

# LIST OF ELECTIVES

Students can personalise their academic journey through a diverse range of elective modules. From mergers & acquisitions and quantitative trading to AI, leadership and entrepreneurship, these courses provide opportunities to deepen expertise and broaden perspectives.

## ADVANCED MERGERS & ACQUISITIONS

An advanced, highly practical course designed for students targeting careers in investment banking, private equity or corporate finance. The module focuses on sophisticated M&A valuation and Excel modelling techniques used by Wall Street firms, including dynamic and iterative financial models. Students work on real-world acquisition case studies, build merger models and analyse deal structures, synergies and financing decisions in teams.

## CURRENT ADVANCES IN AI & MACHINE LEARNING

This seminar-style module explores current advances in artificial intelligence and machine learning through the critical study of recent research publications. Students independently analyse, present and discuss cutting-edge topics such as foundation models, reinforcement learning, scientific machine learning and multimodal AI systems. The course develops research, presentation and scientific communication skills while encouraging independent engagement with emerging AI challenges.

## ALTERNATIVE INVESTMENTS

This module provides a broad overview of non-traditional asset classes such as hedge funds, private equity, real estate, AI-driven investments and patents. Students learn how alternative investments differ from traditional portfolios, how hedge funds and PE firms operate and how these investments contribute to diversification and risk-return optimisation. The course also emphasises practical portfolio management and strategy evaluation.

## BANK CONTROLLING & TREASURY

A practical banking-focused module covering treasury management, liquidity optimisation, transfer pricing, capital allocation and banking regulation. Students analyse how banks manage profitability and risk while complying with Basel III/IV requirements. Through case studies and guest lectures from industry professionals, this course provides insight into real-world bank management and treasury operations.

## BEHAVIOURAL FINANCE

This course examines how psychological biases and emotions influence investor decisions, market outcomes, and corporate behaviour. Students explore concepts such as prospect theory, overconfidence, herding, market bubbles and behavioural corporate finance. The module combines academic theory with practical applications, helping students design better financial decision-making frameworks and debiasing strategies.

## DESIGN AND MANAGEMENT OF HIERARCHIES

This module introduces key principles of organisational design and management, focusing on how companies structure coordination, decision-making and innovation. Students explore classic and contemporary approaches to design

effective organisations through case studies, simulations and discussions. Topics include strategy implementation, organisational culture, authority and control, and balancing efficiency with innovation in dynamic business environments.

## ENTREPRENEURSHIP

This module develops students' entrepreneurial mindset and practical startup skills through hands-on business development projects. Students learn key entrepreneurship concepts such as lean startup, design thinking, prototyping and entrepreneurial finance while creating and refining innovative business ideas. The course culminates in a startup bootcamp where teams develop and pitch ventures to professors, entrepreneurs and investors.

## ETHICS IN FINANCE AND CORPORATE SOCIAL RESPONSIBILITY

This module explores the role of ethics and corporate social responsibility in modern finance. Students examine ethical theories, responsible investing and the relationship between social responsibility, financial risk and returns. Through case studies, debates and quantitative analysis, the course develops students' ability to evaluate ethical dilemmas and assess the impact of sustainable finance practices on financial decision-making.

## FX OPTIONS & STRUCTURED PRODUCTS

A technically intensive derivatives course focused on foreign exchange options, volatility modelling and structured products. Students learn how to price, hedge and structure FX derivatives using Black-Scholes models, volatility smiles and exotic options such as barriers and digitals. Workshops and case studies provide hands-on experience in building pricing tools and designing hedging solutions used in professional FX trading environments.

## INSIGHTS INTO MANUFACTURING INDUSTRY

This module provides practical insights into a wide range of manufacturing industries, including automotive, pharmaceuticals, electronics, aviation and energy. Through case studies and presentations, students explore industry structures, supply chains, production processes, market dynamics and sustainability challenges. The course develops analytical and strategic skills for evaluating business environments and managerial decision-making across diverse industrial sectors.

## INTERCULTURAL MANAGEMENT

This module introduces key concepts and theories in intercultural management, focusing on cultural diversity, communication and global business interaction. Students explore cultural dimensions, barriers to intercultural communication and comparative cultural patterns across regions. Through case studies and discussions, the course develops the ability to understand, analyse and adapt to diverse cultural environments in international business settings.

## MASTERING LEADERSHIP

This module explores the theory and practice of leadership in modern organisations and society. Students examine leadership frameworks, ethical challenges, self-leadership and decision-making in contexts such as AI, crisis and global change. Through case studies, group work, outdoor activities and reflective exercises, the course develops practical leadership skills, critical thinking and personal leadership character.

## MERGERS & ACQUISITIONS

An applied introduction to the strategic and financial aspects of M&A transactions. The course covers deal rationale, valuation, financing structures, synergies and transaction execution using real company case

studies. Students work in teams to evaluate merger opportunities, build simplified M&A models in Excel and present transaction recommendations similar to investment banking pitch work.

## MERGERS & ACQUISITIONS STRATEGY

This module provides a practical introduction to the full mergers and acquisitions (M&A) process from a corporate and consulting perspective. Students explore M&A strategy, divestments, integrations and value creation through real-world case studies and practitioner-led sessions. The course develops analytical and strategic skills for assessing transactions, identifying synergies and managing complex organisational and operational challenges across the M&A lifecycle.

## POLITICAL LEADERSHIP IN BUSINESS AND FINANCE: PHILOSOPHY & PRACTICE

This interdisciplinary module explores the growing political role of corporations and business leaders in areas such as ESG, climate change, inequality and stakeholder activism. Students analyse how politics, ethics and leadership interact within modern markets and organisations. The course combines political philosophy, business strategy and real-world corporate controversies to prepare students for leadership in increasingly politicised business environments.

## QUANTITATIVE TRADING AND ANALYSIS WITH PYTHON

A hands-on quantitative finance course focused on developing algorithmic trading systems using Python. Students learn data collection, cleaning, backtesting and portfolio strategy development using tools such as Pandas and financial APIs. The course emphasises practical implementation of trading ideas, combining programming, financial theory and quantitative analysis in a project-based setting.

## RESOURCE ALLOCATION STRATEGY

This module examines how strategic resources are allocated under conditions of uncertainty and limited foresight, including when AI and human prediction are imperfect. Students explore trade-offs in strategic decision-making, competitive dynamics and heuristics for avoiding costly errors. Through case discussions, simulations and games, the course develops practical skills for managing uncertainty and making effective resource allocation decisions.

## THE MACRO CONTEXT: POLITICS, MARKETS, GEOECONOMICS

This course examines how politics, macroeconomics, financial markets and central banks interact in shaping the global economy. Topics include financial crises, geopolitical tensions, monetary policy, geoeconomics and political risk. Taught from both academic and practitioner perspectives, the module helps students understand how large-scale political and economic developments affect business strategy and financial markets.

## ZIBS CONSULTING PROJECT

A real-world international consulting project where students collaborate with Chinese companies and international peers on global expansion and internationalisation strategies. The module combines remote teamwork, client interaction, workshops and an on-site project phase in China. Students gain consulting, communication and cross-cultural collaboration experience while delivering strategic recommendations to real companies.