

Course Substitution for
Auckland University of Technology, New Zealand
 (All courses taught in ENGLISH)

- Students on SDSU Exchange **cannot** take GE classes or participate in the International Internship Program at AUT.
- Each AUT credit should be divided by 4 to convert it to US semester units. Most classes are 15 units, which converts to 3.7 SDSU units.
- 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 THAT STUDENTS CAN TAKE A MAXIMUM OF SIX UNITS OF LOWER DIVISION

Core Courses for All Majors

Course AT SDSU	Course at AUT
BA 360: Intro to Prod. & Ops. Mgt.	Operations Management Logistics and Supply Chain Management
BA 370: Marketing	Marketing, Advertising, Retailing, Sales Positioning in an Omni Environment LOWER DIVISION
BA 323: Fundamentals of Finance	Introduction to Finance LOWER DIVISION Corporate Finance
BA 350: Mgt. & Org. Behavior	Organizational Behavior Management and Organization LOWER DIVISION
BA 405: International Business Strategy	Strategic Management International Business Strategy

Accounting Majors

ACCTG Elective	Current Issues in Financial Accounting Advanced Management Accounting Advanced Accounting Information Systems Advance Auditing PROPOSE
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Finance Majors

ACCTG 326: Int. Financial Accounting	Financial Accounting for Companies
FIN 327: Investments	Investment and Portfolio Analysis
FIN 329: International Bus. Fin.	Intl Corporate Finance (Prereq: FIN 325 or FIN 421)
FIN 427: Derivatives & Financial Risk Mgt	Financial Risk Management prerequisite FIN 421
FIN/FIN Services/Real Estate Elective	Entrepreneurial and Small Business Finance Financial Modeling and Data Analysis PROPOSE Personal Finance

Information Systems Majors

MIS Elective	BSYS601 Business Process Management PROPOSED BSYS602 Business Data Management PROPOSED eBusiness Management Enterprise Information System
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	Enterprise Information Systems PROPOSE Information Security Management PROPOSE Information Systems Strategy & Governance Project Management
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Management Majors

MGT 352: Human Resource Mgt.	Human Resource Management
MGT 357: Multinational Business and Comparative Management	International Business Management
MGT 358: Fundamentals of ENT	Introduction to Entrepreneurship and Innovation LOWER DIVISION Visual Communication in Business
MGT 353: Creativity and Innovation	Activating Creativity
MGT 455: Social Entrepreneurship	Social Entrepreneurship
MGT 475: Leadership in Organizations	Leadership for Change Leadership for Sustainable Enterprise Leadership Challenges in International Business
MGT 465: Labor Relations	Employment Relations
MGT 466: International Human Resource Management	International HR Management (Prereq: MGT 352)
MGT 467: Diversity Issues	Diversity at Work
MGT/ENT/HR Elective	Breakthrough Thinking Business and Culture Business Changing Wolds Contemporary Themes in Organizational Behavior Contemporary Work and Employment Relationships Design and Innovation for Sustainability Design Collaboration Design Futures Design Management Design Thinking Processes eBusiness Management Employment Regulations and Dispute Resolution Global Mobility Globalization, Innovation and Change Learning and Development Management in the Not-for-Profit Sector Management of Small and Medium Sized Enterprises Management of Technology and Innovation Managing Environmental Issue in Business Managing for Social Impact Occupational Health, Safety and Wellbeing Occupational Stress and Resilience Organizing for the Future of Work Service Design Strategic Human Resource Management Sustainability and Leadership Sustainability Enterprise Management Training and Development

Marketing Majors

MKTG 371: Consumer & Buyer Behavior	MARS701 Attitude, Cognition & Behavior (must have completed 3 MKTG courses including the BA 370) MARS704 Attitudes, Cognition & Behavior II (must have completed 3 MKTG courses including the BA 370)
MKTG 470: Marketing Research	MARS601 Data, Information & Knowledge ***

MKTG 479: Strategic Marketing	MARS 703 Strategies and Tactics
MKTG 373: Integrated Marketing Communications	MARS603 Communications in MARS *** *** Please note that AUT may require for you to enroll in MARS601, 602 plus MARS006 which is a studio session. If they do, then you will get academic credit for MKTG elective for these two courses, see below)
MKTG/IMC/Sales Elective	E-Business Management MARS601 Data, Information & Knowledge *** PLEASE NOTE that starting fall of 2019 this course will ONLY count as MKTG 470 listed above. MARS602 Understanding the Environment *** or MARS602 Marketing Relationships MARS702 Segments and Markets (must have completed 3 MKTG courses including the BA 370) MARS705 Trends and Innovations(must have completed 3 MKTG courses including the BA 370) MARS708 Digital Social Media and Mobile Marketing *** Please note that AUT may require for you to take this class with MARS601,603 plus MARS006, which is a studio session. MARS 601 and 603 are MKTG elective courses so you will get academic credit for MKTG electives if you are required to take these two courses)

General Education

NO GE COURSES AVAILABE AT THIS UNIVERSITY FOR BUSINESS STUDENTS

Last revised on February 19, 2019