

# ESADE BUSINESS SCHOOL - BARCELONA, SPAIN

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.

	PARTNER COURSE #	PARTNER COURSE NAME	# UNITS	USD COURSE EQUIVALENCY	CORE	PRE- REQUISITES	NOTES
ACCOUNTING	B30009	ICDF: Consolidation of Financial Statements	3 units	ACCT 401		ACCT 301	ACCT is a "W" class on the USD campus. Students that take this course at ESADE will need to compete a "W" course outside of Accounting.
ART HISTORY		Spanish Art and Culture: Understanding Spain through Gaudi, Picasso, Dali, or Miro		NOT APPROVED			
BUSINESS	10BBA90008	Business Negotiations in English	3 units	BUSN 377			
COMM		Effective Presentations		NOT APPROVED			
	10C65836	Topics in International Economics	3 units	ECON 333		ECON 101, ECON 102	

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ECONOMICS	B60005	CEE: Temas de Economia	3 units	ECON 494		ECON 101, 102, 201, 202 and MATH 130/150	Course taught in Spanish
	B65036	International Economics	3 units	ECON 494		ECON 101, 102, 216	
	11BY65860	Macroeconomics in the Global Economy	3 units	ECON 494		ECON 101, ECON 102, ECON 216	This course may not be taken with USD's ECON 335 or ECON 337.
	B30015	OC: Banking and Insurance	3 units	ECON 494		ECON 101, 102, 216	Course taught in Spanish
	B60012	CEE: Organizacion Industrial: Analisis Economico de un sector empresarial		NOT APPROVED			
ELECTIVE	10BBA30008	Corporate Compliance	2 units	LD Elective			
	10B50246	Media: Shaping Our Perceptions	2 units	LD Elective			
		New Business Models and Technology Innovation		NOT APPROVED			
ENGLISH		Workplace Writing		NOT APPROVED			
ETLW	B00810	EEO: Sustainability, Business and Values	3 units	ETLW 302			
	B00806	EEO: Business Ethics	3 units	ETLW 302			
	08B05209	Corporate Social Responsibility	3 units	ETLW 302			
	11B45818	Business and the Environment	3 units	ETLW 403/ETLW 494			
	B15831	Motivation, Values, and Commitment	3 units	ETLW 302		MGMT 300	Cross Listed with MGMT 494
	10BBA00810	Corporate Environmental Responsibility and Business Competitiveness as Synergic Systems	3 units	ETLW 494			

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	11B40004	B&E: Global Environmental Challenges and Business Response	3 units	ETLW 494			
FINACNE	B30018	MFGV: Derivatives	3 units	FINA 403		FINA 300	
	10BBA30006	Applied Portfolio Management	3 units	FINA 494		FINA 300 + at least 60 units	
HISTORY	10B00914	Spain: Recent History and Current Political and Social Issues	3 units	HIST 354	HISTORY		Cross listed as POLS 494
MANAGEMENT	10B45053	Change Management for Service Excellence	3 units	MGMT 301/MGMT 494			
	GBD10008	People Management	3 units	MGMT 307		MGMT 300	
	B10013	TCO: Managing Culture in Multinational Companies	3 units	MGMT 309		MGMT 300 and MATH (130 or 150 or 151)	
	B85837	Doing Business Across Cultures	3 units	MGMT 309		MGMT 300	
	B11014	Consulting Digital Business	3 units	MGMT 494			
	10B80885	Creative Problem Solving in Management: Tools and Process	3 units	MGMT 494			
	10BBA40006	Gestión de la Innovación: Managing Innovation	3 units	MGMT 494			
	B15871	Leadership	3 units	MGMT 494			
	10BBA30012	Management Control Systems	3 units	MGMT 494			
	10B45811	Managing Services	3 units	MGMT 494			
	10B15831	Motivation, Values, and Commitment	3 units	MGMT 494		MGMT 300	Cross listed with ETLW 302
	10BBA10004	People in Organizations	3 units	MGMT 494		MGMT 300	
	10BBA11005	Social Networks and Management	3 units	MGMT 494			
	B10015	TDP: Managing Diversity	3 units	MGMT 494		60 units	
	B80100	SE: Public Sector, Business Regulations and Lobbying	3 units	MGMT 494		60 units	
	B1005	TCO: Communication and Leadership	3 units	MGMT 494			
		Business Meetings		NOT APPROVED			
		Managing Wellness		NOT APPROVED			
		Strategic Management		NOT APPROVED			
	B20877	Marketing from Strategy to Action	3 units	MKTG 300		ECON 101	
	11B20877	Marketing in Spain	3 units	MKTG 300		ECON 101	

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MARKETING		International Marketing Strategies	3 units	MKTG 305		MKTG 300	
	B20867	Key Account and Sales Management	3 units	MKTG 330		MKTG 300	Course taught in Spanish
	B25860	Consumer Behavior	3 units	MKTG 420		MKTG 300	
	B20878	Positive Marketing	3 units	MKTG 430		MKTG 300	
	10BBA2005	CPM: Implementation Strategy Process and Indicators	3 units	MKTG 490		MKTG 300	These two courses must be taken together to satisfy MKTG 490 requirements.
	B20005	Information Systems Marketing: For Decision Making					
	B25864	Brand Management	3 units	MKTG 494		MKTG 300	
	B10072	Fashion Design, Strategic Branding, and Innovation	3 units	MKTG 494		MKTG 300	
		Information Systems in Marketing: ISM for Decision Making	3 units	MKTG 494			
POLITICAL SCIENCE	10BBA60004	The Emergence of China in the 21st Century	3 units	POLS 494			
		CEE: Economia de la UE. Politicas y problemas	3 units	POLS 494			
	10B00926	Spanish and Latin American Cinema: History and Society Through Movies	3 units	POLS 494			
	10B00914	Spain: Recent History and Current Political and Social Issues	3 units	POLS 494			Cross listed as HIST 354
SUPPLY CHAIN MANAGEMENT	08B45814	Supply Chain Management	3 units	BSCM 300			
	10B45814	Global Supply Chain Management	3 units	BSCM 302			

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