Course Substitution for
University of Technology Sydney, Australia
(All courses taught in ENGLISH)

- Course unit conversion: 6 U Tech credit points = 3.7 US units (multiply by .62)
- Most courses are 3.7 US units each
- All courses listed in BLACK INK have ALREADY been approved by both the College of Business and the Undergraduate Division. Those listed as PROPOSED in BLUE INK still need to be petitioned. Please see CBA Study Abroad Advisor for more details on how to petition these courses.
- Course availability is subject to change every semester. Before your departure, check course availability at this university's web site.
- PLEASE NOTE THAT there have been issue regarding the proof of pre-requisites. The problem has been that when students apply to study at UTS they are still completing pre-requisites for UTS courses, especially Marketing 370. This meant that students have to wait until the end of the semester in which they apply to get an updated transcript with the list of the pre-requisites completed and send this through, get the request of classes re-assessed. By then, when all is finalized classes are full.
- The ideal time to apply then is after students have fully completed the pre-requisites of courses.
- PLEASE NOTE: some MKTG courses have ADDITIONAL pre-requisites, see below

<table>
<thead>
<tr>
<th>Core Courses for All Majors</th>
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<tbody>
<tr>
<td>Course AT SDSU</td>
<td>Course at University of Technology Sydney</td>
</tr>
<tr>
<td>BA 323: Fund. of Finance</td>
<td>25300 Fundamental of Business Finance</td>
</tr>
<tr>
<td>BA 360: Intro to Operations and Supply Chain Management</td>
<td>21511 Global Operations and Supply Chain Management</td>
</tr>
<tr>
<td>BA 350: Mgt. &amp; Org. Behavior</td>
<td>21129 Managing People and Organizations (lower division)</td>
</tr>
<tr>
<td>BA 370: Marketing</td>
<td>24108 Marketing Foundations (lower division)</td>
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<tr>
<td>BA 405: International Business Strategy</td>
<td>21193 Business Strategy</td>
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<tr>
<td></td>
<td>21630 Global Strategic Management</td>
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<tr>
<td></td>
<td>21602 Strategy: Theory and Practice</td>
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<td></td>
<td>21632 Business Strategy and Scenario Planning</td>
</tr>
<tr>
<td>BA 404: Small Business Management</td>
<td>21228 Management Consulting</td>
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</tbody>
</table>

**Finance Majors**

| FIN 321: Managerial Economics | 23568 Intermediate Macroeconomics |
| FIN 326: Fin. Institutions Mgt. | 25556 The Financial System |
| FIN 327: Investments | 25503 Investment Analysis (prerequisites FIN 326) |
| FIN 329: International Bus. Fin. | 25421 International Financial Management (prerequisites FIN 325) |
| FIN 427: Derivatives & Financial Risk Mgt | 25620 Derivative Securities |

**MIS Majors**

| MIS 483: Networks and Data Communications | 31270 Networking Essentials |
| MIS 380: Data Management Systems | 31271 Database Fundamentals |
| MIS 460: Project Management | 31272 Project Management and the Professional |

**Management Majors**

| MGT 357: Multinational Business & Comp Mgmt | 21128 International Business |
| | 21510 The Global Context of Management |
| MGT 444: Business Ethics and Corporate Governance | 21513 Business Ethics and Sustainability |
| MGT 450: Venture Management | 21227 Managing Innovation and Entrepreneurship |
| MGT 465: Labor Relations | 21037 Managing Employee Relations |
| MGT 466: International Human Resource Mgmt | 21510 The Global Context of Management |
### MGT Elective
- 27307 Sport Management
- 21231 Managing the Value Stream
- 23304 Asian-Australian Economic Relations
- 21226 Sustainable Enterprise
- 21591 International Management
- 21221 Organizational Structure and Change
- 21440 Management Skills
- 21227 Managing Innovation and Entrepreneurship
- 21229 Management Knowledge

### ENT Elective
- 21082 Small and Medium Enterprise Management
- 21440 Management Skills
- 21510 The Global Context of Management
- 21511 Global Operations and Supply Chain Management

### HRM Elective
- 21407 Strategic Human Resource Management
- 21036 Managing Strategic Performance
- 13097 Human Resource Development in Organisations

### Marketing Majors
**MKTG 371: Consumer & Buyer Beh.**
- 24202 Customer Behavior

**MKTG 373: Integrated Marketing Communications**
- 24210 Integrated Marketing Communications
  - **(prerequisites BA 370 and MKTG 371)**

**MKTG 376: Global Marketing**
- 24220 International Marketing

**MKTG 470: Marketing Research**
- 24309 Research for Marketing Decisions

**MKTG 479: Strategic Marketing**
- 24415 Marketing Planning and Strategy
  - **(prerequisites MKTG 470 & MKTG 371)**

**MKTG 474: Business Marketing**
- 24205 Business Marketing

**MKTG Electives**
- 24223 New Product Marketing
  - **(prerequisites BA 370 & MKTG 371)**
- 24104 Emerging Marketing Issues and Social Media Marketing Channels

### IMC Electives
- 21128 International Business
- 58117 Principles of Public Relations
- 57132 Media Relations
- 50651 Strategic Brand Advertising
- 58101 Understanding Communication
- 58116 The Ecology of Public Communication
- 58129 Advertising Campaign Practice

### General Education
**Approved SDSU GE Area**
**Course at University of Technology Sydney**

#### Explorations Natural Sciences
- 11281 Evolution of Human Settlement Explorations
- 91102 Animal Function and Diversity Explorations
- 91113 Ecosystem Protection Explorations
- 91116 Wildlife Ecology
- 91151 Plants, People & Environment Explorations
- 91154 Ecology
- 91156 Marine Primary Producers Explorations
- 92276 Indigenous Health: Women & Babies Explorations
- 98711 Management of Coasts, Oceans & Catchments Explorations

#### Explorations Social & Behavioral Sciences
- 50138 Community Culture & the Soc. Explorations
  - **(*cultural diversity)**
- 50140 Comparative Social Change Explorations
  - **(*cultural diversity)**
- 50163 Intercultural Interventions Explorations
  - **(*cultural diversity)**
- 50170 Australian Communication & Cultural Policy Explorations
  - **(not offered Spring '11)**
- 50259 Gender, Culture, Power Explorations
  - **(*cultural diversity)**
- 5227 Balancing World Views: Intro to Aboriginal Cultures
  - **(*cultural diversity)**
- 58123 Society, Economy and Globalization
- 58223 Social Bodies
  - **(*cultural diversity)**
- 58316 Sex, Race and Empire
  - **(*cultural diversity)**

#### Explorations Humanities
- 026702 Music and Society
<table>
<thead>
<tr>
<th>Foundations-Life Sciences</th>
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<tbody>
<tr>
<td>50166 Public History</td>
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<tr>
<td>59302 Film and Popular Culture</td>
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<tr>
<td>91116 Wildlife Ecology</td>
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<tr>
<td>91126 Coral Reef Eco Systems</td>
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<tr>
<td>91314 General Microbiology</td>
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<tr>
<td>91154 Ecology</td>
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<tr>
<td>91107 the Biosphere</td>
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<tr>
<td>91161 Cell Biology &amp; Genetics</td>
</tr>
<tr>
<td>91123 Biocomplexity</td>
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Last revised on March 1, 2016