

BI Norwegian School of Management - Norway

Approved template of credit transfer (30/01/2018)

Template code: **BI16**

BI					UM Equivalency				
No.	Course code	Course title	ECTS	Contact hours	No.	Course code	Course title	Credits	Prerequisite
1	EXC3442	MANAGERIAL ACCOUNTING	7.5	36	1	ACCT213	MANAGERIAL ACCOUNTING	3	ACCT100
2	SPA2901	BUSINESS COMMUNICATION IN ENGLISH - WRITTEN INTERCULTURAL AND ETHICAL	7.5	28	2	COMM316	COMMUNICATION IN GLOBAL SOCIETY	3	None
3	EXC2110	BASIC FINANCIAL MANAGEMENT	7.5	36	3	FINC210	FINANCIAL MANAGEMENT	3	ACCT100
4	EXC3601	FINANCIAL DECISIONING MAKING	7.5	36	4	FINC211	ADVANCED FINANCIAL MANAGEMENT	3	FINC210
5	FIN3510	FINANCIAL MARKETS	7.5	36	5	FINC343	FINANCIAL MARKETS AND INSTITUTIONS	3	FINC210
6	EXC3670	FINANCIAL MARKETS AND INSTITUTIONS	7.5	36	6	FINC343	FINANCIAL MARKETS AND INSTITUTIONS	3	FINC210
7	EXC3611	INTERNATIONAL CORPORATE FINANCE	7.5	39	7	FINC421	CASE STUDIES IN CORPORATE FINANCE	3	FINC211
8	ELE3736	REAL ESTATE FINANCE	7.5	45	8	FINC428	REAL ESTATE INVESTING AND FINANCING	3	FINC210 / 214
9	FIN3617	BEHAVIORAL FINANCE	7.5	42	9	FINC429	BEHAVIORAL FINANCE	3	FINC341 / 344
10	EXC3611	INTERNATIONAL FINANCE	7.5	39	10	FINC431	INTERNATIONAL FINANCE AND GLOBAL ISSUES	3	FINC210 / 214
11	EXC3631	INTERNATIONAL BUSINESS	7.5	30	11	GBMT300	GLOBAL BUSINESS ENVIRONMENT	3	MGMT110 & MKTG220
12	EXC3630	MANAGING INTERNATIONAL OPERATIONS	7.5	39	12	GBMT400	GLOBAL STRATEGIC MANAGEMENT	3	MGMT330
13	SPA2902	BUSINESS COMMUNICATION IN ENGLISH - EFFECTIVE NEGOTIATION AND	7.5	36	13	GBMT403	CROSS-CULTURAL COMMUNICATION AND NEGOTIATION IN BUSINESS	3	BECO310 / EBIS315 / GBMT300 /
14	ELE3701	INNOVATION AND ENTREPRENEURSHIP	7.5	32	14	GBMT406	ENTREPRENEURSHIP	3	MGMT110
15	SPA2901	BUSINESS COMMUNICATION IN ENGLISH - WRITTEN INTERCULTURAL AND ETHICAL	7.5	28	15	MGMT220	BUSINESS COMMUNICATIONS	3	MGMT110

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16	EXC3505	STRATEGY	7.5	39	16	MGMT330	STRATEGIC MANAGEMENT	3	ACCT100 & FINC210 & MKTG220
17	EXC2123	BUSINESS RESEARCH METHODS	7.5	28	17	MGMT331	RESEARCH METHODS	3	MGMT110 & MKTG220 & QMDS200
18	EXC3506	RESEARCH METHODS AND ECONOMETRICS	7.5	42	18	MGMT331	RESEARCH METHODS	3	MGMT110 & MKTG220 & QMDS200
19	ELE3706	PERSUASION AND DIALOGUE FOR LEADERS	7.5	28	19	MGMT489	LEADERSHIP	3	MGMT110
20	EXC3415	MARKETING MANAGEMENT	7.5	36	20	MKTG220	PRINCIPLES OF MARKETING	3	MGMT110
21	ELE3767	CONSUMER BEHAVIOR	7.5	36	21	MKTG340	CONSUMER BEHAVIOR	3	MKTG220
22	EXC3602	INTERNATIONAL MARKETING	7.5	30	22	MKTG410	INTERNATIONAL MARKETING	3	GBMT300/301 & MKTG220
23	EXC3621	MARKET COMMUNICATION	7.5	30	23	MKTG411	INTEGRATED MARKETING COMMUNICATION	3	MKTG220
24	ELE3773	SERVICE MARKETING	7.5	36	24	MKTG420	SERVICE MARKETING	3	MKTG220
25	EXC3623	PRODUCT PLANNING	7.5	36	25	MKTG428	PRODUCT MANAGEMENT	3	MKTG220
26	ELE3775	PRODUCT AND PRICE STRATEGY	7.5	27	26	MKTG429	PRICING STRATEGY	3	MKTG220
27	ELE3777	BRANDING	7.5	33	27	MKTG432	BRAND MANAGEMENT	3	MKTG220
28	EXC2904	STATISTICS	7.5	48	28	QMDS202	DATA ANALYSIS AND MODELING	3	QMDS201
29	ELE3709	PROJECT MANAGEMENT	7.5	30	29	QMDS400	PROJECT AND QUALITY MANAGEMENT	3	FINC213 / QMDS200/202
30	ELE3711	SOCIOLOGY FOR BUSINESS STUDENTS	7.5	33	30	SOCB451	SELECTED TOPICS IN SOCIOLOGY	3	None
31	EXC2901	NORWEGIAN CULTURE AND HISTORY - AN INTRODUCTION	7.5	36	31	EXCH2XX	EXCHANGE ELECTIVE - 2ND YEAR	3	None
32	NSA2521	SLIPPING MANAGEMENT	7.5	45	32	EXCH2XX	EXCHANGE ELECTIVE - 2ND YEAR	3	None

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33	ELE3763	INNOVATION STRATEGY AND TECHNOLOGICAL CHANGE	7.5	36	33	EXCH3XX	EXCHANGE ELECTIVE - 3RD YEAR	3	None
34	EXC3652	PORT MANAGEMENT	7.5	45	34	EXCH3XX	EXCHANGE ELECTIVE - 3RD YEAR	3	None
35	ELE3732	FINANCIAL BUBBLES, CRASHES AND CRISES	7.5	36	35	EXCH3XX	EXCHANGE ELECTIVE - 3RD YEAR	3	None
36	ELE3771	PURCHASING	7.5	45	36	EXCH3XX	EXCHANGE ELECTIVE - 3RD YEAR	3	None
37	ELE3746	TACTICAL MARKETING	7.5	40	37	EXCH4XX	EXCHANGE ELECTIVE - 4TH YEAR	3	None