

**Course Substitution for
Institute of Technology Carlow, Ireland
(All courses taught in ENGLISH)**

Please note that MOST courses at IT Carlow are only 2.5 units. Students who participate in this program must take additional compensatory units to fulfill the required units in the major OR students can take some of the courses listed as 5 units to compensate for the unit deficiency

- All courses listed in BLACK INK have ALREADY been approved by both the College of Business and the Undergraduate Division. Those listed as PROPOSED in BLUE INK still need to be petitioned. Please see CBA Study Abroad Advisor for more details on how to petition these courses.
- Course availability is subject to change every semester. Before your departure, check course availability at this university's web site.

Core Courses for All Majors

Course at SDSU	Course at IT Carlow
MIS 180: Principles of Information Systems	Information Technology PROPOSE Computer Applications PROPOSE
BA 290: Business Communication	Communications PROPOSE
FIN 323: Fundamentals of Finance	Corporate Finance PROPOSE
MIS 302: Intro to Operations Management	Introduction to Supply Chain Management PROPOSE Service Operations Management 1 PROPOSE Service Materials Management PROPOSE Global Supply Chain Management PROPOSE
MKTG 370: Marketing	Marketing (Lower Division) PROPOSE

Information Systems Majors

MIS 375: Information Systems Technology	Information Systems PROPOSE
IS Elective	Transport and Distribution Management PROPOSE

Management Majors

MGT 352: Human Resource Management	Personnel Management I PROPOSE
MGT 357 Multinational Business and Comparative Management	International Business PROPOSE
MGT Elective	Negotiations PROPOSE Purchasing Management Negotiations PROPOSE Learning and Training Development PROPOSE Category Management PROPOSE Industrial Purchasing Strategies PROPOSE Industrial Purchasing Management PROPOSE Services Marketing Management PROPOSE Services Operation Management 2 PROPOSE
HRM Elective	Personnel Management II PROPOSE Applied Strategic HRM PROPOSE Learning and Training Development PROPOSE

Marketing Majors

MKTG 371: Consumer and Buyer Behavior	Consumer Psychology PROPOSE
MKTG 373: Integrated Marketing Communications	Integrated Marketing Communications PROPOSE
MKTG 376: Global Marketing Strategy	International Marketing PROPOSE
MKTG 470: Marketing Research	Business Research Methods PROPOSE
MKTG 473: Sales Management	Selling and Selling Management PROPOSE
MKTG Elective	Retail Management PROPOSE Packaging and Design PROPOSE

	Services Marketing Management 1 PROPOSE Transport and Distribution Management PROPOSE Category Management PROPOSE Customer Relationship Management PROPOSE Marketing Management PROPOSE Sponsorship and Event Marketing PROPOSE Strategic Brand Management PROPOSE
IMC Elective	Advertising and Public Relations PROPOSE Packaging and Design PROPOSE
General Education	
Explorations Social and Behavioral Science	
Explorations Humanities	
Explorations Natural Sciences	

Last revised on February 6, 2012