

# WHU Otto von Beisheim School of Management - VALLENDAR, GERMANY

Courses designated as *under review* have been submitted to the appropriate USD Department chair and are awaiting final evaluation.  
USD equivalencies for these courses will be posted as they are received by the International Center.

**Cross reference this list with the host institution schedule to ensure the courses are being instructed during your semester of interest.**

**NOTE :** The units awarded for each course may vary based on course content, time in lecture, and USD faculty chair review. Some courses are awarded *less than 3 units*. It is typical for students at WHU to take more than 5 courses during a Fall or Spring semester.

	SUBJECT	PARTNER COURSE NAME	# USD UNITS	USD COURSE EQUIVALENCY	CORE	PRE-REQUISITES	NOTES
ACCT	ACCT	Case Studies in Management Accounting and Control	3	ACCT 202		ACCT 201, ITMG 100	
	ACCT	Business Taxation	3	ACCT 306		ACCT 201	
	ACCT	Case Studies in International Accounting	3	ACCT 494		ACCT 202	
	ACCT	International Accounting	3	ACCT 494		ACCT 202	
	ACCT	International Taxation	3	ACCT 494		ACCT 202	
BSCM	BSCM	Global Supply Chain Management	3	BSCM 302			
	BSCM	Logistics Management	3	BSCM 302			
BUSN	BUSN	Negotiations and Dispute Resolution	2	BUSN 377			
	BUSN	Heraeus Quandt Forum "National Model UN"	3	BUSN 494			Course may be applied to International Business major and minor
	BUSN	Business Environment in Europe	3	BUSN 494		ECON 102	Course may alternatively be taken as ECON 494
	BUSN	Seminar : Market Dynamics and Industrial Evolution	2	BUSN 494			Course may alternatively be taken as ECON 494
		Corporate Strategy	n/a	no equivalency			Strategy course must be taken at USD during semester prior to graduation
		International Strategy	n/a	no equivalency			Strategy course must be taken at USD during semester prior to graduation
DSCI	DSCI	Production and Service Operations Management	3	DSCI 303		ECON 216	

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ECON	ECON	Microeconomics II: Market Imperfections and Strategic Interaction	2	ECON 201		ECON 101	
	ECON	Macroeconomics II: Income, Employment, and the Price Level	2	ECON 202		ECON 102	
	ECON	Introduction to International Economics	3	ECON 333		ECON 102	
	ECON	Seminar : Economics Challenges of Developing and Emerging Countries	2	ECON 335 or ECON 337		ECON 102	
	ECON	Introduction to Economic Analysis and Forecasting	3	ECON 370		ECON 216	
	ECON	Fun and Games	2	ECON 375		ECON 216	
	ECON	Business Environment in Europe	3	ECON 494		ECON 102	Course may alternatively be taken as BUSN 494
	ECON	Introduction to Modern Banking	3	ECON 494		ECON 101, ECON 102	may not transfer back to USD if ECON 310 has already been taken
		Econometrics	n/a	no equivalency			
	ECON	Introduction to Banking	3	ECON 494		ECON 101, ECON 102	may not transfer back to USD if ECON 310 has already been taken
	ECON	European Economic Integration	1.5	ECON 494		ECON 101, ECON 102	
	ECON	Seminar : Recent Developments in Labor Economics and Social Welfare Systems	2	ECON 494		ECON 101, ECON 102	
	ECON	Business War Game	2	ECON 494		ECON 101, ECON 102	
	ECON	Asset Pricing Models	2	ECON 494		ECON 101	
	ECON	Seminar : Market Dynamics and Industrial Evolution	2	ECON 494		ECON 101, 102, 201, 202, 216	Course may alternatively be taken as BUSN 494
	ECON	Demographic Changes and its Economics Implications and Business Challenges	3	ECON 494		ECON 101	
	ECON	Sustainability: Sustainable Urban Development	3	ECON 494		ECON 101	
ETLW	ETLW	Seminar: Law and Economics	3	ETLW 494		MGMT 300	
FINA	FINA	International Capital Markets and Derivatives	2	FINA 402 or FINA 403		FINA 300	
	FINA	Foundations of Finance	2	FINA 494		FINA 300	
	FINA	Real Options Analysis	1.5	FINA 494		FINA 402	
	FINA	Private Banking	1.5	FINA 494		FINA 300	
	FINA	Real Options	3	FINA 494		FINA 403 or FINA 402	
	FINA	Investment Banking	3	FINA 494		FINA 300	

		PARTNER COURSE NAME	# USD UNITS	USD COURSE EQUIVALENCY	CORE	PRE- REQUISITES	NOTES
GERM	GERM	German for Exchange Students I : Preparation Course	2	GERM 101			
	GERM	German for Exchange Students I I: Intermediate	3	GERM 201	3rd Semester Proficiency	GERM 102	
	GERM	German for Exchange Students III : Advanced	3	GERM 301		GERM 202	
LEAD	LEAD	Leadership in Practice	3	LEAD 160			
MGMT	MGMT	Managerial Leadership	3	MGMT 300 / MGMT 494			
	MGMT	Distinct Questions of Family Firm	3	MGMT 302		MGMT 300	
	MGMT	Innovation Management	3	MGMT 304		FINA 300, MGMT 300, MKTG 300	
	MGMT	Entrepreneuership	2	MGMT 304		MGMT 300	
	MGMT	Human Resourse Management	3	MGMT 307		MGMT 300	
	MGMT	Interdependent Decision Making and Coordination	2	MGMT 494		MGMT 300	<i>formerly titled Individual Decision Making and Motivation</i>
	MGMT	Intergenerational Business and Economics	2	MGMT 494		MGMT 300	
	MGMT	Managerial Decision Making	3	MGMT 494		MGMT 300	
	MGMT	Seminar: Teamwork and Innovation	3	MGMT 494		MGMT 300	
	MGMT	Structured Problem Solving	3	MGMT 494		MGMT 300      MKTG 300              FINA 300	
MKTG	MKTG	International Marketing	3	MKTG 305		MKTG 300	
	MKTG	Market Research Methods	3	MKTG 410		MKTG 300	
	MKTG	Brand and Price Management	3	MKTG 494		MKTG 300	
	MKTG	Marketing Engineering	3	MKTG 494		MKTG 300	
	MKTG	Retail Marketing	2	MKTG 494		MKTG 300	

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POLS	POLS	Germany in Europe	3	POLS 364	Social Science		
THEA	THEA	Improvisation	3	THEA 230	Fine Arts		