

# IESEG SCHOOL OF MANAGEMENT - PARIS, FRANCE

## Important Notes:

- 1) Students will **not** earn focus requirements (i.e. WI, E, O) for courses taught outside of the UH system.
- 2) Courses listed below are for **references only** – it does not indicate whether the courses will be taught at the host university. The host university reserves the right to determine if students have the appropriate prerequisite(s).
- 3) Students should check with the partner university for their schedule of courses.
- 4) If you are interested in taking courses not listed on this list, please contact your SAC Advisor to request submission of a course petition on your behalf.

### BUS 367 (Alpha) Business Study Abroad:

<b>BUS 367C:</b> Accounting	<b>BUS 367F:</b> Finance	<b>BUS 367K:</b> Marketing
<b>BUS 367D:</b> MIS	<b>BUS 367G:</b> Management	<b>BUS 367M:</b> HRM
<b>BUS 367E:</b> Entrepreneurship	<b>BUS 367I:</b> IB	<b>BUS 367R:</b> Real Estate

Shidler Equivalent	Course Name	Course No	Notes	Expiration Date
BUS 313	Global Business Environment (3 cr)	ECO 2780		July 31, 2026
BUS 315	Fundamentals of Management 1- Organisational Behavior (1 cr.) & Working Effectively in Multicultural Teams (1 cr.) & Interpersonal Leadership: Improve Your Relational Ability (1 cr.)	0359 & 0438 & 0103	All three courses must be taken for BUS 315 equivalency	July 31, 2025
BUS 367C	Corporate Financial Reporting & Business Environments (3 cr)	ACC 2794		July 31, 2027
<b>Must take THREE "1 cr" courses from the list below to be equivalent to one BUS 367D course</b>				
BUS 367D	Global Sustainability & Operations Management (1 cr)	OPS 3161		July 31, 2028
BUS 367D	Project Scheduling with Python (1 cr)	OPS 2739		July 31, 2028
BUS 367D	Production Planning and Control (1 cr)	OPS 2738		July 31, 2028
<b>Must take THREE "1 cr" courses from the list below to be equivalent to one BUS 367E course</b>				
BUS 367E	Product Innovation (1 cr)	MKT 0674		July 31, 2028
BUS 367E	Entrepreneurial Decision Making (1 cr)	ENT 2788		July 31, 2028
BUS 367E	Strategy and Organization of Innovation (3 cr)	ENT 2742		July 31, 2028
BUS 367E	Are You Able to Protect Your Ideas? - Understanding Patents and Copyright (3 cr)	LAW 2749		July 31, 2028

**Must take THREE "1 cr" courses from the list below to be equivalent to one BUS 367F course**

BUS 367F	Derivative Securities (1 cr)	FIN 3174	July 31, 2023
BUS 367F	Non-Governmental and Non-Profit Organizations - Financing and Partnering with Corporates and Foundations (1 cr)	STS 2731	July 31, 2023

BUS 367F	International Trade Organization (1 cr.) & Corporate Financial Management (1 cr.) & Corporate Culture and Innovation (1 cr.)	0130 & 0226 & 0128	All three courses must be taken for BUS 367F equivalency	July 31, 2023
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**Students may take ANY COMBINATION that equals a minimum of THREE credits from the list below in order to receive one BUS 367G course**

BUS 367G	Competitive Strategy and Business Models (1 cr)		July 31, 2027
BUS 367G	International Business Strategies (1 cr)	STS 2772	July 31, 2027
BUS 367G	Conflict Management in Organizations (1 cr)	HRM 2763	July 31, 2027
BUS 367G	Predictive Analytics for Business (1 cr)	QMS 2736	July 31, 2027
BUS 367G	Non-Governmental and Non-Profit Organizations - Financing and Partnering with Corporates and Foundations (1 cr)	STS 2731	July 31, 2028
BUS 367G	Digital Transformation - Disruptions in our Societies Economies (1 cr)		July 31, 2028
BUS 367G	Product Innovation (1 cr)	MKT 0674	July 31, 2028
BUS 367G	Resilient Leadership in Intercultural Contexts (1 cr)	ITC 2740	July 31, 2028
BUS 367G	Entrepreneurial Decision Making (1 cr)	ENT 2788	July 31, 2028
BUS 367G	Production Planning and Control (1 cr)	OPS 2738	July 31, 2028
BUS 367G	Pratcicing 360 Degree Innovation (1 cr)	ENT 2735	July 31, 2029
BUS 367G	Negotiating International Political Agreements (2 cr)	NEG 2729	July 31, 2028
BUS 367G	Negotiation Skills (2.5 cr)	NEG 3165	July 31, 2027
BUS 367G	How to Setup an Online Business (1 cr)	ENT 2778	July 31, 2029
BUS 367G	Building an Effective Power Base (1 cr)	HRM 3295	July 31, 2029
BUS 367G (IB)	International Business (1 cr)	N/A	July 31, 2029
BUS 367G (IB)	International HRM (1.5 cr)	HRM 2769	July 31, 2029
BUS 367G	Management of Stress (1 cr)	HRM 2724	July 31, 2029
BUS 367G (IB)	International Supply Chain Management and Logistics (1.5 cr)	OPS 2767	July 31, 2029
BUS 367G	A Unique Approach to Cross-Cultural Management (2.5 cr)		July 31, 2027

BUS 367G	Managing Learning and Development in Organizations (3 cr)	HRM 2725	July 31, 2029
BUS 367G	Strategy and Organization of Innovation (3 cr)	ENT 2742	July 31. 2028
BUS 367G	Are You Able to Protect Your Ideas? - Understanding Patents and Copyright (3 cr)	LAW 2749	July 31. 2028

Students may take ANY COMBINATION that equals a minimum of THREE credits from the list below in order to receive one BUS 367I course			
BUS 367I	International Business Strategies (1 cr)	STS 2772	July 31, 2027
BUS 367I	Resilient Leadership in Intercultural Contexts (1 cr)	ITC 2740	July 31, 2028
BUS 367I	Global Sustainability & Operations Management (1 cr)	OPS 3161	July 31, 2028
BUS 367I	Negotiating International Political Agreements (2 cr)	NEG 2729	July 31, 2028
BUS 367I	International Business (1 cr)	N/A	July 31, 2029
BUS 367I	International Supply Chain Management and Logistics (1.5 cr)	OPS 2767	July 31, 2029
BUS 367I	International HRM	HRM 2769	July 31, 2029
BUS 367I	A Unique Approach to Cross-Cultural Management (2.5 cr)	N/A	July 31, 2027

BUS 367I	Global Business Environment (3 cr)	ECO 2780	July 31, 2028
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Students may take ANY COMBINATION that equals a minimum of THREE credits from the list below in order to receive one BUS 367M course			
BUS 367M (IB)	Internatinoal HRM (1.5 cr)	HRM 2769	July 31, 2029
BUS 367M	Management of Stress (1 cr)	HRM 2724	July 31, 2029
BUS 367M	Conflict Management in Organizations (1 cr)	HRM 2763	July 31, 2027

BUS 367K	Global Brand Management (1 cr.) & International Purchasing and Supply Management (1 cr.) & Fundamentals of Management 3 - Leadership and Change (1 cr.)	0696 & 0819 & 0361	All three courses must be taken for BUS 367K equivalency	July 31, 2025
BUS 367K	Consumer Behavior: New Trends (1 cr.) & Why Culture Matters: Building Blocks of Intercultural Communication (1 cr.) & Applied Negotiation Essentials (1 cr.)	0697 & 0437 & 0820	All three courses must be taken for BUS 367K equivalency	July 31, 2025
BUS 367K	Market Research (1.75 cr.) & Intermediate Data Analysis (1 cr.) & Digital Strategy (1 cr.)	0667 & 0954 & 0702	All three courses must be taken for BUS 367K equivalency	July 31, 2025

Students may take ANY COMBINATION that equals a minimum of THREE credits from the list below in order to receive one FIN 321 course			
FIN 321	International Finance (1.5 credits)	FIN 2771	July 31, 2026
ITM 322	Sustainable Supply Chain Management (3 cr)	OPS 2744	July 31, 2028
ITM 387	Optimization Techniques (3 cr)	QMS 2732	July 31, 2028
ITM 387C	Low Code Mobile App Development (3 cr)	MIS 2722	July 31, 2028

Must take THREE "1 cr" courses from the list below to be equivalent to one MKT 361 course			
MKT 361 (No IB)	Social Media Marketing (1 cr)	MKT 2240	July 31, 2026
MKT 361 (No IB)	Cross Cultural Marketing (1 cr)	MKT 3160	July 31, 2026
MKT 361 (No IB)	Content Strategies in Social Media (1 cr)	MKT 3176	July 31, 2026

MKT 361 (No IB)	Applied Marketing Analysis (3 cr)	MKT 2754		July 31, 2026
MKT 362	Digital Marketing: Actionable Insights and Active Strategies for Today's Digital Marketer (2.5 cr)		In order to receive full 3 cr equivalency must receive a "B" grade or better and submit 15 page paper to business@hawaii.edu for review. Email business@hawaii.edu to request paper instructions/guidelines.	July 31, 2025
MKT 362	Digital Marketing Techniques (1 cr.), Mobile Marketing (1 cr), Web Marketing (1 cr)	MKT 3199, MKT 0670, MKT 3164	All three courses must be taken to receive MKT 362 equivalency	July 31, 2027
Non-Transferable	European Integration: Processes, Institutions, and Policies			



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