

## Pre-Approved EAP Electives for Business Administration Majors

The courses listed below have been pre-approved by the School of Business to count as upper-division electives toward the Business Administration and Business Information Management majors and do not require further approval for use toward the major(s). Unless otherwise noted (\*), these courses have **not** been approved to count toward an emphasis and may only be used to count toward the upper-division elective requirement (i.e. Mgmt 190s).

For consideration of other EAP courses, or to have a course currently approved as a Mgmt 190 considered for an emphasis, submit a course syllabus and completed petition form to the Undergraduate Programs Office for review by the area faculty.

Students are responsible for determining that they have the adequate prerequisites and background when enrolling in a course abroad. These courses must be taken for a LETTER grade if used for the Business Administration major.

### Australia

#### **University of New South Wales**

- BusA 117 (MARK2051): Consumer Behaviour, 6 units – Mgmt 190
- BusA 123 (MGMT3721): Negotiation Skills, 6 units – Mgmt 190
- BusA 136 (MGMT3091): New Product and Service Development, 6 units – Mgmt 190
- MARK2053: Marketing Communications and Promotions Management – Mgmt 190
- MARK3082: Strategic Marketing Management – Mgmt 190

#### **University of Sydney**

- BusA 106 (WORK2217): International Human Resource Management, 6 units – Mgmt 190
- BusA 114 (WORK2221): Organizational Communication, 6 units – Mgmt 190

### Barbados

#### **University of West Indies at Cave Hill**

- BusA 105 (MGMT2026): Productions and Operations Management, 6 units – Mgmt 190

### France

#### **Institut d'Etudes Politiques (Sciences Po)**

- BusA 104 (CECO 1775): Financial Inclusion and Development (4.5 units) – Mgmt 190
- BusA 102 (CECO1565): Communication and Development in Business, 4.5 units – Mgmt 190

### Germany

#### **Free University Berlin**

- BusA 102 (3.15): European Business Management, 5 units – Mgmt 190

## Hong Kong

### **Chinese University of Hong Kong**

- Finance 3080 - Investment Analysis and Portfolio Management – Mgmt 190
- Finance 3310 - Introduction to Investment Banking – Mgmt 190
- BusA 114 (MGNT2040): Managing Human Capital, 4.5 units – Mgmt 190
- BusA 126 (MGNT3060): Training and Development, 4.5 units – Mgmt 190
- BusA 134A (MGNT3040): Human Resource Planning and Staffing, 4.5 units – Mgmt 190
- Bus A 100 (MGNT2510): Intro to International Business, 4.5 units – Mgmt 190
- Bus A 142 (MKTG4110): Strategic Brand Management, 4.5 units – Mgmt 155\*

### **Hong Kong University of Science and Technology**

- BusA 117 (FINA2303): Financial Management, 6 units – Mgmt 190
- BusA 140S (FINA3304): Financial Markets, 6 units – Mgmt 190
- MARK4450: Brand Management – Mgmt 190
- BusA 129 (MARK3220): Marketing Research, 6 units – Mgmt 190
- BusA 143 (MARK3430): Global Marketing, 6 units – Mgmt 190
- MGMT4230: International Management – Mgmt 190
- BusA 136 (ISOM2700): Operations Management, 4.5 units – Mgmt 190
- BusA 120 (MGMT4210): Corporate Strategy, 4.5 units – Mgmt 190

### **University of Hong Kong**

- Bus A 104: (MKTG3511): Advertising Management, 5 units – Mgmt 190
- BusA 105 (MGMT3405): Organizational Behavior, 5 units – Mgmt 190
- BusA 114 (BUSI2003/MGMT3403): Leadership, 5 units – Mgmt 190
- BusA 134A (MGMT3434): Human Resource: Theory and Practice, 5 units – Mgmt 124\*
- BusA 160 (MKTG3523): Global Marketing, 5 units – Mgmt 154\*
- BusA 113 (BUSI3512): Brand Management, 5 units – Mgmt 155\*
- BusA 123 (IIMT3635): Operations Management, 5 units – Mgmt 189\*
- BusA 141 (IIMT3636): Decision and Risk Analysis, 5 units – Mgmt 196\*
- BusA 135 (BUSI2814): Business Ethics, 5 units – Mgmt 190
- BusA 138: (MKTG3525): Services Marketing, 5 units – Mgmt 190
- BusA 110 (BUSI3801): Business Law, 5 units – Mgmt 192
- BusA 102S (FBEC2001): China Business and Marketing, 5 units – Mgmt 190
- BusA 104S (STRA3705): China Economy, 5 units – Mgmt 190
- BusA 115 (STRA3706): China Business Environment, 5 units – Mgmt 190

## Ireland

### **University College Cork**

- BusA 112 (FE2401): Principles of Food Marketing, 4 units – Mgmt 190
- BusA 120 (MG2003): Consumer Behavior, 4 units – Mgmt 150\*
- BusA 128 (MG3018): Human Resources Management & Development, 4 units – Mgmt 190
- BusA 124 (MG3019): Business Ethics, 4 units – Mgmt 190

## Italy

### **University of Commerce Luigi Bocconi**

- BusA 171 (30006): Financial Markets and Institutions, 6 units – Mgmt 190
- BusA 129 (30221): Management of Fashion Companies, 6 units – Mgmt 190
- BusA 154 (30227): Intro to E-Marketing & E-Commerce, 6 units – Mgmt 190
- BusA 148 (30297): Managing Creativity, 6 units – Mgmt 190
- BusA 158 (30259): New Products & Product Management, 6 units – Mgmt 190
- Bus A 116 (30215): International Business and Management, 6 units – Mgmt 128\*
- Bus A 140 (30298): Diversity Management & Policy, 6.0 units – Mgmt 190
- Bus A 152 (30151): Principles of International Finance, 6.0 units – Mgmt 144\*
- Bus A 136 (30228): Marketing Research, 6.0 units – Mgmt 151\*
- Bus A 147 (30222): New Product Development & Open Innovation, 6.0 units – Mgmt 152\*
- Bus A 111 (30178): International Banking, 6.0 units – Mgmt 190
- Bus A 150 (30262): Leadership Skills, 6.0 units – Mgmt 129\*

## Japan

### **Fudan University**

- Bus A 130C (MANA130313): Derivative Securities, 5.0 units – Mgmt 149\*
- BusA 117 (MANA130362.01): Digital Marketing, 4.5 units – Mgmt 190
- BusA 149 (MANA116019.01): International Markets Study, 4.5 units – Mgmt 190
- BusA 134 (MANA130006): Marketing Management, 4.5 units – Mgmt 190

### **International Christian University**

- BusA 127 (BUS205E): International Marketing, 4 units – Mgmt 190
- BusA 125 (BUS207E): Multinational Management, 4 units – Mgmt 190
- BusA 116 (BUS209E): Risk Management, 4 units – Mgmt 190

## Netherlands

### **Maastricht University**

- BusA 139 (EBC 2070): International Financial Management, 6 units – Mgmt 144\*
- BusA 107 (EBC 2072): Systems Analysis and Design, 6 units – Mgmt 190\*
- BusA 108 (EBC 2088): Decision Support Systems and Business Modeling, 6 units – Mgmt 190\*
- BusA 103 (BUS3007): Marketing (Skills) for the 21<sup>st</sup> Century, 5 units – Mgmt 190

- BusA 100 (BUS2001): Leadership and Management in a Global World, 5 units – Mgmt 190

### **University College, Maastricht**

- BusA 102 (SSC2018): Advertising: Marketing Communications of Brands, 6 units – Mgmt 190

## **New Zealand**

### **University of Auckland**

- BusA 136 (MKTG306): Advertising and Promotion, 6 units – Mgmt 190

## **Spain**

### **Pompeu Fabra University**

- Econ 131 (80225/51633): ESCI: International Finance, 5 units – Mgmt 190
- BusA 110 (21139): International Marketing, 4 units – Mgmt 154\*
- BusA 133 (21916): Consumer Behavior, 4 units – Mgmt 150\*
- BusA 169 (20669): Direct and Digital Marketing, 4 units – Mgmt 190
- 51699: New Trends in International Marketing, 4 units – Mgmt 190
- BusA 174 (80224): International Management, 5 units – Mgmt 128\*
- BusA 175 (44204/51282): International Team Management – Mgmt 190
- BusA 111 (21140/20688): Operations Management, 4 units – Mgmt 190

### **University of Carlos III Madrid**

- BusA 107E (13169): Marketing Management, 5 units – Mgmt 190
- BusA 103 (13202): International Business Management, 5 units – Mgmt 190
- BusA 136E (13654): International Trade, 5 units – Mgmt 190

### **University of Barcelona**

- BusA 134 (363661): Human Resources, 5 units – Mgmt 190
- BusA 152 (363673): Operations Management, 5 units – Mgmt 190

## **South Korea**

### **Yonsei University**

- BusA 125 (IEE3348): Marketing Channels, 4.5 units – Mgmt 190
- BusA 127 (BIZ3126): Consumer Behavior, 4.5 units – Mgmt 190
- BusA 130S (IEE2074): Global Marketing Management , 4.5 units– Mgmt 154\*
- BusA 131 (IEE3349): Advertising, 4.5 units – Mgmt 190
- BusA 133: Fashion Consumer Culture and Customerism – Mgmt 190
- BusA 155 (BIZ2120): Marketing, 4.5 units – Mgmt 190
- BusA 125S: Innovation and Technology Management, 4.5 units – Mgmt 190
- BusA 121/124 (IEE3330): International Management, 4.5 units – Mgmt 128\*
- BusA 136 (IEE3346): Human Resource Management, 4.5 units – Mgmt 124\*

- Bus A 138 (IEE3358): Production and Operations Management, 4.5 units – Mgmt 189\*
- Bus A 126 (BIZ3175): Corporation and its Legal Environment, 4.5 units – Mgmt 192
- Bus A 135 (BIZ4189) : Business Negotiations, 4.5 units – Mgmt 125

### United Kingdom

#### **King's College London**

- 6CCM388A: Mathematical Finance I Discrete Time – Mgmt 190
- 6FFLK514: Financial Credit and Security – Mgmt 190
- BusA 114 (5SSMN215): Technology and Innovation, 6 units – Mgmt 190
- 5AAVC208: Social Media – Mgmt 190
- BusA 112 (6SSMN361): Advertising and Marketing Communications – Mgmt 190
- BusA 116 (6SSMN312): Brand Management, 6 units – Mgmt 190
- BusA 118 (6SSMN316): Digital Marketing, 6 units – Mgmt 190
- BusA 154B (6SSMN354): International Marketing – Mgmt 154\*
- 5AAVC208: Social Media – Mgmt 190
- BusA 105 (5SSMN223): Human Resource Management, 6 units – Mgmt 124\*
- BusA 109 (6SSMN359): Leadership: Theory and Practice – Mgmt 129\*
- BusA 110 (4SSMN116): Communication Skills, 6 units – Mgmt 190
- BusA 122 (6SSMN350): Communication in Organizations – Mgmt 190
- BusA 132 (6SSMN345): Organisational Change, 6 units – Mgmt 190
- BusA 139 (6SSMN348): International HRM – Mgmt 190
- BusA 147 (5SSMN228): Industrial Organisation, 6 units – Mgmt 190
- BusA 141 (6CCYM325): Business Strategy and Operations Management, 6 units – Mgmt 190
- BusA 104 (5SSMN216): Law and Management, 6 units – Mgmt 190
- 6SSMN344: Globalisation and Employment – Mgmt 190
- BusA 136 (6SSMN336): Business Ethics and Corporate Social Responsibility
- BusA 120 (5SSMN220): Introduction to Entrepreneurship & Venture Growth, 6 units – Mgmt 190

#### **London School of Economics**

- BusA 122S (FM202): Analysis and Management of Financial Risk, 5.5 units – Mgmt 190
- BusA 117S (MG103): Consumer Behavior - Behavioral Fundamentals for Marketing and Management, 5.5 units – Mgmt 150\*
- BusA 104S (MG204): Foundations of Management, 5.5 units – Mgmt 190
- BusA 109S (MG190): Human Resource Management & Employee Relations, 5.5 units – Mgmt 190
- BusA 113S (MG133): Foundations of Management, 5.5 units – Mgmt 190
- BusA 119S (MG209): Bargaining and Negotiation: Interests, Information, Strategy and Power, 5.5 units – Mgmt 190

#### **UC Center, London**

- HLTHS 107: Comparative Healthcare: UK and US, 5 units – Mgmt 190\*

#### **University College, London**

- PSY 121A (PSYCH3108A): Organisational Psychology, 6 units – Mgmt 190

### **University of Cambridge, Pembroke College**

- BusA 109S: Brands and International Marketing, 5 units – Mgmt 190
- BusA 121S: Leading and Managing Strategic Alliances, 5 units – Mgmt 190
- BusA 105S (481): Creativity and Business Innovation, 5 units – Mgmt 190

### **University of Edinburgh**

- BusA 130 (BUST10067): International Marketing, 8 units – Mgmt 190
- BusA 102 (BUST10129): Applications of Human Resource Management, 8 units – Mgmt 190

### **University of Kent**

- BusA 109 (CB587) – E-Commerce & Business, 6 units – Mgmt 190
- BusA 120 (CB364): Introduction to Business Modelling, 6 units – Mgmt 190

### **University of London, Queen Mary**

- BusA 104 (BUS220): Persuasive Strategies in Marketing, 6 units – Mgmt 190
- BusA 102: Business Law – Mgmt 190
- BusA 108 (BUS204): Strategy, 6 units – Mgmt 190
- Bus A 118 (BUS318): Consumer Psychology, 6.0 units – Mgmt 150
- Bus A 132 (BUS302): Organisation & Identity, 6.0 units – Mgmt 190

### **University of London, Royal Holloway**

- BusA 120 (MN1205): International Business, 6 units – Mgmt 190
- BusA 140 (MN2305): Marketing Strategy in Context, 6 units – Mgmt 190
- BusA 143 (MN2705): Human Resource Management, 6 units – Mgmt 190

### **University of Manchester**

- BusA 131 (BMAN31752): Consumers and Markets, 4 units – Mgmt 190
- BusA 199 (BMAN20821): New Product Development and Innovation, 4 units – Mgmt 152\*
- BusA 118 (BMAN31031): Organizational Analysis, 4 units – Mgmt 190
- BusA 135 (BMAN2082): Organisations and Employment, 4 units – Mgmt 190
- BusA 128 (MATS22302): International Business, 4 units – Mgmt 190
- BMAN20142: Chinese Business – Mgmt 190
- BusA 105 (BMAN20781): Strategy, Organization, and Competition, 4 units – Mgmt 190

### **University of Sussex**

- BusA 153 (N1514): Banking and Finance, 6 units – Mgmt 190
- BusA 122 (N1505): Consumer Behavior, 6 units – Mgmt 190
- BusA 145 (N1507): International Marketing, 6 units – Mgmt 154\*
- BusA 100 (N1085): Emerging Issues in HR Management+Industrial Relations, 6 units – Mgmt 190
- BusA 111 (N1076): Developing Leadership, 6 units – Mgmt 190
- BusA 113: Project Management, 6 units – Mgmt 190

- BusA 105S (IS180): International Business Environment, 6 units – Mgmt 128\*
- N1021: Strategy – Mgmt 190
- BusA 120S (IS167): Management of Innovation, 6 units – Mgmt 190
- BusA 129 (BMAN20792): Technology, Innovation, and Strategy, 4 units – Mgmt 190

**University of Warwick**

- BusA 106 (IB365): Marketing Communications, 5 units – Mgmt 190
- BusA 111 (IB362): Managing Human Resources, 5 units – Mgmt 190
- BusA 154 (IB3J5): Emotions in Business, 5 units – Mgmt 190
- BusA 146 (IB382): Project Management, 5 units – Mgmt 190

## Sample Course Plan

| Year 1 : Business Administration with Quarter/Semester Abroad |           |                  |           |                     |           |
|---|-----------|------------------|-----------|---------------------|-----------|
| Fall  |           | Winter           |           | Spring              |           |
| Courses   | Units     | Courses          | Units     | Courses             | Units     |
| Writing 39B   | 4         | Writing 39C      | 4         | Mgmt 7 or GE II     | 4         |
| Mgmt 1  | 4         | Math 2B          | 4         | GE II               | 4         |
| Math 2A   | 4         | Mgmt 4B          | 4         | GE III              | 4         |
| Mgmt 4A   | 4         | Mgmt 7 or GE II  | 4         | Elective            | 4         |
| <b>Total:</b>   | <b>16</b> | <b>Total:</b>    | <b>16</b> | <b>Total:</b>       | <b>16</b> |
| Year 2  |           |                  |           |                     |           |
| Fall  |           | Winter           |           | Spring              |           |
| Courses   | Units     | Courses          | Units     | Courses             | Units     |
| Mgmt 30A  | 4         | Mgmt 30B         | 4         | GE IV               | 4         |
| GE II   | 4         | GE IV            | 4         | GE VI/VII/VIII      | 4         |
| GE III  | 4         | GE VI/VII/VIII   | 4         | GE VI/VII/VIII      | 4         |
| Elective  | 4         | Elective         | 4         | Elective            | 4         |
| <b>Total:</b>   | <b>16</b> | <b>Total:</b>    | <b>16</b> | <b>Total:</b>       | <b>16</b> |
| Year 3  |           |                  |           |                     |           |
| Fall (quarter/semester abroad)                                |           | Winter           |           | Spring              |           |
| Courses   | Units     | Courses          | Units     | Courses             | Units     |
| UD elective (select from pre-approved list)                   | 5         | Mgmt 101         | 4         | Mgmt 109            | 4         |
| UD elective (select from pre-approved list)                   | 5         | Mgmt 105         | 4         | UD emphasis course* | 4         |
| UD elective (select from pre-approved list)                   | 5         | Mgmt 102         | 4         | UD emphasis course* | 4         |
| Elective of choice  | 5         |                  |           | Mgmt UD elective    | 4         |
| <b>Total:</b>   | <b>20</b> | <b>Total:</b>    | <b>12</b> |                     | <b>16</b> |
| Year 4  |           |                  |           |                     |           |
| Fall  |           | Winter           |           | Spring              |           |
| Courses   | Units     | Courses          | Units     | Courses             | Units     |
| Mgmt 107  | 4         | Mgmt 110         | 4         | Mgmt UD elective    | 4         |
| Mgmt 191W   | 4         | Mgmt UD elective | 4         | Mgmt UD elective    | 4         |

|                     |                    |                    |   |
|---------------------|--------------------|--------------------|---|
| UD emphasis course* | 4 Mgmt UD elective | 4 Mgmt UD elective | 4 |
|---------------------|--------------------|--------------------|---|

|               |                  |                  |           |
|---------------|------------------|------------------|-----------|
| <b>Total:</b> | <b>12 Total:</b> | <b>12 Total:</b> | <b>12</b> |
|---------------|------------------|------------------|-----------|

|                          |  |        |     |
|--------------------------|--|--------|-----|
| *denotes emphasis course |  | Total: | 180 |
|--------------------------|--|--------|-----|