered:	☐ 4th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Excursion

IW4_5xx	**Real Estate Management Project**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dean of Studies	
Qualification goals:	Students… ☐ will develop their own skills in teamwork, conflict resolution, moderation and leadership at an operational and strategic level within the project work ☐ will learn to structure problems, collect and analyse information and find solutions to problems on the basis of specific projects and will be made aware of the interdisciplinary relationships in the real estate industry ☐ will strengthen their motivation, professional open-mindedness and agility as well as their creativity through the project	
Course content:	☐ Examples of how interdisciplinary topics are linked to solve a problem ☐ Topics in the real estate industry e.g. project development based on residential or commercial properties; investment analysis and memorandum; annual financial statement analysis of real estate corporations; competitive analyses of real estate companies; consulting in real estate valuation or facility management	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd and 3rd semester helpful ☐ Content of the engineering modules from the 1st to 3rd semester helpful ☐ Content of the legal modules from the 1st to 3rd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours: of which lab:	☐ 30 teaching hours
	Self-study: of which guided:	☐ 150 hours ☐ 0 hours
Examination/ non-graded work:	☐ All forms of examination / 6 CP / PL	
Further information:	Semester offered:	☐ 4th semester
	Language:	☐ German ☐ English
	Forms of teaching/learning:	☐ Case study ☐ Excursion

IW4_450	**Real Estate Valuation**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Florian Hackelberg	
Qualification goals:	Students… ☐ will know and understand the concepts and structures of real estate valuation, the legal basis of real estate valuation and the expert committee system ☐ will know and explain the sales comparable approach, cost approach, income approach (Real Estate Valuation Ordinance) and will be able to select and apply the appropriate valuation approach for the valuation of different types of property and critically research, analyse and assess key input parameters of the approach ☐ will know and understand the main features of international valuation approaches and the main differences between national and international valuation approaches	
Course content:	☐ Reasons for real estate valuation ☐ Value concepts ☐ Real estate valuation institutions ☐ Legal basis ☐ Market value elements ☐ Required data ☐ Expert committee ☐ Sales comparable approach, cost approach, income approach ☐ International approaches, in outline, (e.g. discounted cash flow, term & reversion) ☐ Rights, restrictions and encumbrances ☐ Current trends in the context of real estate valuation (e.g. digitalisation)	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd and 3rd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K1) / 3 CP / PL and student research project (S) / 3 CP / PL	
Further information:	Semester offered:	☐ 4th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Excursion

5th semester

IW5_330	**Corporate Management and Personnel Management**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Susanne Ertle-Straub	
Qualification goals:	Students… ☐ will know and understand the codes of sustainable, value-oriented corporate management in the real estate industry ☐ will master the management tools for running a company ☐ will be able to assess different organisational models and their evaluation in the context of different companies ☐ will apply the instruments of strategic and operational personnel management	
Course content:	☐ Fundamentals of business ethics ▪ Levels of business ethics ▪ C Values as the basis of corporate management ▪ Roots of today's business ethics ▪ Fundamentals of ethics in the real estate industry ▪ Company codes using practical examples ▪ Leadership theories and leadership styles ☐ Organisational models ▪ Structural and process organisation ▪ New forms of organisation ☐ Strategic and operational personnel management ▪ Job profiles in the real estate industry ▪ Personnel management and ethics ▪ Gender aspects in personnel management ▪ Personnel management in a globalised world ▪ Soft skills and emotional intelligence ▪ Conflict management ▪ Personnel recruitment ▪ Personnel appraisal, human resources instruments ▪ Personnel development ▪ Remuneration systems	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 60 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 120 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ Presentation (R) / 6 CP / PL ☐ Presentation (P) / 6 CP / PL ☐ Project work (PA) / 6 CP / PL ☐ Case study (FS) / 6 CP / PL	
Further information:	Semester offered:	☐ 5th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Project ☐ Excursion

IW5_455	**Real Estate Marketing and Sales**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Jens Oeljeschlager	
Qualification goals:	Students… ☐ will acquire knowledge of concepts and basic content of real estate marketing and sales ☐ will understand the significance and interrelationships of the objectives, situations and effects of sales policy instruments in real estate marketing ☐ will recognise and understand in particular the importance of real estate sales and its special features ☐ will be made aware of problems in real estate marketing and sales through practical examples, tasks and case studies and consolidate and apply the acquired knowledge ☐ will analyse and evaluate the respective marketing problems and develop solutions	
Course content:	☐ Market and real estate analyses ☐ Customer orientation and customer management in the customer contact cycle ☐ Database marketing ☐ Distribution policy in real estate marketing ▪ Criteria for choosing the sales method ▪ Sales agents in real estate sales ▪ Decision between in-house and external sales ▪ Type of sale ▪ Key account management ▪ Fields of activity in real estate sales ☐ Contracting policy in real estate marketing and sales ☐ Sales management and control ☐ Forms of real estate advertising ☐ Current developments in real estate marketing e.g. online marketing, virtual reality, customer relationship management, social media management	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd to 4th semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours: of which lab:	☐ 60 teaching hours
	Self-study: of which guided:	☐ 120 hours ☐ 0 hours
Examination/ non-graded work:	☐ Presentation (R) / 6 CP / PL ☐ Written exam (K2) / 6 CP / PL ☐ Written exam (K1) / 3 CP / PL and presentation (R) / 3 CP / PL	
Further information:	Semester offered:	☐ 5th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Practical seminar ☐ Excursion

IW5_460	**Real Estate Portfolio and Risk Management**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Christopher Jäger M.A., Administrative Prof.	
Qualification goals:	Students… ☐ will know and understand concepts and basic content as well as the meaning and interrelationships of real estate portfolio management and risk management ☐ will be able to differentiate real estate portfolio management and real estate risk management from other real estate management disciplines and systematically explore, analyse and evaluate methods and processes ☐ will consolidate the knowledge acquired through practical examples, tasks and case studies and apply it ☐ will systematically explore, analyse and evaluate the respective problems, taking current trends into account, and develop appropriate solutions	
Course content:	☐ Fundamentals of real estate portfolio management and real estate risk management ▪ Definition of the embedding of real estate portfolio management and real estate risk management in the hierarchy levels of real estate management ▪ Description of the typical phase scheme of real estate portfolio management and real estate risk management ☐ Return and risk in real estate portfolio management ▪ Determination of a convenient portfolio performance measure (total return) ▪ Performance analysis at portfolio level ▪ Risk management at portfolio level ☐ Non-quantitative methods of real estate portfolio management and real estate risk management ▪ Simple procedures ▪ Basic models of qualitative methods ▪ Scoring model as a targeted qualitative approach ☐ Quantitative methods of real estate portfolio management and real estate risk management ▪ Portfolio selection theory as a basis ▪ Selected further developments ▪ Application analysis ☐ Current trends in the context of real estate portfolio management (e.g. digitalisation)	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd to 4th semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours: of which lab:	☐ 60 teaching hours
	Self-study: of which guided:	☐ 120 hours ☐ 0 hours
Examination/ non-graded work:	☐ Written exam (K1.5) / 4 CP / PL and case study (FS) / 2 CP / PL	
Further information:	Semester offered:	☐ 5th semester
	Language:	☐ German
	Forms of teaching/learning:	☐ Lecture with elements of e-learning and blended learning ☐ Seminar ☐ Excursion

IW5_5xx	**Real Estate Management Project**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dean of Studies	
Qualification goals:	Students… ☐ will develop their own skills in teamwork, conflict resolution, moderation and leadership at an operational and strategic level within the project work ☐ will learn to structure problems, collect and analyse information and find solutions to problems on the basis of specific projects and will be made aware of the interdisciplinary relationships in the real estate industry ☐ will strengthen their motivation, professional open-mindedness and agility as well as their creativity through the project	
Course content:	☐ Examples of how interdisciplinary topics are linked to solve a problem ☐ Real estate management topics e.g. project development based on residential or commercial real estate; investment analysis and memorandum; consulting in real estate valuation or facility management; corporate governance and human resources management issues; portfolio and asset management as well as portfolio and risk management topics	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st and 2nd semester helpful ☐ Content of the real estate management modules from the 2nd to 4th semester helpful ☐ Content of the engineering modules from the 1st to 3rd semester helpful ☐ Content of the legal modules from the 1st to 3rd semester helpful	
Workload:	Credits:	☐ 6 CP
	Contact hours:	☐ 30 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 150 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ All forms of examination / 6 CP / PL	
Further information:	Semester offered:	☐ 5th semester
	Language:	☐ German ☐ English
	Forms of teaching/learning:	☐ Case study ☐ Excursion

IW5_7xx	**Individual Profile Studies**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dean of Studies	
Qualification goals:	Students… ☐ will supplement their professional expertise with additional knowledge and skills that will serve as a 'key' to successful activities in professional contexts thanks to a wide range of qualification opportunities ☐ will build competences in terms of their employability and social skills	
Course content:	☐ Entrepreneurial thinking and action ☐ Leadership ☐ Communication and individual competences ☐ Social responsibility ☐ Specialist professionalisation ☐ Foreign languages	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 3 CP
	Contact hours:	☐ 30 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 60 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ All forms of examination / 3 CP / PL	
Further information:	Semester offered:	☐ 5th semester
	Language:	☐ All
	Forms of teaching/learning:	☐ All

IW5_7xx	**Individual Profile Studies**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dean of Studies	
Qualification goals:	Students… ☐ will supplement their professional expertise with additional knowledge and skills that will serve as a 'key' to successful activities in professional contexts thanks to a wide range of qualification opportunities ☐ will build competences in terms of their employability and social skills	
Course content:	☐ Entrepreneurial thinking and action ☐ Leadership ☐ Communication and individual competences ☐ Social responsibility ☐ Specialist professionalisation ☐ Foreign languages	
Prior knowledge:	☐ None	
Workload:	Credits:	☐ 3 CP
	Contact hours:	☐ 30 teaching hours
	of which lab:	☐ 0 teaching hours
	Self-study:	☐ 60 hours
	of which guided:	☐ 0 hours
Examination/ non-graded work:	☐ All forms of examination / 3 CP / PL	
Further information:	Semester offered:	☐ 5th semester
	Language:	☐ All
	Forms of teaching/learning:	☐ All

6th semester

IW6_600	**Practical Module**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Prof. Dr Susanne Ertle-Straub	
Qualification goals:	Students… ☐ will be able to transfer the theoretical knowledge acquired in real estate management to projects in professional practice and develop solutions for specific technical problems ☐ will be able to confidently organise and, if necessary, lead expert discussions with representatives from professional practice and establish, maintain and shape collaborations ☐ will be able to take responsibility for their own professional and personal development	
Course content:	☐ Practical phase outside the college in real estate-related institutions in Germany and abroad in block form (see regulations in the current version of the guidelines for the practical module) ☐ Independent familiarisation with fields of practice in their various dimensions (institutional, typological, strategy-related, function-specific and phase-oriented) ☐ Testing students' own skills, perspectives and methods in professional practice ☐ Analysing professional practice and establishing links between theory and professional practice ☐ Teaching content orientated towards the institutional aspects of the real estate industry, such as: ▪ Support for real estate development companies in all phases of the real estate development process ▪ Support for the transaction process from a sales point of view with estate agents and application of financing instruments with banks ▪ Insights into the investment policy of institutional investors such as insurance companies, pension funds, property funds, etc. ▪ Management-oriented real estate management at facility, real estate asset and property management companies with a commercial and/or residential property focus ▪ Support for real estate consulting services such as research and valuation companies etc. ▪ Insights into lobbying work and networking with real estate industry associations ▪ Support for corporate real estate management services for industrial and service companies (non-property companies) ▪ Support for public real estate management services for public-sector companies with real estate portfolios ☐ Guidance by specialists and preparation and follow-up through introductory and final seminars, in which knowledge of application processes and the practical module guidelines are taught and the areas of work in the institutions are presented, analysed and evaluated	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st, 2nd and 5th semester helpful ☐ Content of the real estate management modules from the 2nd to 5th semester helpful ☐ Content of the engineering modules from the 1st to 3rd semester helpful ☐ Content of the legal modules from the 1st to 3rd semester helpful	
Workload:	Credits:	☐ 18 CP
	Contact hours: of which lab:	☐ 0 teaching hours ☐ 0 teaching hours
	Self-study: of which guided:	☐ 480 hours ☐ 0 hours
Examination/ non-graded work:	☐ Practical/project report (PB) including proof of work placement and presentation (P) / 18 CP / SL	
Further information:	Semester offered:	☐ 6th semester
	Language:	☐ German ☐ By arrangement
	Forms of teaching/learning:	☐ Seminar ☐ Work placement (12

IW6_900	**Bachelor's Thesis**	HAWK Fakultät Management, Soziale Arbeit, Bauen Holzminden
Module coordinator:	Dean of Studies	
Qualification goals:	Students… ☐ will be able to systematically investigate a clearly defined problem from the real estate industry using the specialist knowledge acquired in the study programme in a research or application-related context and apply common research methods ☐ will be able to develop their own research questions, form hypotheses and derive suitable creative solutions to complex issues, even in a new or unfamiliar professional context, and critically evaluate options for action ☐ will critically reflect on their professional actions with regard to their own social and ethical responsibility ☐ will be able to present academic findings and results in a comprehensive, structured and critically scrutinising manner ☐ will be able to present complex issues from the real estate industry in a confident and comprehensible manner to both a non-specialist audience and an audience with appropriate specialist expertise	
Course content:	☐ Independent preparation of a bachelor's thesis in accordance with the examination regulations as part of the final examination of the study programme ☐ Independent organisation and development of the work process ☐ Regular feedback with examiners while working on the thesis ☐ Consultation of topic-related literature and basic academic material	
Prior knowledge:	☐ Content of the interdisciplinary basic modules from the 1st semester helpful ☐ Content of the general economics modules from the 1st, 2nd and 5th semester helpful ☐ Content of the real estate management modules from the 2nd to 5th semester helpful ☐ Content of the engineering modules from the 1st to 3rd semester helpful ☐ Content of the legal modules from the 1st to 3rd semester helpful ☐ Content of the practical module from the 6th semester helpful	
Workload:	Credits:	☐ 12 CP
	Contact hours: of which lab:	☐ 0 teaching hours ☐ 0 teaching hours
	Self-study: of which guided:	☐ 360 hours ☐ 0 hours
Examination /non-graded work:	☐ Bachelor's thesis and colloquium / 12 CP / PL	
Further information:	Semester offered:	☐ 6th semester
	Language:	☐ German ☐ English
	Forms of teaching/learning:	☐ Self-study