

# FOCUS GERMANY

## Banks, Stocks and Company Financial Management in Germany



This module begins with informative and theoretical seminars (30% ) in preparation for the ensuing practical activities programme (70%) which will cover practical information relating to financial management. The course focuses on differing areas of financial management such as stockmarkets and flotations, private and state banking system (including online banks) and company loans, venture capital for technological innovation, government financing tools for entrepreneurs, financial services as a form of diversification in large concerns. All groups should specify in detail their actual objectives, so that interest-groups may be combined and the most relevant companies, organisations and ministries can be contacted in order to organise the most productive visits possible:

1. Information for students and professors – knowledge-acquisition and practical experience in financial management
2. Information for bankers – comparison of bank infrastructure in Germany and home-country
3. Information for government officials – research on national banking infrastructure, entrepreneur loan strategies
4. Information for investors and businessmen – locating possibilities for investment and financing of new projects
5. Information for general interest groups – combination of the above and general business-contacts

### Sample for 2-week Programme in Financial Management

<b>Week 1 Content</b>	<b>Day 1:</b> Key-note lecture by professor for financial management & case study preparation	<b>Day 2:</b> Visiting of department of public finance in Berlin local govt. and/or Ministry of Finance, discussion on financial policy	<b>Day 3:</b> Visit to large private bank, e.g. Deutsche Bank / Commerzbank – discussion on specific aspects of banking	<b>Day 4:</b> Visit to Berlin Stock-exchange with guided tour and talk with finance experts on the role of local stock-exchanges	<b>Day 5:</b> Visit to small private bank catering for wealthy private or business clients with assets of 1 Mio +
<b>Week 2 Content</b>	<b>Day 6:</b> Visit to manufacturing company, e.g. BMW or Volkswagen. Plant tour and lecture on finance management and/or diversification	<b>Day 7:</b> Meeting with fund manager or asset manager of large bank. Discussion on asset management trends and strategies, Q&A	<b>Day 8:</b> Meeting with venture capital company and/or visit of company using venture capital to fund technological innovation	<b>Day 9:</b> Visit to plant or company in Berlin, discussion on specific aspects of financial management, eg Siemens, Bosch, MTU Bayer, Bombardier,	<b>Day 10:</b> Final meeting at EURASIA for practical case-study with professor, summary and discussion of all meetings and visits