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></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 International Supply Chain Management FALL</td>
</tr>
<tr>
<td>BA 350: Management &amp; Organizational Behavior</td>
<td>People and Organizations FALL (<strong>LOWER DIVISION</strong>) Organisational Psychology FALL Organisational Behavior FALL</td>
</tr>
<tr>
<td>BA 370: Marketing</td>
<td>Principles of Marketing BOTH (<strong>LOWER DIVISION</strong>)</td>
</tr>
<tr>
<td>MIS 301: Statistical Analysis</td>
<td>Quantitative Methods for Management SPRING (<strong>LOWER DIVISION</strong>) Quantitative Methods for Business SPRING (<strong>LOWER DIVISION</strong>)</td>
</tr>
</tbody>
</table>

**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 Financial Management in the Public Sector |

**Information Systems Majors**

<p>| MIS 306: Information Systems Analysis | Information Systems and Knowledge Management |
| MIS 315: Business Applications Program | Programming A / B <strong>PROPOSED</strong> |
| MIS 380: Data Management Systems | Databases for Management Decision Making |</p>
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>MIS 481</td>
<td>E-Business/Web Development</td>
<td>PROPOSED Advanced Database Topics</td>
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<td></td>
<td>Web Scripting PROPOSED</td>
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<td></td>
<td></td>
<td>Advanced Web Scripting PROPOSED</td>
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<tr>
<td>MIS 483</td>
<td>Networks and Data Comm.</td>
<td>Operating Systems and Networks PROPOSED</td>
</tr>
<tr>
<td>MIS Electives</td>
<td></td>
<td>Human Computer Interaction for Commercial Applications PROPOSED</td>
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<td></td>
<td></td>
<td>Human Dimensions of Computing (A) PROPOSED</td>
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<tr>
<td></td>
<td></td>
<td>IT Management for Business PROPOSED (LOWER DIVISION)</td>
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<tr>
<td></td>
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<td>Mobile Business Technologies PROPOSED</td>
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<td></td>
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<td>Modeling Business Problems PROPOSED</td>
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<td>Social Networking and Enterprise PROPOSED</td>
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<td>Trends in Technology PROPOSED</td>
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<td></td>
<td></td>
<td>Models and Methods in Computing PROPOSED</td>
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### Management Majors

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Description</th>
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<tbody>
<tr>
<td>MGT 444</td>
<td>Business Ethics &amp; Corporate Governance</td>
<td>Exploring Business Ethics</td>
</tr>
<tr>
<td>MGT 358</td>
<td>Fundamentals of Entrepreneurship</td>
<td>Enterprise</td>
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<tr>
<td>MGT 475</td>
<td>Leadership in Organizations</td>
<td>Leadership and Organizations OR Strategic Leadership in a Changing World</td>
</tr>
<tr>
<td>MGT 452</td>
<td>Family Business Management</td>
<td>Small Business and Entrepreneurship</td>
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<tr>
<td>MGT 353</td>
<td>Creativity and Innovation</td>
<td>Creative Problem Solving for Managers</td>
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<tr>
<td></td>
<td></td>
<td>Creativity, Technology and Innovation SPRING (LOWER DIVISION)</td>
</tr>
<tr>
<td>MGT 463</td>
<td>Performance Management</td>
<td>Performance Management and Reward</td>
</tr>
<tr>
<td>MGT 465</td>
<td>Labor Relations</td>
<td>Employment Relations</td>
</tr>
<tr>
<td>MGT 466</td>
<td>International Human Resource Management</td>
<td>International HRM in Practice</td>
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<tr>
<td>ENTREP Electives</td>
<td></td>
<td>Small Business and Entrepreneurship</td>
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<tr>
<td></td>
<td></td>
<td>Creative Problem Solving for Managers</td>
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<td></td>
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<td>Product Innovation (International)</td>
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<tr>
<td>MGT Electives</td>
<td></td>
<td>Business and Commercial Awareness</td>
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<tr>
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<td></td>
<td>Contemporary Issues in Business and Management</td>
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<tr>
<td></td>
<td></td>
<td>Creative Problem Solving for Managers</td>
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<td>Management Science in Business</td>
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<td>Product Innovation (International)</td>
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<td>Project Planning and Control</td>
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<td></td>
<td>Small Business Management</td>
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<tr>
<td>HRM Electives</td>
<td></td>
<td>Contemporary Issues in Human Resource Management</td>
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<tr>
<td></td>
<td></td>
<td>European Employment Relations</td>
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<td>Labor Market Policy</td>
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### Marketing Majors

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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Description</th>
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<tbody>
<tr>
<td>MKTG 371</td>
<td>Consumer &amp; Buyer Behavior</td>
<td>Understanding Customers</td>
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<tr>
<td></td>
<td></td>
<td>Consumer Behaviour</td>
</tr>
<tr>
<td>MKTG 470</td>
<td>Marketing Research</td>
<td>Market and Social Research</td>
</tr>
<tr>
<td>MKTG 479</td>
<td>Strategic Marketing</td>
<td>Strategic Marketing Planning</td>
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<tr>
<td>MKTG 373</td>
<td>Integrated Marketing Communications</td>
<td>Marketing Communications OR Managing Media and Communications</td>
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<tr>
<td>Course Code</td>
<td>Course Title</td>
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<tr>
<td>MKTG 376:</td>
<td>Global Marketing Ethics and Culture</td>
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</tr>
<tr>
<td>MKTG 377:</td>
<td>Global Marketing Ethics and Culture</td>
<td></td>
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<tr>
<td>MKTG 377:</td>
<td>Digital Marketing in Practice OR Mobile Business Technologies</td>
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</tr>
<tr>
<td>MKTG Elective</td>
<td>Marketing Planning Business to Business Marketing</td>
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</tr>
<tr>
<td>General Education ***</td>
<td>Approved SDSU GE Area</td>
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</tr>
<tr>
<td>Explorations Social and Behavioral Science</td>
<td>Course at University of Hertfordshire</td>
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<tr>
<td>Explorations Social and Behavioral Science</td>
<td>Economics of European Integration Geopolitics, Cultural Diversity Issues in International Relations Media and Society</td>
<td></td>
</tr>
<tr>
<td>Courses Offered Previously</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MIS 481: E-Business/Web Development</td>
<td>Web Application Development B (enhancement) Web Application Development A (Design)</td>
<td></td>
</tr>
<tr>
<td>MGT 444: Business Ethics &amp; Corporate Governance</td>
<td>Corporate Governance</td>
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<tr>
<td>MGT 357: Multinational Business and Comparative Management</td>
<td>Contemporary Issues in International Management</td>
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<tr>
<td>HRM Elective</td>
<td>Training and Development</td>
<td></td>
</tr>
<tr>
<td>MKTG 371: Consumer &amp; Buyer Behavior</td>
<td>21st Century Consumer Marketing</td>
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</tr>
<tr>
<td>MKTG Elective</td>
<td>Services Marketing Marketing for the Creative and Cultural Industries Sustainability Marketing</td>
<td></td>
</tr>
<tr>
<td>Explorations Social and Behavioral Science</td>
<td>Language and Mind</td>
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<tr>
<td>Explorations Humanities</td>
<td>A Culture of Print: Popular Literature in Early Modern England African-American Literature Cultural Diversity European Cinema: Nation and Performance Film in the Global Age Cultural Diversity History of South Africa: Race, Power and Apartheid Cultural Diversity Metaphysics Philosophy of Art</td>
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</tr>
</tbody>
</table>

*** THIS UNIVERSITY OFFER A LARGE NUMBER OF GE COURSES IN ADDITION TO THE ONES LISTED HERE.

Last revised on September 20, 2017