

## D'Amore-McKim School of Business

### Fall 2018 Course Offerings for Exchange Students

\*\*Course selection is subject to availability\*\*

\*\*Students must have necessary prerequisites\*\*

Course Number	Course Title (click Name for description)	Prerequisite
<b>Accounting</b>		
ACCT 1201	<a href="#">Financial Accounting &amp; Reporting</a>	
ACCT 1209	<a href="#">Financial Accounting &amp; Reporting</a>	<i>This course has the same content as ACCT 1201, but is intended for non business majors.</i>
ACCT 2301	<a href="#">Managerial Accounting</a>	ACCT 1201 or ACCT 1209
ACCT 3304	<a href="#">Business Law and Professional Ethics</a>	ACCT 2301 or ACCT 2302; sophomore standing or above
ACCT 3401	<a href="#">Financial Reporting &amp; Analysis 1</a>	(a) ACCT 2301 and (b) ENGW 1111, ENGW 1102, ENGL 1111, or ENGL 1102
<b>Entrepreneurship and Innovation</b>		
ENTR 1201	<a href="#">The Entrepreneurial Universe</a>	
ENTR 2206	<a href="#">Global Social Enterprise</a>	
ENTR 2301	<a href="#">Innovation!</a>	
ENTR 2303	<a href="#">Entrepreneurial Marketing and Selling</a>	
ENTR 2414	<a href="#">Social Responsibility in an Age of Inequality</a>	
ENTR 3305	<a href="#">Entrepreneurial Strategy and Business Model Design</a>	<i>Sophomore standing or above</i>
ENTR 3330	<a href="#">Lean Design and Development for Entrepreneurs</a>	ENTR 2301 or ENTR 2303
ENTR 3401	<a href="#">Management of Operations and Growth in Small- and Medium-Sized Enterprises</a>	(a) ENTR 2301 or ENTR 2303 and (b) and sophomore standing or above; business majors and combined majors only
ENTR 4225	<a href="#">Corporate Entrepreneurship through Global Growth, Acquisitions and Alliances</a>	
ENTR 4501	<a href="#">Business Planning for Technology Ventures</a>	ENGW 1111, ENGW 1102, ENGL 1111, or ENGL 1102 and (b) junior or senior standing.
ENTR 4503	<a href="#">Business Planning for Small &amp; Medium Enterprises</a>	ENGW 1111, ENGW 1102, ENGL 1111, or ENGL 1102 and (b) junior or senior standing; business majors and combined majors only

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<b>Finance</b>		
FINA 1209	<a href="#">Personal Finance</a>	<i>Not open to business majors or combined majors</i>
FINA 2209	<a href="#">Financial Management</a>	<i>ACCT 1201, ACCT 1202, or ACCT 1209 ; This course has the same content as FINA 2201, but is intended for non business majors.</i>
FINA 2201	<a href="#">Financial Management</a>	<i>ACCT 1201, ACCT 1202, or ACCT 1209; business majors and combined majors only</i>
FINA 2720	<a href="#">Sustainability in the Business Environment</a>	<i>Sophomore standing or above</i>
FINA 3301	<a href="#">Corporate Finance</a>	<i>FINA 2201, FINA 2202, or FINA 2209 and ENGW 1111, ENGW 1102, ENGL 1111, or ENGL 1102; business majors and combined majors only</i>
FINA 3303	<a href="#">Investments</a>	<i>FINA 2201, FINA 2202, or FINA 2209; business majors and combined majors only</i>
FINA 4320	<a href="#">International Financial Management</a>	<i>FINA 2201, FINA 2202, or FINA 2209; business majors and combined majors only</i>
FINA 4420	<a href="#">Mergers and Acquisitions</a>	<i>FINA 2201, FINA 2202, or FINA 2209; business majors and combined majors only</i>
FINA 4512	<a href="#">Financial Risk Management</a>	<i>FINA 3303; business majors and combined majors only</i>
FINA 4514	<a href="#">Investment Banking</a>	<i>FINA 3303; business majors and combined majors only</i>
FINA 4516	<a href="#">Real Estate Finance</a>	<i>FINA 3303; business majors and combined majors only</i>
FINA 4524	<a href="#">Credit Analysis</a>	<i>FINA 3301</i>
FINA 4602	<a href="#">Turnaround Management</a>	<i>FINA 2201, FINA 2202, or FINA 2209; business majors and combined majors only</i>
FINA 4604	<a href="#">Fixed-Income Securities</a>	<i>FINA 3301</i>
FINA 4608	<a href="#">Advanced Financial Strategy</a>	<i>FINA 3301; business majors and combined majors only</i>
FINA 4610	<a href="#">Entrepreneurial Finance, Innovation and Private Equity</a>	<i>FINA 2201, FINA 2202, or FINA 2209 and working knowledge of Excel or other spreadsheet programs; business majors and combined majors only</i>
<b>International Business and Strategy</b>		
INTB 1203	<a href="#">International Business and Global Social Responsibility</a>	
INTB 1209	<a href="#">International Business and Global Social Responsibility</a>	<i>This course has the same content as INTB 1203, but is intended for non business majors.</i>
INTB 2501	<a href="#">Competing to Win in Emerging Markets</a>	
INTB 3310	<a href="#">Cultural Aspects of International Business</a>	<i>INTB 1201, INTB 1203, INTB 1209, or INTB 2202; business majors and combined majors only</i>
INTB 3320	<a href="#">International Business Management and Environment</a>	<i>Junior or senior standing</i>

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Course Number	Course Title (click Name for description)	Prerequisite
<b>Management and Organizational Development</b>		
MGMT 3302	<a href="#">Negotiating in Business</a>	<i>Sophomore standing or above; business majors and combined majors only</i>
MGMT 3315	<a href="#">Managing Organizational Change and Disruption</a>	<i>Sophomore standing or above; business majors and combined majors only</i>
MGMT 3330	<a href="#">Developing Leaders for Global Sustainability</a>	<i>Sophomore standing or above; business majors and combined majors only</i>
MGMT 3340	<a href="#">Managing Healthcare Organizations: Critical Challenges and New Approaches</a>	<i>Sophomore standing or above</i>
MGMT 3420	<a href="#">Managing Human Capital</a>	<i>Sophomore standing or above; business majors and combined majors only</i>
MGMT 3530	<a href="#">Project Management</a>	<i>Junior standing or above</i>
<b>Management Information Systems</b>		
MISM 2301	<a href="#">Management Information Systems</a>	<i>ACCT 1201, ACCT 1202, or ACCT 1209</i>
MISM 2510	<a href="#">Fundamentals of Information Analytics</a>	
MISM 3403	<a href="#">Data Management in the Enterprise</a>	<i>(a) CS 2510 (with a grade of C-), ECON 2350, IS 3500, MATH 2280, MATH 3081, MGSC 1201, MGSC 2301, MISM 2301, or POLS 2400 and (b) ENGW 1111, ENGW 1102, ENGL 1111, or ENGL 1102</i>
MISM 3501	<a href="#">Information Visualization for Business</a>	<i>Sophomore standing or above</i>
MISM 3515	<a href="#">Data Mining for Business</a>	<i>ECON 2350, MATH 2280, MATH 3081, MGSC 2301, or POLS 2400</i>
<b>Marketing</b>		
MKTG 2201	<a href="#">Introduction to Marketing</a>	<i>(a) ACCT 1201, ACCT 1202, or ACCT 1209 and (b) sophomore standing or above; business majors and combined majors only</i>
MKTG 2209	<a href="#">Introduction to Marketing</a>	<i>This course has the same content as MKTG 2201, but is intended for non business majors.</i>
MKTG 2301	<a href="#">Marketing and Society</a>	<i>Sophomore standing or above</i>
MKTG 3301	<a href="#">Marketing Management</a>	<i>(a) MKTG 2201 or MKTG 2209 and (b) ENGW 1111, ENGW 1102, ENGL 1111, or ENGL 1102</i>
MKTG 3401	<a href="#">Marketing Research</a>	<i>(a) MKTG 2201 or MKTG 2209 and (b) ECON 2350, IS 3500, MATH 2280, MATH 3081, MGSC 1201, MGSC 2301, or POLS 2400 and (c) 56 SH toward degree</i>
MKTG 3501	<a href="#">Marketing Analytics</a>	<i>MKTG 3401 (may be taken concurrently) and sophomore standing or above; business majors and combined majors only</i>
MKTG 4420	<a href="#">Sales Management</a>	<i>(a) MKTG 2201 or MKTG 2209 and (b) junior or senior standing</i>

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<b>Marketing cont.</b>		
MKTG 4504	<a href="#">Advertising and Brand Promotion</a>	<i>(a) MKTG 2201, MKTG 2202, or MKTG 2209 and (b) junior or senior standing; business majors and combined majors only</i>
MKTG 4506	<a href="#">Consumer Behavior</a>	<i>(a) MKTG 2201, MKTG 2202, or MKTG 2209 and (b) junior or senior standing; business majors and combined majors only</i>
MKTG 4508	<a href="#">Digital Marketing</a>	<i>MKTG 2201, MKTG 2202, or MKTG 2209 and junior or senior standing; business majors and combined majors only</i>
<b>Supply Chain Management</b>		
SCHM 2301	<a href="#">Supply Chain and Operations Management</a>	<i>ACCT 1201, ACCT 1202, or ACCT 1209 (any of which may be taken concurrently)</i>
SCHM 3301	<a href="#">Global Supply Chain Strategy</a>	<i>ECON 2350, IS 3500, MATH 2280, MATH 3081, MGSC 1201, MGSC 2301, POLS 2400, SCHM 2201, or SCHM 2301</i>
SCHM 3305	<a href="#">Sourcing and Procurement</a>	<i>SCHM 2301 and sophomore standing or above; business majors and combined majors only</i>
SCHM 3310	<a href="#">Logistics and Transportation Management</a>	<i>SCHM 2301; business majors and combined majors only</i>