

Course Substitution for **Bocconi University, Italy** (Courses taught in ENGLISH)

- 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 language of course instruction in parentheses. Eng/It means that the course is partially taught in English and Italian. If only one language is stated, for example Eng, this means that the course is entirely taught in English.

PLEASE NOTE THAT COURSES CHANGE ALL THE TIME therefore, we recommend that you save your upper division GE courses, the Social and Behavioral Sciences and the Humanities in addition to the electives in your major. In that way, you will at least end up with 4 courses to take.

PLEASE NOTE, THE COURSES LISTED BELOW MAY OR MAY NOT BE AVAILABLE THE SEMESTER THAT YOU ARE PLANNING TO ATTEND

- Courses available will be listed on the web site at the beginning of each academic year. Please consult their web site each year for course availability
- Each year, we will work with students who are selected to attend this program to get courses approvals **BEFORE DEPARTURE**

COURSES OFFERED AY 2017-18

Core Courses for All Majors

Course at SDSU	Course at Bocconi University
MIS 301: Statistical Analysis for Business	30001 Statistics PROPOSE (4 UNITS) FALL Quantitative Methods for Social Sciences (Module II-Statistics) SPRING
BA 323: Fundamentals of Finance	30017 Corporate Finance FALL/SPRING
BA 350: MGT & Organizational Behavior	30153 Organization Theory FALL/SPRING
BA 360: Intro to Operations and Supply Chain MGT	30214 Sustainable Operations Management SPRING 20567 Innovation, Supply chain Management and Strategies
BA 370: Marketing	30015 Marketing FALL
BA 405: International Business Strategy	30215 International Business and Management SPRING 30012 Business Strategy FALL/SPRING
BA 404: Small Business Consulting	30213 Strategic Management for Small and Medium Enterprises

Accounting Majors

ACCTG Electives	30336 Accounting and Financial Statements Analysis FALL 30488 Applied Valuation Analysis For Mergers And Other Business Combinations PROPOSE FALL
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Finance Majors

ACCT 326 : Intermediate Financial ACCT	30292 Intermediate Financial ACCT SPRING
FIN 325 : Intermediate Finance	30176 Financial Contracting AND 30185 Business Valuation Please Note That Students Must Take BOTH Of These Courses To Fulfill This Requirement SPRING
FIN 326: Financial Institutions Management	30148 Management of Financial Institutions FALL
FIN 329 : International Business Finance	30151 Principles of International Finance SPRING
Fin 421 : Portfolio Management and Security Analysis	30180 Equity Portfolio Management FALL 30055 Financial Economics SPRING
FIN 427 : Derivatives and Financial Risk Management	30184 Risk Management with Derivatives SPRING
FIN Elective	30006 Financial Markets and Institutions 30150 Introduction To Options And Futures FALL 30173 Corporate Banking FALL 30176 Financial Contracting SPRING 30177 Financial Modelling SPRING 30178 International Banking FALL 30179 International Project Finance FALL 30179 International Project Finance FALL 30181 The Microstructure of Financial Markets SPRING 30185 Business Valuation SPRING 30186 Venture And Development Capital FALL

Management Majors

MGT 353: Creativity and Innovation	30380 The Global Industry of Imaginaries SPRING
MGT 358: Fundamentals of ENT	30218 Entrepreneurial Strategy SPRING
MGT 452: Family Business MGT	30276 Family Business Strategies SPRING
MGT 460: Business Plan Development	30219 Business Plan SPRING
MGT 467: Diversity Issues	30298 Diversity Management and Policy SPRING
MGT 475: Leadership in Organizations	30262 Leadership Skills FALL
MGT 353: Creativity and Innovation	30222 New Product Dev. and Open Innovation FALL
MGT/ENT/HR Electives	30154 Technology And Innovation Management FALL/SPRING 30206 Introduction to Management Consulting SPRING 30209 Management of Competition and Innovation in High-Tech SPRING 30211 Lean Management FALL 30221 Management of Fashion Company FALL/SPRING 30263 Organizing Entrepreneurship 30267 Management Of Cultural Companies And Institutions FALL 30296 Global Sustainability Strategy FALL 30378 The Transformation Of Cultural Sector And Art Market: Critical Issues And Cases SPRING 30382 The Sustainability Of Local Productions In A Global World SPRING 30389 Social Network Analysis (Introduction To Network Science) SPRING PROPOSE 30438 User Generated Culture SPRING 30209 Management of Competition and Innovation in High-Tech SPRING

	30221 Management of Fashion Companies SPRING 30297 Managing Creativity SPRING 30263 Organizing Entrepreneurship FALL 30269 Competitive Strategies In Creative Industries FALL 30383 Digital Disruption And Entrepreneurship SPRING 30492 Entrepreneurship And New Business Startup SPRING
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Marketing Majors

MKTG 373: Integrated MKT COMM	30223 Marketing Communication FALL/SPRING
MKTG 473: Sales Management	20429 Sales Management
MKTG 470: Marketing Research	30228 Marketing Research FALL 30377 Market Research For Cultural Settings SPRING
MKTG 476: Internet/Interactive Marketing	30227 Principles of E-Marketing and E-Commerce FALL/SPRING
MKTG/IMC/Sales Electives	30209 Management of Competition and Innovation in High-Tech SPRING 30269 Competitive Strategies and in Creative Industries FALL 30439 Green Marketing SPRING 30221 Management of Fashion Companies SPRING 30230 Personal Selling SPRING 30259 New Products And Product Management SPRING

General Education

Foundations	Please visit this website to see the list of courses that already have been approved
Explorations Soc & Beh Sciences	Please visit this website to see the list of courses that already have been approved
Explorations Humanities	Please visit this website to see the list of courses that already have been approved

COURSES OFFERED IN THE PAST. THEY MAY OR MAY NOT TO BE OFFERED AGAIN.

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BA 350: Management & Organizational Behavior	30153 Organization Theory
BA 370: Marketing	30015 Marketing
BA 405: International Business Strategy	30215 International Business and Management 30012 Business Strategy
BA 404: Small Business Consulting	30213 Strategic Management for Small and Medium Enterprises

Accounting Majors

ACCTG Electives	30336 Accounting and Financial Statements Analysis
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Finance Majors

ACCT 326 : Intermediate Financial ACCT	30292 Intermediate Financial ACCT
FIN 326: Financial Institutions Management	30148 Management of Financial Institutions
FIN 328 : Entrepreneurial Finance	30184 Venture and Development Capital
FIN 327 : Investments	30055 Financial Economics

FIN 329 : International Business Finance	30151 Principles of International Finance
Fin 421 : Portfolio Management and Security Analysis	30180 Equity Portfolio Management
FIN 423 : Financial Analysis and Management	Finance and Financial Analysis 30257 Corporate Valuation (please note that you must take BOTH courses to get credit for this class)
FIN 427 : Derivatives and Financial Risk Management	30184 Risk Management with Derivatives
FIN 423 : Financial Analysis and Management	30017 Finance and Financial Analysis 30257 Corporate Valuation
FIN Elective	30178 International Banking 30179 International Project Finance 30181 The Microstructure of Financial Markets 30187 Alternative Investments 30177 Financial Modelling 30173 Corporate Banking

Information Systems Majors

IS Elective	30209 Management of Competition and Innovation in High-Tech
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Management Majors

MGT 353: Creativity and Innovation	The Global Industry of Imaginaries
MGT 358: Fundamentals of ENT	30218 Entrepreneurial Strategy 30263 Organizing Entrepreneurship Entrepreneurial Economics and Entrepreneurship
MGT 460: Business Plan Development	30219 Business Plan
MGT 467: Diversity Issues	Diversity Management and Policy
MGT 475: Leadership in Organizations	30262 Leadership Skills
MGT 353: Creativity and Innovation	30222 New Product Dev. and Open Innovation
MGT/ENTRE Electives	30152 Public Management 30154 Technology and Innovation Management 30193 Management of International and Supranational Organizations 30206 Introduction to Management Consulting 30209 Management of Competition and Innovation in High-Tech 30209 Management of Competition and Innovation in High-Tech 30221 Management of Fashion Companies 30263 Organizing Entrepreneurship 30297 Managing Creativity

Marketing Majors

MKTG 373: Integrated MKT COMM	30223 Marketing Communication
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	30295 Psychology of Marketing 30230 Personal Selling
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