

## IBM STUDY PLAN (Part-Time)

Recommended before program: PIX program	PART TIME 180 credits	YEAR 1		YEAR 2		YEAR 3		YEAR 4		TOTAL CREDITS
		S1	S2	S3	S4	S5	S6*	S7*	S8*	
	Management	Business Management, Law & Society 9 ECTS		Project Management 6 ECTS	Supply Chain Management 3 ECTS			Strategic Management 3 ECTS	Responsible Management 3 ECTS	24
	Economics			Economics 9 ECTS		International Trade & Law 6 ECTS	International Affairs in Business (ELECTIVE) 5 ECTS			20
	Finance & Accounting	Accounting 9 ECTS				Corporate Finance 6 ECTS	International & Sustainable Finance (ELECTIVE) 5 ECTS			20
	Marketing	Marketing 6 ECTS				Sales & Marketing Management 3 ECTS	Digital Marketing (ELECTIVE) 5 ECTS			14
	People, Culture & Communication	Leadership & Culture 6 ECTS		Human Resources 3 ECTS	Organizational Behaviour 3 ECTS					12
	Data & Technology			Communication & Language 6 ECTS		Business Class in Spanish/German 3 ECTS	Negotiation, Persuasion & Influence (ELECTIVE) 5 ECTS			14
				Data Analytics 6 ECTS		Digital Business Processes & Enterprise Systems 3 ECTS	Programming & Algorithmic Thinking (ELECTIVE) 5 ECTS			14
		Quantitative Methods I 6 ECTS		Quantitative Methods II 3 ECTS	Quantitative Methods III 3 ECTS					9
	Logic & Critical Thinking 3 ECTS						Research Methods** 3 ECTS	Bachelor Thesis** 12 ECTS	18	
							Career Management 3 ECTS			
							Cultural Immersion 3 ECTS	International Portfolio** 3 ECTS	Professional Portfolio** 3 ECTS	12
							<b>Minors:</b> Commodity Trading Emerging Markets Applied Marketing Digital Transformation Innovation & Entrepreneurship	MINOR/ Elective I 5 ECTS	MINOR/ Elective IV 5 ECTS	30
								MINOR/ Elective II 5 ECTS	MINOR/ Elective V 5 ECTS	
								MINOR/ Elective III 5 ECTS	MINOR/ Elective VI 5 ECTS	
	ECTS (per year)	39 ECTS		42 ECTS		42 ECTS		57 ECTS		180 ECTS

Note: this study plan is subject to modification

\*Semesters when it is possible to participate in an international exchange program

**\*\*Mandatory module for all students, even those away on international exchange**