

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.

	PARTNER COURSE NAME	# USD UNITS	USD COURSE EQUIVALENCY	CORE	PRE-REQUISITES	NOTES
ACCT	Case Studies in Management Accounting and Control	3	ACCT 202		ACCT 201, ITMG 100	
	Business Taxation	3	ACCT 306		ACCT 201	
	Case Studies in International Accounting	3	ACCT 494		ACCT 202	
	International Accounting	3	ACCT 494		ACCT 202	
	International Taxation	3	ACCT 494		ACCT 202	
BSCM	Global Supply Chain Management	3	BSCM 302			
	Logistics Management	3	BSCM 302			
BUSN	Negotiations and Dispute Resolution	2	BUSN 377			
	Heraeus Quandt Forum "National Model UN"	3	BUSN 494			Course may be applied to International Business major and minor
	Business Environment in Europe	3	BUSN 494		ECON 102	Course may alternatively be taken as ECON 494
	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	Production and Service Operations Management	3	DSCI 303		ECON 216	

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ECON	Microeconomics II: Market Imperfections and Strategic Interaction	2	ECON 201		ECON 101	
	Macroeconomics II: Income, Employment, and the Price Level	2	ECON 202		ECON 102	
	Introduction to International Economics	3	ECON 333		ECON 102	
	Seminar : Economics Challenges of Developing and Emerging Countries	2	ECON 335 or ECON 337		ECON 102	
	Introduction to Economic Analysis and Forecasting	3	ECON 370		ECON 216	
	Business Environment in Europe	3	ECON 494		ECON 102	Course may alternatively be taken as BUSN 494
	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			
	Introduction to Banking	3	ECON 494		ECON 101, ECON 102	may not transfer back to USD if ECON 310 has already been taken
	European Economic Integration	1.5	ECON 494		ECON 101, ECON 102	
	Seminar : Recent Developments in Labor Economics and Social Welfare Systems	2	ECON 494		ECON 101, ECON 102	
	Business War Game	2	ECON 494		ECON 101, ECON 102	
	Asset Pricing Models	2	ECON 494		ECON 101	
ETLW	Seminar : Market Dynamics and Industrial Evolution	2	ECON 494		ECON 101, 102, 201, 202, 216	Course may alternatively be taken as BUSN 494
	Seminar: Law and Economics	3	ETLW 494		MGMT 300	
FINA	International Capital Markets and Derivatives	2	FINA 402 or FINA 403		FINA 300	
	Foundations of Finance	2	FINA 494		FINA 300	
	Real Options Analysis	1.5	FINA 494		FINA 402	
	Private Banking	1.5	FINA 494		FINA 300	
	Investment Banking	3	FINA 494		FINA 300	

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

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