## Course Substitution for University of Hertfordshire, UK
(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.

Please note all course are **3.7 units** unless noted.

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

<table>
<thead>
<tr>
<th>Core Courses for All Majors</th>
<th>Course at University of Hertfordshire</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Course at SDSU</strong></td>
<td><strong>Course at University of Hertfordshire</strong></td>
</tr>
<tr>
<td>BA 323: Fundamentals of Finance</td>
<td>Financial Management BOTH</td>
</tr>
<tr>
<td>BA 360: Intro to Operations Management</td>
<td>International Supply Chain Management in Europe</td>
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<tr>
<td>BA 350: Management &amp; Organizational Behavior</td>
<td>People and Organizations FALL (LOWER DIVISION)</td>
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<tr>
<td>BA 405: International Business Strategy</td>
<td>International Strategic Management FALL (LOWER DIVISION)</td>
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<tr>
<td>MIS 301: Statistical Analysis</td>
<td>Quantitative Methods for Management SPRING (LOWER DIVISION)</td>
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<tr>
<td>BA 370: Marketing</td>
<td>Principles of Marketing BOTH (LOWER DIVISION)</td>
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<tr>
<td>MIS 315: Business Applications Program</td>
<td>Programming A / B PROPOSED</td>
</tr>
<tr>
<td>MIS 380: Data Management Systems</td>
<td>Databases for Management Decision Making PROPOSED</td>
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**Accounting Majors**

- ACCTG Elective
  - Management Accounting
  - Emerging Issues in Accounting and Finance
  - Industry Practice in Accounting and Finance PROPOSED
  - Advanced Management Accounting PROPOSED
  - Emerging Issues in Accounting and Finance PROPOSED
  - Accounting for Business PROPOSED
  - Accounting for Managers PROPOSED

**Finance Majors**

- FIN 327: Investments
  - Financial Markets and Instruments OR Money, Banking and Finance
- FIN 329: International Business Finance
  - International Financial Management
- FIN Electives
  - Anatomy of Financial Crisis SPRING

**Information Systems Majors**

- MIS 306: Information Systems Analysis
  - Information Systems and Knowledge Management
- MIS 315: Business Applications Program
  - Programming A / B PROPOSED
- MIS 380: Data Management Systems
  - Databases for Management Decision Making PROPOSED
# Advanced Database Topics

**MIS 481: E-Business/Web Development**  
Web Scripting PROPOSED  
Advanced Web Scripting PROPOSED

**MIS 483: Networks and Data Comm.**  
Operating Systems and Networks PROPOSED

**MIS Electives**  
Human Computer Interaction for Commercial Applications PROPOSED  
Human Dimensions of Computing (A) PROPOSED  
IT Management for Business PROPOSED (LOWER DIVISION)  
Mobile Business Technologies PROPOSED  
Modeling Business Problems PROPOSED  
Social Networking and Enterprise PROPOSED  
Trends in Technology PROPOSED  
Models and Methods in Computing PROPOSED

## Management Majors

**MGT 352: Human Resource Mgt.**  
Human Resource Management in Europe

**MGT 444: Business Ethics & Corporate Governance**  
Exploring Business Ethics

**MGT 358: Fundamentals of Entrepreneurship**  
Enterprise

**MGT 475: Leadership in Organizations**  
Leadership and Organizations OR Strategic Leadership in a Changing World

**MGT 452: Family Business Management**  
Small Business and Entrepreneurship

**MGT 353: Creativity and Innovation**  
Creative Problem Solving for Managers  
Creativity, Technology and Innovation SPRING (LOWER DIVISION)

**MGT 463: Performance Management**  
Performance Management and Reward

**MGT 465: Labor Relations**  
Employment Relations

**MGT 466: International Human Resource Management**  
International HRM in Practice

**ENTREPRE Electives**  
Small Business and Entrepreneurship  
Creative Problem Solving for Managers  
Product Innovation (International)

**MGT Electives**  
Business and Commercial Awareness  
Contemporary Issues in Business and Management  
Creative Problem Solving for Managers  
Management Science in Business  
Product Innovation (International)  
Project Planning and Control  
Small Business Management

**HRM Electives**  
Contemporary Issues in Human Resource Management  
European Employment Relations  
Labor Market Policy

## Marketing Majors

**MKTG 371: Consumer & Buyer Behavior**  
Understanding Customers  
Consumer Behaviour

**MKTG 470: Marketing Research**  
Market and Social Research

**MKTG 479: Strategic Marketing**  
Strategic Marketing Planning

**MKTG 373: Integrated Marketing Communications**  
Marketing Communications OR Managing Media and Communications
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<tr>
<th>Course Code</th>
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<tr>
<td>MKTG 376:</td>
<td>Global Marketing Ethics and Culture</td>
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<tr>
<td>MKTG 377:</td>
<td>Selling Strategies Sales and Key Account Management</td>
</tr>
<tr>
<td>MKTG 476:</td>
<td>Internet/Interactive Marketing Digital Marketing in Practice OR</td>
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<td></td>
<td>Mobile Business Technologies</td>
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<td>Advertising Strategy SPRING Business to Business Marketing FALL</td>
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<td></td>
<td>Contemporary Issues in Marketing</td>
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<td></td>
<td>European Consumer Markets: Issues and Trends</td>
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<td>Marketing for the Small Enterprise</td>
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