

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 |
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| 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

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| 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 |
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| 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) |

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| 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 |
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| 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

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| 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 & the Training Strategies (1.5 units) |

Information Systems Majors

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| 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

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| 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 |

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| MGT/ ENTRE/HR ELECTIVES | Advanced Entrepreneurship Advanced Entrepreneurship Case Study Session Business Model Innovation (1.5 semester units) Entrepreneurship Innovation & Business Model (1.5 units) Environmental Finance Incentives and Performance Innovation Management International Entrepreneurship and Managing Change International Entrepreneurship and Managing Change International Entrepreneurship and Managing Change International Management Organization Design Organization for Innovation Strategic and International Human Resource Management Strategic and International Human Resource Management Strategy and Sustainability (2 units) |
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Marketing Majors

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| 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/Sales 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

| Approved SDSU GE Area | Course at Vienna University of Economics and Business |
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| Explorations Social & Behavioral 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 |

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: October 19, 2018