



**Course Substitution for  
Escola Superior de Comerç Internacional, Universitat  
Pompeu Fabra (ESCI-UPF) in Barcelona, Spain  
(All courses taught in English)**

- All courses listed in **BLACK INK** have **ALREADY** been approved by both the College of Business and by the Undergraduate Division. Those listed as **PROPOSED** in **BLUE INK** still need to be petitioned. Please see a 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.**
- **[COURSE CATALOGUE](#)**

**Core Courses for All Majors**

<b>Course at SDSU</b>	<b>Course at ESCI-UPF</b>
BA 323: Fundamentals of Finance	Corporate Finance PROPOSED
MIS 301: Statistical Analysis	Statistics PROPOSED
BA 405: International Business Strategy	International Strategic Management PROPOSED

**Finance Majors**

FIN 329: International Business Finance	International Finance 2 units PROPOSED International Finance PROPOSED
FIN Elective	Financial risk management PROPOSED

**Management Majors**

MGT 352: Human Resource Mgt.	People Management 2 units PROPOSED
MGT 357: Multinational Business and Comparative MGT	International Management PROPOSED
MGT 353: Creativity and Innovation	Business Innovation PROPOSED
MGT/ENTRE/HR Elective	International Product Management 2 units PROPOSED Management Communication 2 units PROPOSED Management control and systems 2 units PROPOSED Public Relations and Consumer Relations PROPOSED Management 2 units PROPOSED Doing Business in Europe PROPOSED Business Organization PROPOSED International Project Management 2 units PROPOSED International Team Management PROPOSED International Contracting and Trade PROPOSED Business Games 2 units PROPOSED Management of International Operations 2 units PROPOSED

**Marketing Majors**

MKTG 371: Consumer & Buyer Behavior	Strategic Consume Insights PROPOSED Consumer Behavior 2 units PROPOSED
MKTG 470: Marketing Research	Market research analytics PROPOSED

	Market Research I 2 units PROPOSED Applied Marketing research in the digital era PROPOSED
MKTG 376: Global Marketing	International Marketing 2 units PROPOSED
MKTG/IMC/ Elective	Business Marketing PROPOSED Industrial and services marketing 2 units PROPOSED New Trends in International Marketing PROPOSED Pricing Policies 2 units PROPOSED Public Relations and Consumer Relations PROPOSED Strategic Brand Management PROPOSED

**General Education**

<b>Approved SDSU GE Area</b>	<b>Courses at ESCI-UPF</b>
Explorations Humanities	Culture & Business in America 2 units PROPOSED Culture & Business in Middle East and Africa 2 units PROPOSED Culture and Business in Europe 2 units PROPOSED
Explorations Social & Behavioral Sciences	Cross Cultural PROPOSED Economic Global Order PROPOSED European Integration 2 units PROPOSED International Economics PROPOSED International Expansion 2 units PROPOSED Management and Intercultural Communication PROPOSED

Last revised on June 13, 2019