

*Course Substitution for*  
**Universidad de Valparaiso, Chile**  
 (All courses taught in SPANISH)

- 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.**

**Core Courses for All Majors**

Course at SDSU	Course at Universidad de Valparaiso
ECON 102: Principles of Econ (Micro)	ANI 110 (August- December)
ECON 101: Principles of Econ (Macro)	ANI 200 (March-July)
BA 323: Fundamentals of Finance	ANI-300, Finanzas 1 (March- July)
BA 360: Intro to Prod. & Ops. Mgt.	COM315 (PROPOSED)
BA 350: Mgt & Organizational Behavior	ANI-202 Administración y Comportamiento Organizacional (March-July)
BA 370: Marketing	EICO 414 Direccion de Marketing
A 405: International Business Strategy	COM 546

**Accounting Majors**

MIS 301: Statistics	COM 205 (PROPOSED)
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**Finance Majors**

FIN 327: Investments	COM311 (PROPOSED)
FIN 421: Portfolio Management	COM 401 (PROPOSED)
FIN 329: International Business Finance	ANI 402 Finanzas Internacionales

**Information Systems Majors**

MIS 306: Info Systems Analysis	COM 415 (PROPOSED)
MIS 375: Information System Technology	ANI 210 Lenguaje Digital, Redes y Teletrabajo (PROPOSED) (August- December)
IS Elective	ANI 311 Logística del Comercio Internacional (August- December) (PROPOSED)

**Management Majors**

MGT 352: Human Resource Management	COM 403 (PROPOSED) or ANI 111 Recursos Humanos (August- December) (PROPOSED)
MGT 401: Business Internship	PRACTICA OBLIGATORIA

MGT 451: Org. Design & Change	<a href="#">COM 412 (PROPOSED)</a>
MGT Elective	ANI 205 Administración del Comercio Exterior (March-July) ANI 305 Negociaciones Comerciales Internacionales (March-July) ANI 313 Formulación de Proyectos de Comercialización Internacional (August- December) ANI 314 Negociaciones Internacionales en el Área de Servicios (August- December)

### **Marketing Majors**

MKTG 470: Marketing Research	<a href="#">COM 402 (PROPOSED)</a>
MKTG 372: Retail Marketing	IVA 453
MKT 376: Global Marketing	<a href="#">ANI 411 Estrategias de Marketing Global, (PROPOSED) (August-December)</a> <a href="#">ANI 310 Estrategias de Marketing Internacional e Integración (August- December) (PROPOSED)</a>
MKT ELECTIVE	ANI 404 Investigación Internacional de Mercados (March-July)

### **General Education**

Stat 119, II A-4	ANI-104, Matemáticas I (March-July)
Foundations, II C-3	ANI-101, Historia Mundial (March- July)
Foundations, II A-1	ANI-102, Principios de Geografía Física (March- July)
Foundations, II C-1	ANI-112, Literatura Contemporánea (August- December)
Foundations, II B	ANI-113, Introducción a la Psicología (August- December)
Foundations, II C-4	ANI-203, Historia del Pensamiento Filosófico (March- July)
Foundations, II A-2	ANI-213, Biología y Pensamiento Científico (August-December)
Explorations, Social and Behavioral Science	ANI- 302 Economía Internacional (Cultural Diversity) (March-July)

Last revised on March 20, 2018