

**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 PROPOSE
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 PROPOSE
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 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/ENT Elective	Business and Culture Contemporary Themes in Organizational Behavior eBusiness Management International Business Environment Management in the Not-for-Profit Sector Management of Technology and Innovation Sustainability Enterprise Management Design and Innovation for Sustainability Design Collaboration Design Thinking Processes Management of Small and Medium Sized Enterprises Service Design Design Management Breakthrough Thinking Design Futures
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 PROPOSE
HRM Elective	Contemporary Work and Employment Relationships Employment Regulations and Dispute Resolution Occupational Health, Safety and Wellbeing Occupational Stress and Resilience Strategic Human Resource Management Training and Development Globalization, Innovation and Change

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 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 Elective	<p>E-Business Management MARS602 Understanding the Environment *** MARS601 Data, Information & Knowledge *** 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)</p> <p>*** 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)</p>
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Last revised on March 20, 2018