Application information for our interactive course

Winter term 2020/21
International Business Development and Sales

Course Profile
This course is offered in cooperation with EM Strasbourg. Max. 10 students of KIT and max. 10 students of EM Strasbourg will develop a sales presentation in tandems (teams of 2). This is based on the value proposition of a business model developed in the course.

Lecturer
Eric Casenave, Martin Klarmann, Orestis Terzidis

Maximum Size
10 participants (in teams of 2)

Dates (attendance compulsory)

At KIT
- January 20, 2021, 1.00 pm – 6.00 pm
- January 21, 2021, 8.00 am – 1.00 pm
- January 21, 2021, 2.00 pm – 7.00 pm
- January 22, 2021, 10.00 am – 4.00 pm
  building and room tba

At EM Strasbourg
- March 03, 2021, tba
- March 04, 2021, tba
- March 04, 2021, tba
- March 05, 2021, tba
  building and room tba
Application for 6 ECTS course

Standardized application procedure for the courses:

- **Application time:** Monday, November 02, 10 am – Sunday, November 15, 11 pm

- Application procedure: Please use the Wiwi-Portal to apply (https://portal.wiwi.kit.edu/ys/4067):
  - Announcement of positive answers: in the week of November 16 to November 20
  - Please confirm your attendance until: see application procedure.

- In case of questions please contact: anika.honold@kit.edu

- Please note: If in-class sessions are not possible (due to Corona restrictions), the organizers will arrange an appropriate alternative for this course.