

*Course Substitution for*  
**University of Technology Sydney, Australia**  
 (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 unit conversion: 6 U Tech credit points = 3.7 US units (multiply by .62)
- Most courses are 3.7 US units each
- **PLEASE NOTE THAT there has 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 BA 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

**PLEASE NOTE THAT STUDENTS CAN TAKE A MAXIMUM OF SIX UNITS OF LOWER DIVISION**

**Core Courses for All Majors**

<b>Course AT SDSU</b>	<b>Course at University of Technology Sydney</b>
BA 323: Fund. of Finance	25300 Fundamental of Business Finance
BA 360: Intro to Operations and Supply Chain Management	21511 Global Operations and Supply Chain Management
BA 350: Mgt. & Org. Behavior	21129 Managing People and Organizations ( <i>lower division</i> )
BA 370: Marketing	24108 Marketing Foundations ( <i>lower division</i> )
BA 405: International Business Strategy	21602 Strategy: Theory and Practice 21632 Business Strategy and Scenario Planning
BA 404: Small Business Management	21228 Management Consulting

**Accounting Majors**

ACCTG Elective	22107 Accounting for Business Decisions Proposed 22566 Small Business Management & Accounting Proposed 22600 Accounting Skills for Managers Proposed 22016 Ethics and Governance Proposed 22207 Accounting for Business Decisions Proposed 22320 Accounting for Business Combinations Proposed 22321 Cost Management Systems Proposed 22420 Accounting Standards and Regulations Proposed
----------------	--

### Finance Majors

FIN 321: Managerial Economics	23568 Intermediate Macroeconomics <a href="#">23567 Intermediate Microeconomics Proposed</a>
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 (prerequisites FIN 326)
FIN/FIN Services/Real Estate Elective	25410 Corporate Financial Analysis 25622 Quantitative Business Analysis 25573 Time Series Econometrics (prerequisite Investment Analysis or Introductory Econometrics) <a href="#">23418 Economics of Money and Finance Proposed</a> <a href="#">25557 Corporate Finance: Theory and Practice Proposed</a>

### 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
MIS Electives	<a href="#">31247 Collaborative Business Processes Proposed</a> <a href="#">31255 Finance and IT Professionals Proposed</a> <a href="#">31257 Information System Development Methodologies Proposed</a> <a href="#">31258 Innovations for Global Relationship Management Proposed</a> <a href="#">31276 Networked Enterprise Architecture Proposed</a>

### Management Majors

MGT 352: Human Resource Mgt.	21555 Human Resource Management <a href="#">21645 Managing Human Resources Proposed</a>
MGT 357: Multinational Business & Comp Mgmt	21510 The Global Context of Management (OLD NAME) 21519 Business and Organisational Strategy (NEW NAME)
MGT 358: Fundamentals of Entrepreneurship	21227 Innovation and Entrepreneurshi
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 (OLD NAME) 21519 Business and Organisational Strategy (NEW NAME)

MGT/ENT/HR Elective	<p>21591 International Management Transnational Management</p> <p>21440 Management Skills (lower division)</p> <p>21227 Managing Innovation and Entrepreneurship</p> <p>26100 Integrating Business Perspectives (lower division)</p> <p><a href="#">21648 Management Research Skills Proposed</a></p> <p><a href="#">21654 Socio-political Context of Management Proposed</a></p> <p><a href="#">21644 Law and Ethics for Managers Proposed</a></p> <p>21440 Management Skills</p> <p>21510 The Global Context of Management (OLD NAME)</p> <p>21519 Business and Organisational Strategy (NEW NAME)</p> <p>21511 Global Operations and Supply Chain Management</p> <p><a href="#">54096 Design Thinking for Social Innovation Proposed</a></p> <p>21407 Strategic Human Resource Management</p> <p>21036 Managing Strategic Performance</p>
---------------------	--

### Marketing Majors

MKTG 371: Consumer & Buyer Beh.	24202 Customer Behavior
MKTG 373: Integrated Marketing Communications	24205 Integrated Marketing Communications
MKTG 376: Global Marketing	24220 International Marketing
MKTG 470: Marketing Research	24309 Marketing Research
MKTG 479: Strategic Marketing	24415 Marketing Planning and Strategy (prerequisites MKTG 470 & MKTG 371)
MKTG 474: Business Marketing	24205 Business Marketing / Business to Business Marketing
MKTG/IMC/Sales Electives	<p>24104 Emerging Marketing Issues and Social Media</p> <p><a href="#">24207 Media Planning Proposed</a></p> <p><a href="#">24222 Marketing Channels Proposed</a></p> <p>24223 New Product Marketing (prerequisites BA 370 &amp; MKTG 371)</p> <p><a href="#">24224 Pricing Strategies and Tactics Proposed</a></p> <p><a href="#">24306 Services Marketing Proposed</a></p> <p><a href="#">24331 Marketing Analytics and Decisions Proposed</a></p> <p><a href="#">24908 Research Design and Data Collection techniques Proposed</a></p> <p>54040 The Ecology of Public Communication</p> <p>54042 Principles of Public Relations</p> <p>54047 Advertising Campaign Practice</p> <p>57132 Media Relations</p> <p>57132 Media Relations</p> <p><a href="#">99204 Global Governance Proposed</a></p>

### General Education

Approved SDSU GE Area	Course at University of Technology Sydney
Explorations Natural Sciences	<a href="#">Please visit this website</a> to see the list of courses that already have been approved

Explorations Social & Behavioral Sciences	<a href="#">Please visit this website</a> to see the list of courses that already have been approved  <a href="#">99207 Globalization in historical perspective Proposed</a>
Explorations Humanities	<a href="#">Please visit this website</a> to see the list of courses that already have been approved
Foundations	<a href="#">Please visit this website</a> to see the list of courses that already have been approved  <a href="#">91309 Biodiversity Conservation Proposed</a>

Last revised on February 15, 2019