

Course Substitution for
University of Mannheim, Germany
(All 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.
- All courses are **3 units** unless noted
- **Courses availability WILL CHANGE every semester. Before your departure, check course availability at this University's Web site.**

Core Courses for All Majors

Course at SDSU	Course at University of Mannheim
BA 300 Ethical Decision Making	Business Ethics
BA 323: Fundamentals of Finance	Finance I SPRING
BA 360: Intro to Operations Management	Production and Operations Management Operations Management Supply Chain Management
BA 350: Management & Organizational Behavior	Management I Topics in Organizational Behavior
BA 370: Marketing	Designing the marketing mix and managing customer relations FALL Marketing 351: Marketing Management Decisions
BA 405: International Business Strategy	Strategic Management FALL or Strategic Management I (2 UNITS) or Strategic Management II or Strategic & International Management or Corporate Strategy: Managing Business Groups (graduate level course, must have completed a minimum of 90 units to take this course)

Accounting Majors

ACCTG Elective	International Taxation International Financial Accounting Business Taxation Security Valuation and Financial Statement Analysis (2 units) International Accounting Security Valuation & Financial Statement Analysis
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Undergraduate Accounting Majors

SDSU courses	ABROAD COURSE SUBSTITUTION
ACCTG 596 Contemporary Topics in Accounting	TAX 450 Taxation of Multinational Firms (1.5 units)
ACCTG 596 Contemporary Topics in Accounting	ACC 450 Principles of Group Accounting (1.5 units)

ACCTG 596 Contemporary Topics in Accounting	ACC 402 International Financial Accounting and Business Taxation (3 units)
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BMACC and MSA Students

SDSU courses	ABROAD COURSE SUBSTITUTION
ACCTG 522 IFRS	ACC 515 IFRS Reporting and Capital Markets (3 units)
ACCTG 659 Taxation Topics	TAX 661 Case Studies in International Tax Planning (2 units) TAX 630 International Business Taxation (3 units)
ACCTG 663 Financial Statement Analysis	ACC 532 Security Valuation & Financial Statement Analysis (3 units)
ACCTG 670 Assurance Services	ACC 671 Audit Theory (3 units)
ACCTG 729 Contemporary Topics in Accounting	ACC 621 Earnings Management (4 units) ACC 626 Transaction Accounting (2 units)
All BMACC/MSA students must see their academic adviser before selecting courses to be included on a Program of Study.	

Finance Majors

FIN 326: Financial Institutions Management	Raising Capital from Financial Institutions (2 units)
FIN 421: Portfolio Management & Security Analysis	Investments II
FIN 327: Investments	Investments Investments and Asset Pricing Investments
FIN Electives	Corporate Finance & Risk Management Derivatives I: Basic Strategies and Pricing Microstructure of Financial Markets International Asset Management Behavioral Finance Stock Market Anomalies and the Training Strategies (1.5 units)

Information Systems Majors

MIS 306: Information Systems Analysis	Web-based Information Systems FALL PROPOSE Information Systems III SPRING PROPOSE
MIS 492: Management of Information Systems	Information Resource Management SPRING PROPOSE
MIS ELECTIVE	E-Government: Implications, Effectiveness and E-Democracy FALL PROPOSE IS 401 or 405 Integrated Information Systems Business Informatics III: Development and Management of Information Systems

Management Majors

MGT 352: Human Resource Management	Organization and Human Resource Management Human Resources Management (2 units)
MGT 358: Fundamentals of Entrepreneurship	Introduction to Entrepreneurship
MGT 353: Creativity and Innovation	Creativity: Entrepreneurship in practice
MGT 455: Social Entrepreneurship	Social Entrepreneurship
MGT 475 Leadership in Organizations	Leadership and Motivation
MGT 444: Business Ethics and Corporate Governance	Corporate Social Responsibility (2 units) Plus Business Ethics (1.5) units

	Corporate Governance
MGT/ Entrepreneurship ELECTIVES	International Management Organization Design International Entrepreneurship and Managing Change Strategic and International Human Resource Management Strategy and Sustainability (2 units) Innovation Management Environmental Finance Business Model Innovation (1.5 semester units) Organization for Innovation Entrepreneurship Innovation & Business Model (1.5 units) Advanced Entrepreneurship Advanced Entrepreneurship Case Study Session International Entrepreneurship and Managing Change
HR Elective	Strategic and International Human Resource Management Incentives and Performance International Entrepreneurship and Managing Change
Marketing Majors	
MKTG 376: Global Marketing	Global Marketing (2 UNITS)
MKTG 470: Marketing Research	Market Research Empirical Methods
MKTG 479: Strategic Marketing	Marketing Strategy
MKT 473: Sales Management	Sales Management and Customer Relationship MGT (2 UNITS)
MKTG/IMC Elective	Brand and Brand Relationship Management Brand and Product Management (2 units) Branding and Brand Management (2 units) Business-to-Business Marketing (1 UNIT) Communications Management (2 units) Country Manager (1 unit) Customers, Markets and Firm Strategy (2 units) Digital Marketing Strategy (2 units) Interactive Marketing (3 units) Marketing Communications (1.5 units) Marketing Management Decisions Marketing Theory (2 units) Price and Product Management Sales Management and Customer Relationship Management (2 units) Service Marketing (2 UNITS) Social Media Marketing (2 units) Strategic Marketing and Marketing in Specific Industry Contexts Strategic MKTG MGMT simulation (1 UNIT) Value –Based Marketing (1 UNIT)

General Education **** - You will be able to take Explorations Humanities and Social and Behavioral Sciences courses in Mannheim. However, Mannheim changes their GE courses every semester. The list of courses offered at any given semester will be available *about* one month before the semester starts. If you are planning to take GE course there, we need to submit petitions for GE approvals **BEFORE** you travel to Germany. Once Mannheim sends you the list of GE course available, please contact us to set up a meeting to make the GE petitions.

Last revised on: April 3, 2018