

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 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

Course AT SDSU	Course at University of Technology Sydney
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 (lower division)
BA 370: Marketing	24108 Marketing Foundations (lower division)
BA 405: International Business Strategy	21193 Business Strategy 21630 Global Strategic Management 21602 Strategy: Theory and Practice 21632 Business Strategy and Scenario Planning
BA 404: Small Business Management	21228 Management Consulting

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 (prerequisites FIN 326)
FIN Electives	25410 Corporate Financial Analysis 25622 Quantitative Business Analysis 25573 Time Series Econometrics (prerequisite Investment Analysis or Introductory Econometrics)

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 352: Human Resource Mgt.	21555 Human Resource Management
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MGT 357: Multinational Business & Comp Mgmt	21128 International Business 21510 The Global Context of Management (OLD NAME) Business and Organisational Strategy (NEW NAME)
MGT 358: Fundamentals of Entrepreneurship	21227 Innovation and Entrepreneurship
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) Business and Organisational Strategy (NEW NAME)
MGT Elective	27307 Sport Management 21231 Managing the Value Stream 23304 Asian-Australian Economic Relations 21226 Sustainable Enterprise 21591 International Management 21591 Transnational Management 21221 Organizational Structure and Change 21440 Management Skills 21227 Managing Innovation and Entrepreneurship 21229 Management Knowledge 26100 Integrating Business Perspectives
ENT Elective	21082 Small and Medium Enterprise Management 21440 Management Skills 21510 The Global Context of Management (OLD NAME) Business and Organisational Strategy (NEW NAME) 21511 Global Operations and Supply Chain Management
HRM Elective	21407 Strategic Human Resource Management 21036 Managing Strategic Performance 13097 Human Resource Development in Organizations

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 Marketing Research
MKTG 479: Strategic Marketing	24415 Marketing Planning and Strategy (prerequisites MKTG 470 & MKTG 371)
MKTG 474: Business Marketing	24205 Business Marketing 24205 Business to 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 Principles of Public Relations 57132 Media Relations 50651 Strategic Brand Advertising 58101 Understanding Communication The Ecology of Public Communication 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

	<p>91156 Marine Primary Producers Explorations 92276 Indigenous Health: Women & Babies Explorations 98711 Management of Coasts, Oceans & Catchments Explorations</p>
Explorations Social & Behavioral Sciences	<p>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)</p>
Explorations Humanities	<p>026702 Music and Society 50166 Public History 59302 Film and Popular Culture</p>
Foundations-Life Sciences	<p>91116 Wildlife Ecology 91126 Coral Reef Eco Systems 91314 General Microbiology 91154 Ecology 91107 the Biosphere 91161 Cell Biology & Genetics 91123 Biocomplexity</p>

Last revised on September 21, 2017