

**Course Substitution for  
Norwegian School of Management, Norway**

(All courses taught in ENGLISH)

- All courses listed in BLACK INK have ALREADY been approved by both the College of Business and by 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 Norwegian School of Management
BA 300: Ethical Decision Making in Business	SPÅ 2401 Intercultural communication in English: Business Cultures and Ethical Dilemmas-written course FALL SPA 2901 Business Communication in English-Written Intercultural and Ethical Awareness
MGT 350: Mgt. & Org. Behavior	EXC 2307 9601 Organizational Psychology and Management SPRING <a href="#">Lower Division</a>
MKTG 370: Marketing	<a href="#">EXC 2303 Marketing Management PROPOSE FALL</a>
MGT 405: International Business Strategy	EXC 2408 Strategy I - Strategy Analysis, SPRING GRA 6824 The Foundations of Strategy Analysis FALL, <a href="#">student must be a Senior to take this course</a>

**Accounting Majors**

ACCTG Elective	<a href="#">EXC 2509 Financial Statements and Valuations PROPOSE SPRING</a>
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**Finance Majors**

FIN 321: Managerial Economics	EXC 2507 Macroeconomics and Financial Markets SPRING
ACCTG 326: Int. Financial Accounting	EXC 2509 Financial Statements and Valuation SPRING
FIN 327: Investments	<a href="#">EXC 2508 Investment Analysis, pre-requisite FIN 323 AND FIN 423, OR PROPOSE SPRING</a>

**Management Majors**

MGT 451: Org. Design & Change	ORG 9353 Organization and Change FALL EXC-2704 Consumer Behavior EXC 2502 International Marketing
MGT 454: Interpersonal Process	Business Communication

**Marketing Majors**

MKTG 373: Integrated Mktg Communications	MRK 2531 Marketing Communication, prerequisite MKT 371 FALL
MKTG 371: Consumer & Buyer Beh.	EXC 2604 Consumer Behavior BOTH
MKTG 376: Global Marketing	EXC 2502 International Marketing FALL
MKTG ELECTIVES	EXC 2506 Service marketing and customer loyalty SPRING EXC 2603 Branding SPRING EXC 2602 Direct Marketing SPRING EXC 2102 Business to Business Marketing SPRING <a href="#">Lower Division</a> SPA 2402 Intercultural Communication Fall ELE 3715 Logistics and Marketing Channels EXC 3414 Marketing Management
COMM 480: Principles of Public Relation	<a href="#">INS 2500 Public Relations PROPOSE FALL</a>
COMM Elective	SPA 2402 Business Communications FALL SPA 2401 Intercultural Communication FALL <a href="#">Lower Division</a>

**General Education**

