

Course Substitution for **IE University, Madrid, Spain** (All courses taught in English)

- All courses listed in **BLACK INK** have **ALREADY** been approved by both the Fowler College of Business and by the Undergraduate Division. Those listed as **PROPOSED** in **BLUE INK** still need to be petitioned. Please see a FCB Study Abroad Advisor for more details on how to petition these courses
 - **PLEASE NOTE THAT ALL courses are 3 UNITS unless noted**
- PLEASE NOTE THAT STUDENTS CAN TAKE A MAXIMUM OF SIX UNITS OF LOWER DIVISION**

Lower Division course for All Majors

Course at SDSU	Course at ie University
ECON 101 : Principles of Economics (Macro)	Macroeconomics
ECON 102 : Principles of Economics (Micro)	Microeconomics
STAT 119 Elementary Statistics for Business	Statistics
MATH 120 : Calculus for Business Analysis	Mathematics I – 1.5 Units
ACCTG 201 : Financial Accounting	Financial Accounting
ACCTG 202 : Managerial Accounting	Cost Accounting
FIN 240 : Legal Environment of Business	Business Law I

Core Courses for All Majors

BA 300: Ethical Decision Making in Business	Ethics (IE Module) – International relations - 1.5 units Professional Ethics and Corporate Responsibility
BA 323: Fundamentals of Finance	Finance I (Lower Division)
BA 360: Introduction to Operations & Supply Chain Management	Production and Operations Management
BA 370: Marketing	Introduction to Marketing –(Lower Division) Marketing Fundamentals
BA 405: International Business Strategy and Integration	International Strategy Strategic Management

Finance Majors

FIN 327: Investments	Investment Analysis and Portfolio Management or Finance II
FIN 329: International Business FIN	Advanced Corporate Finance Topics In International Finance
FIN/FIN Services/Real Estate Elective	Corporate Finance Corporate Valuation -1.5 units Economics of Taxation 1.5 units Financial Derivatives - 1.5 units Financial Instruments & M&A Accounting – 1.5 Units Financial Markets Unplugged - 1.5 units Financial Modeling for Corporate Finance - 1.5 units

	Financial Modeling with Excel -1.5 Units Financial Reporting and Analysis Financing New Ventures - 1.5 units Recent Trends in Fintech Industry – 1.5 Units Risk Management – 1.5 Units The Management and Investing of Warren Buffet – 1.5 Units Topics in Financial Assets, Markets and Tools 1.5 units Valuation of privately held companies: a real case – 1.5 Units
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Management Majors

MGT 455: Social Entrepreneurship	Social Entrepreneurship - 1.5 units
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MGT 353: Creativity and Innovation	Entrepreneurship and Innovation
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MGT/ ENT/HR Elective	Advanced Strategic Management in Technology Intensive Environments - 1.5 units Breaking into Management Consulting – 1.5 Units Build Your Start-up Business Intelligence for start-ups Business Simulation Change Management – 1.5 Units Competition Policy - 1.5 Units Corporate Entrepreneurship - 1.5 units Creative Thinking and Wow! Idea Generation 1.5 units Cross-border M&A: Value, Motivation, Pitfalls E-Business – 1.5 units Entrepreneurial Mindset Entrepreneurship 1: Innovation in Action 1.5 units Entrepreneurship 2: Driving Growth for Startups 1.5 units Entrepreneurship do-it-yourself Entrepreneurship in Emerging Markets - 1.5 units Exponential Organizations Family Business -1.5 Units HR Management 1.5 units Interdisciplinary Perspectives on Organization Theory International Business Strategy: Simulation -1.5 Units Introduction to Gamification and Behavior Management Lean Management Management Control for Start-Ups -1.5 units Project Management Risks in Internationalization of Companies: Country Risk -1.5 Units Self-Management – 1.5 Units Social Entrepreneurship – 1.5 Units Strategic Interaction and Business - 1.5 units Sustainable Development: the role of Enterprises Technology New Ventures - 1.5 units The Disruptive Leader
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Marketing Majors

MKTG 371: Consumer Behavior	Consumer Insights and Marketing Strategy AND Consumer Behavior 1.5 units Students must take both courses to get credit for MKTG 371. <u>General Business</u> students can use these 1.5 units plus another 1.5 units of MKTG electives listed below to fulfill one General Business elective but CANNOT take MKTG 371 at SDSU.
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MKTG/IMC/Sales Elective	Advertising and Creative Strategy – 1.5 units Advocacy Marketing Breakthrough Innovation - 1.5 units Digital marketing Marketing and Videogames: What is coming next and how to make it exciting – 1.5 Units New Trends in Marketing Management – 1.5 Units Pricing for Value and Profitability - 1.5 units
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	Product and Brand Management Retailing – 1.5 units Services Marketing The Art of Selling – 1.5 Units Unplugged: the Marketing Workshop – 1.5 Units
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General Education

Approved SDSU GE Area	Host University Course
Explorations Social & Behavioral Sciences	Eastern Europe after the Fall of the Berlin Wall– 1.5 units – Spring Gender and Development – Spring Inequality and Economic Growth – 1.5 units - Spring Inequality and Economic Growth – 1.5 Units - Spring IR Unplugged VI: International Terrorism - 1.5 units - Fall Politics, Economics, and Business in Sub-Saharan Africa- 1.5 units - Fall Pop Culture and Geopolitics– 1.5 units – Spring Populism in the 21st Century- 1.5 units - Fall Spain and the Islamic World– 1.5 units – Spring The Contemporary Middle East– 1.5 units – Spring The Geopolitics of International Business - 1.5 units - Fall The History of Capitalism – Spring The Politics of Ethnicity - 1.5 units - Fall UN Peacekeeping Missions– 1.5 units – Spring
Explorations Humanities	Please visit this website to see the list of courses that already have been approved

Last revised on September 19, 2019

Courses Offered Prior to Fall 2018

Management Majors

MGT/ Entrepreneurship Elective	Generating Bus Value from New Technologies - 1.5 units Global Outsourcing Strategy - 1.5 units – Spring Management Consulting Skills - 1.5 units – Spring National Reputation and Branding - 1.5 units - Fall
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Marketing Majors

MKTG 376: Global Marketing Strategy	Global Strategic Marketing
MKTG/IMC Elective	Digital Business – Spring Structural Marketing – 1.5 units – Spring