

# Application information for our interactive courses

Winter Term 2023/ 2024



# International Business Development and Sales (English, 6 ECTS)



## 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

Anais Hamelin  
Michel Klein  
Martin Klarmann  
Orestis Terzidis



## Maximum Size

20 participants  
(in teams of 2)



## Dates (attendance compulsory)

### At KIT

17.01.2024 1 PM – 6 PM; Building 01.52, Großer Saal  
18.01.2024 8 AM – 7 PM; Building 01.52, Großer Saal  
19.01.2024 9:30 AM – 1 PM; Building 01.52, Großer Saal

### At EM Strasbourg\*

13.03.2024 1 PM – 6 PM; room tba  
14.03.2024 8 AM – 7 PM; room tba  
15.03.2024 9 AM – 1 PM; room tba

*\*buildings, rooms and exact timeline tba*

# Application for 6 ECTS course

- **Application time: Monday, October 16, 09:00 am - Sunday, November 26, 11:55 pm.**
- Application procedure: Please use the Wiwi-Portal to apply („Interaktive Kurse der Forschungsgruppe Marketing & Vertrieb (WiSe 23/24)“ – International Business Development and Sales“, <https://portal.wiwi.kit.edu/ys/7348>)\*:
  - Within our modules you can attend only one course. Please let us know under comments if you enroll in another module as well and intend to visit two courses.
  - Please upload your CV as well as your overview of grades (Bachelor & Master). Please further state how many ECTS you have already achieved in Marketing (excluding BWL PM).
  - **Announcement of positive answers: Friday, December 01.**
  - **Please confirm your attendance until: Monday, December 04, 11:55 pm.**
- In case of any questions please contact: [alicia.gerlach@kit.edu](mailto:alicia.gerlach@kit.edu)

*\*or apply via  
QR Code:*

