

Application information for our interactive courses

Winter Term 2024/ 2025



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

22.01.2025 1 PM – 6 PM; Building 01.87, Seminarraum
23.01.2025 8 AM – 7 PM; Building 01.87, Seminarraum
24.01.2025 10 AM – 4 PM; Building 01.87, Seminarraum

At EM Strasbourg*

05.03.2025 1 PM – 6 PM; room tba
06.03.2025 8 AM – 7 PM; room tba
07.03.2025 9 AM – 1 PM; room tba

**buildings, rooms and exact timeline tba*

Application for 6 ECTS course

- **Application time: Monday, October 14, 09:00 am - Sunday, November 24, 11:55 pm.**
- Application procedure: Please use the Wiwi-Portal to apply („Interaktive Kurse der Forschungsgruppe Marketing & Vertrieb (WiSe 24/25)“ – International Business Development and Sales“, <https://portal.wiwi.kit.edu/ys/8234>)*:
 - 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, November 29.**
 - **Please confirm your attendance until: Monday, December 02, 11:55 pm.**
- In case of any questions please contact: tanja.martin@kit.edu

**or apply via
QR Code:*

