



Northeastern University

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Semester Course Content Equivalencies Handbook

Office of the University Registrar

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# Semester to Quarter Course Content Equivalencies Table : Graduate School of Business Administration

Northeastern University

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# Semester Course Content Equivalencies Handbook

## Graduate Schools

### Semester to Quarter Course Content Equivalencies Table: Graduate School of Business Administration

**Note: Changes made since initial posting are indicated in red highlighted text.**

#### About This Section

This section of the handbook lists semester courses together with their quarter course content equivalents. The semester courses are arranged alphabetically according to the two- or three-letter department code found in the course number (for example, "ECN" for "Economics").

#### How to Use This Section

For a detailed explanation of how to use this and other sections of the handbook, please see "How to Use This Handbook" at [www.registrar.neu.edu/how2grad.pdf](http://www.registrar.neu.edu/how2grad.pdf).

#### See Your Academic Adviser!

All students must have a complete transition plan made with and approved by an academic adviser. This handbook is designed to be used by students in conjunction with an academic adviser to plan completion of degree programs/majors under semesters. The handbook is not intended to replace academic advising but rather to supplement it. Similarly, the equivalency relationships in the handbook are not intended to replace transition plans made with an academic adviser.

Semester Course(s)	Equivalent Quarter Course(s)
<b>ACC—Accounting</b>	
<b>ACC G200</b> Fin Reptg & Manag Dec-Mkg 1 (3 SH, Type I) and <b>ACC G201</b> Fin Reptg & Manag Dec-Mkg 2 (1.5 SH, Type I)	<b>ACC 3820</b> Financial Accounting (3 QH) and <b>ACC 3821</b> Managerial Accounting (3 QH)
<b>ACC G203</b> Business Entity Taxation (3 SH, Type I)	<b>ACC 3420</b> Business Entity Taxation (4.5 QH) *
<b>ACC G204</b> Fin Report for Multinat Ent (3 SH, Type I)	<b>ACC 3421</b> Fin Reporting for Intregrated Multinational Entrp (4.5 QH) *
<b>ACC G205</b> ProfEnvironAudit&Assurance (3 SH, Type I)	<b>ACC 3422</b> Prof. Env. Of the Audit & Assurance Industry (4.5 QH) *
<b>ACC G206</b> Management Control Systems (3 SH, Type I)	<b>ACC 3423</b> Management Control Systems (4.5 QH) *
<b>ACC G207</b> Contemp & Emrg Issues Fin Rept (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G210</b> Analyzing Financial Statements (3 SH, Type I)	<b>ACC 3918</b> Corp Fin Reporting & Analysis 1 (3 QH)
<b>ACC G211</b> Global Fin Statement Analysis (1.5 SH, Type I)	<b>ACC 3714</b> Global Fin Statement Analysis (3 QH) *
<b>ACC G212</b> Fraud Detection/Prevention (1.5 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G213</b> Mng Resources Implem Strategy (3 SH, Type I)	<b>ACC 3813</b> Management Control Systems (3 QH)
<b>ACC G214</b> Taxes & Business Strategy (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G215</b> Corp Gov Ethics and Fin Reptg (1.5 SH, Type I)	<i>New course. No quarter equivalent.</i>

**Credit hours:** SH = Semester hours QH = Quarter hours \* = Will result in excess semester credit  
**Course types:** A = Lecture (only) B = Lab (only) C = Lecture with lab or coreq D = Seminar E = Studio  
 F = Individualized instruction G = Off-campus H = Off-campus with coreq lecture I = Case/lecture  
**See your academic adviser for transition planning.**

<b>Semester Course(s)</b>	<b>Equivalent Quarter Course(s)</b>
<b>ACC G220</b> Corporate Fin Reporting 1 (3 SH, Type I)	<b>ACC 3430</b> Accounting Problems 1 (6 QH) *
<b>ACC G221</b> Corporate Fin Reporting 2 (6 SH, Type I)	<b>ACC 3431</b> Accounting Problems 2 (6 QH)
<b>ACC G222</b> Corp/Gov/NP Financial Report (6 SH, Type I)	<b>ACC 3432</b> Accounting Problems 3 (6 QH)
<b>ACC G223</b> Audit & Assurance (6 SH, Type I)	<b>ACC 3436</b> Auditing Theory & Practice (6 QH)
<b>ACC G224</b> Taxation Indiv/Business Entity (6 SH, Type I)	<b>ACC 3437</b> Federal Income Tax (6 QH) and <b>ACC 3439</b> Corporate & Business Taxation (3 QH) *
<b>ACC G225</b> Accounting Information Systems (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G226</b> Strategic Cost Management (3 SH, Type I)	<b>ACC 3438</b> Cost Acct Theory & Problems (6 QH) *
<b>ACC G227</b> Acct for Business Combinations (3 SH, Type I)	<b>ACC 3433</b> Advanced Accounting Problems (3 QH)
<b>ACC G228</b> Contemporary Issues Accounting (3 SH, Type I)	<b>ACC 3434</b> Contemporary Accounting Theory (6 QH) *
<b>ACC G230</b> Federal Tax Issues (3 SH, Type I)	<b>ACC 3450</b> Issues of Federal Income Tax 1 (6 QH) *
<b>ACC G231</b> Corporations & Shareholders (3 SH, Type I)	<b>ACC 3451</b> Corporations & Shareholders (3 QH)
<b>ACC G232</b> Estate and Gift Taxation (3 SH, Type I)	<b>ACC 3452</b> Estate & Gift Taxation (3 QH)
<b>ACC G233</b> Tax Research Methodology (1.5 SH, Type I)	<b>ACC 3455</b> Tax Research Methodology (3 QH) *
<b>ACC G234</b> Tax Procedure & Ethics (1.5 SH, Type I)	<b>ACC 3456</b> Tax Practice, Procedure & Ethics (3 QH) *
<b>ACC G235</b> Partners & Partnerships (3 SH, Type I)	<b>ACC 3457</b> Partners & Partnerships (3 QH)
<b>ACC G236</b> Reorganizations (1.5 SH, Type I)	<b>ACC 3454</b> Reorganizations (3 QH) *
<b>ACC G237</b> Consolidated Returns (1.5 SH, Type I)	<b>ACC 3459</b> Consolidated Returns (3 QH) *
<b>ACC G238</b> Income Tax Accounting (1.5 SH, Type I)	<b>ACC 3460</b> Income Tax Accounting (3 QH) *
<b>ACC G239</b> State & Local Taxation (3 SH, Type I)	<b>ACC 3463</b> State & Local Taxation (3 QH)
<b>ACC G240</b> Int'l Tax:Inbound Transaction (3 SH, Type I)	<b>ACC 3464</b> International Tax 1 (3 QH)
<b>ACC G241</b> Int'l Tax:Outbound Transaction (3 SH, Type I)	<b>ACC 3468</b> International Tax 2 (3 QH)
<b>ACC G242</b> Taxation Financial Instruments (1.5 SH, Type I)	<b>ACC 3467</b> Taxation of Financial Instrmnt (3 QH) *
<b>ACC G243</b> Advanced Flow Through Entities (3 SH, Type I)	<b>ACC 3465</b> S-Corporations (3 QH) and <b>ACC 3471</b> Special Topics in Taxation (3 QH) *
<b>ACC G244</b> Tax Exempt Entities (1.5 SH, Type I)	<b>ACC 3469</b> Tax Exempt Entities (3 QH) *
<b>ACC G245</b> Strategic Tax Planning (1.5 SH, Type I)	<b>ACC 3470</b> Strategic Tax Planning (3 QH) *
<b>ACC G246</b> Retirement Plans (3 SH, Type I)	<b>ACC 3453</b> Retirement Plans (3 QH)
<b>ACC G247</b> Estate Planning (1.5 SH, Type I)	<b>ACC 3458</b> Estate Planning (3 QH) *
<b>ACC G248</b> Taxation of Trusts & Estates (3 SH, Type I)	<b>ACC 3466</b> Trusts & Estates (3 QH)
<b>ACC G249</b> Financial Planning Investments (3 SH, Type I)	<b>ACC 3471</b> Special Topics in Taxation (3 QH)
<b>ACC G250</b> Financial Planning Insurance (3 SH, Type I)	<b>ACC 3476</b> Special Topics in Taxation (3 QH)
<b>ACC G251</b> Executive Compensation (1.5 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G252</b> Taxation of E-Commerce (1.5 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G260</b> Advanced Topics in Accounting (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G261</b> Advanced Topics in Accounting (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ACC G280</b> Fin Rept for GwthOriented Firm (3 SH, Type I)	<b>ACC 3520</b> Measure & Report Firm Performance (3 QH)
<b>ACC G281</b> Msr/Mng Costs of Production (3 SH, Type I)	<b>ACC 3521</b> Strategic Appl Acctg & Mgrl Sys (3 QH)
<b>ACC G290</b> Interpreting Fin Documents (4 SH, Type I)	<b>ACC 3601</b> Interpreting Financial Document (6 QH) *
<b>ACC G291</b> Cost Analysis for Change (3 SH, Type I)	<b>ACC 3612</b> Cost Analysis Strategic Change (4 QH)
<b>ACC G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ACC G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ACC G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ACC G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ACC G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## **CBA—Business Administration**

<b>CBA G200</b> Career Management (0 SH, Type D)	<b>CBA 3810</b> Career Management Seminar (0 QH)
<b>CBA G210</b> Field Consulting Project (3 SH, Type I)	<b>CBA 3806</b> Field Consulting Project 1 (2 QH) and <b>CBA 3808</b> Field Consulting Project 2 (1 QH)
<b>CBA G220</b> Designing Effective Organizations (1 SH, Type I)	<b>CBA 3945</b> Organizational Design (1 QH)
<b>CBA G221</b> Occupational Fraud & Abuse (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G222</b> Evolution of the Internet as a Marketing Medium (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G223</b> Cross-Cultural Mgmt Thru Lit (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G224</b> E-Business and the New Economy (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G225</b> Online Marketing Research (1 SH, Type I)	<i>New course. No quarter equivalent.</i>

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<b>Semester Course(s)</b>	<b>Equivalent Quarter Course(s)</b>
<b>CBA G226</b> Financial Forecasting (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G227</b> Chipping The Stock Market (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G228</b> Residential Real Estate Analys (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G229</b> Board Games & Stratgy (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G230</b> Internet as a Marketing Medium (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G231</b> Issues in Corporate Governance (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G232</b> Business of Latin America (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G233</b> Doing Business in Russia (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G234</b> Diagnosing/Resolving Conflict (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G235</b> Retailing in the New Millenium (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G236</b> Project Management (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G237</b> Open Source Business (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G238</b> New Venture Finance (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G239</b> Strategic HR Management (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G240</b> Systems Thinking in Business (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G241</b> Manager as Mediator (1 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G280</b> Strategies for Growth (3 SH, Type I)	<b>CBA 3520</b> Strategies for Growth (4 QH)
<b>CBA G281</b> Strat Intra/Entrapreneurship (3 SH, Type I)	<b>CBA 3521</b> Mnagement of Tech & Innovation (6 QH) *
<b>CBA G290</b> Managing Across Cultures (4 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>CBA G291</b> International EMBA Residency (4 SH, Type I)	<b>MGT 3603</b> Step: International Study (4 QH)
<b>CBA G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>CBA G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>CBA G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>CBA G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>CBA G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## ENT—Entrepreneurship and Small Business Management

<b>ENT G200</b> Technology & Entrepreneurship (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ENT G210</b> Mgt Small Business Enterprises (3 SH, Type I)	<b>ENT 3965</b> Mgt Small Business Enterprises (3 QH)
<b>ENT G212</b> New Venture Creation (3 SH, Type I)	<b>ENT 3929</b> New Venture Creation (3 QH)
<b>ENT G260</b> Adv Topics in Entrepreneurship (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>ENT G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ENT G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ENT G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ENT G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>ENT G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## FIN—Finance

<b>FIN G200</b> Financial Decision Making (3 SH, Type I)	<b>FIN 3860</b> Financial Management (6 QH) or <b>FIN 3444</b> Mgmt of Financial Resources (6 QH) *
<b>FIN G201</b> Financial Theory and Policy (3 SH, Type I)	<b>FIN 3410</b> Financial Theory & Corp Policy 1 (3 QH) and <b>FIN 3411</b> Financial Theory & Corp Policy 2 (3 QH) *
<b>FIN G202</b> Analysis Fin Instit & Mkts (3 SH, Type A)	<b>FIN 3935</b> Analysis Financial Inst & Mkts (3 QH)
<b>FIN G203</b> Investment Analysis (3 SH, Type I)	<b>FIN 3921</b> Investment Analysis (3 QH)
<b>FIN G204</b> Int Financial Management (3 SH, Type I)	<b>FIN 3760</b> International Financial Mgmt (3 QH)
<b>FIN G205</b> Financial Strategy (3 SH, Type I)	<b>FIN 3901</b> Financial Strategy (3 QH)
<b>FIN G206</b> Finance Seminar (3 SH, Type I)	<b>FIN 3412</b> Seminar in Finance (3 QH)
<b>FIN G211</b> Financial Risk Management (3 SH, Type I)	<b>FIN 3930</b> Speculative Markets (3 QH)
<b>FIN G212</b> Fixed Income Securities & Risk (3 SH, Type A)	<b>FIN 3945</b> Fixed Income Securities (3 QH)
<b>FIN G213</b> Investment Banking (3 SH, Type I)	<b>FIN 3925</b> Investment Banking (3 QH)
<b>FIN G214</b> Mergers & Acquisitions (3 SH, Type I)	<b>FIN 3924</b> Mergers & Acquisitions (3 QH)
<b>FIN G215</b> Business Turnarounds (3 SH, Type I)	<b>FIN 3923</b> Business Turnarounds (3 QH)
<b>FIN G216</b> Valuation & Value Creation (3 SH, Type I)	<b>FIN 3916</b> Valuation & Value Creation (3 QH)
<b>FIN G217</b> Real Estate Finance (3 SH, Type I)	<b>FIN 3920</b> Real Estate Investment & Analy (3 QH)
<b>FIN G218</b> Personal Financial Planning (3 SH, Type I)	<b>FIN 3922</b> Personal Financial Planning (3 QH)

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<b>Semester Course(s)</b>	<b>Equivalent Quarter Course(s)</b>
<b>FIN G219</b> Portfolio Management (3 SH, Type I)	<b>FIN 3927</b> Portfolio Management (3 QH)
<b>FIN G220</b> Health Care Finance (3 SH, Type A)	<b>FIN 3955</b> Health Care Finance (3 QH)
<b>FIN G221</b> Entrepreneurial Finance (3 SH, Type I)	<b>FIN 3918</b> Working Capital Management (3 QH)
<b>FIN G222</b> Risk Mgt & Insurance (3 SH, Type A)	<b>FIN 3928</b> Risk Management & Insurance (3 QH)
<b>FIN G260</b> Adv Topic Fin: Venture Capital (3 SH, Type I)	<b>FIN 3960</b> Advanced Topics in Finance (3 QH)
<b>FIN G280</b> Building Shareholder Value (6 SH, Type I)	<b>FIN 3520</b> Creating Shareholder Value (6 QH)
<b>FIN G281</b> Mergers & Acquist Tech Firms (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>FIN G282</b> Strtgy for Companies in Crisis (3 SH, Type I)	<b>FIN 3521</b> Strategies for Cos in Crisis (3 QH)
<b>FIN G290</b> Financial Markets and Analysis (2 SH, Type I)	<b>FIN 3602</b> Financial Markets & Analysis (3 QH) *
<b>FIN G291</b> Creating Financial Value (2 SH, Type I)	<b>FIN 3603</b> Creating Financial Value (3 QH) *
<b>FIN G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>FIN G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>FIN G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>FIN G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>FIN G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## HRM—Human Resources Management

<b>HRM G200</b> Organizations in New Economy (3 SH, Type I)	<b>HRM 3860</b> Organizational Behavior (6 QH) *
<b>HRM G210</b> Managing Professionals & Teams (3 SH, Type I)	<b>HRM 3914</b> Managing Prof High Perform Team (3 QH)
<b>HRM G211</b> Leadership (1.5 SH, Type A)	<b>HRM 3987</b> Leadership (3 QH) *
<b>HRM G212</b> Creating Innovative Organizatn (3 SH, Type I)	<b>HRM 3920</b> The Management of Innovation (3 QH)
<b>HRM G214</b> Human Resource Management (3 SH, Type I)	<b>HRM 3971</b> Human Resource Management (3 QH)
<b>HRM G216</b> Leading Global Organizations (3 SH, Type I)	<b>HRM 3760</b> Managing People Intl Setting (3 QH)
<b>HRM G260</b> Adv Topics in HR Management (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>HRM G280</b> Human Side of Mgt Innovation (3 SH, Type I)	<b>HRM 3520</b> Humanside Managing Tech Innovn (3 QH)
<b>HRM G281</b> Lead & Implement Org Change (3 SH, Type I)	<b>HRM 3521</b> Lead & Implement Change in Orgs (3 QH)
<b>HRM G290</b> Build High Perf Teams (2 SH, Type I)	<b>HRM 3601</b> Building High Performance Team (4 QH) *
<b>HRM G291</b> Mobilizing Effective Behavior (3 SH, Type I)	<b>HRM 3603</b> Mobilizing Effective Behavior 1 (4 QH)
<b>HRM G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>HRM G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>HRM G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>HRM G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>HRM G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## INB—International Business

<b>INB G200</b> Managing the Global Ent (3 SH, Type I)	<b>INB 3820</b> Global Management (3 QH)
<b>INB G210</b> Multinational Mgt: Strgy & Ops (3 SH, Type I)	<b>INB 3910</b> Managing Multinational Enterpr (3 QH)
<b>INB G211</b> Mgt in Transitional Economies (1.5 SH, Type A)	<i>New course. No quarter equivalent.</i>
<b>INB G212</b> Cultural Aspects Internat Bus (3 SH, Type I)	<b>INB 3911</b> Cultural Aspects of Int'L Bus (3 QH)
<b>INB G260</b> Adv Topics Glob Mgt & Strategy (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>INB G280</b> Tech & Stratg for Global Mkts (3 SH, Type I)	<b>INB 3520</b> Tech & Bus Strategies Global Mkt (3 QH)
<b>INB G290</b> International Management (2 SH, Type I)	<b>INB 3601</b> Emba International Business (3 QH) *
<b>INB G291</b> Global Strategy (2 SH, Type I)	<b>INB 3602</b> Executing Global Strategy (3 QH) *
<b>INB G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>INB G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>INB G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>INB G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>INB G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## MEC—Management Economics

<b>MEC G200</b> Global Compet/Mkt Dominance (3 SH, Type I)	<b>MEC 3860</b> Managerial Economics (6 QH) *
<b>MEC G280</b> Econ of Tech Ventures (3 SH, Type I)	<b>MEC 3520</b> Economics of Tech Ventures (3 QH)
<b>MEC G290</b> U.S. Macroeconomics (3 SH, Type I)	<b>MEC 3602</b> Step 2: U.S. Macroeconomics (3 QH)
<b>MEC G291</b> Global Environ of Business (1 SH, Type I)	<b>MEC 3603</b> Step 3: Global & Regltry Environ (3 QH) *
<b>MEC G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MEC G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MEC G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MEC G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MEC G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

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Semester Course(s)	Equivalent Quarter Course(s)
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## MGT—Management

<b>MGT G200</b> Strategic Decision-Making (3 SH, Type I)	<b>MGT 3860</b> Strategic Management (6 QH) *
<b>MGT G210</b> Legal/Ethical Aspects Business (3 SH, Type I)	<b>MGT 3991</b> Legal Aspects of Business (3 QH)
<b>MGT G211</b> Business Law & Prof Ethics (3 SH, Type I)	<b>MGT 3440</b> Business Law (6 QH) *
<b>MGT G212</b> Managerial Communication (3 SH, Type I)	<b>MGT 3917</b> Managerial Communication (3 QH) or <b>MGT 3915</b> Business & Professional Speaking (3 QH) or <b>MGT 3750</b> Writing for the Professions (3 QH) or <b>MGT 3920</b> Management Communication (2 QH)
<b>MGT G214</b> Negotiations (3 SH, Type I)	<b>MGT 3945</b> Negotiations (3 QH)
<b>MGT G216</b> The Chief Executive Officer (3 SH, Type I)	<b>MGT 3940</b> The Chief Executive Officer (3 QH)
<b>MGT G260</b> Advanced Topics in Management (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MGT G280</b> Managing Innovation: Prod/Serv (3 SH, Type I)	<b>MGT 3520</b> Managing Innovation Prod & Sys (3 QH)
<b>MGT G281</b> Innov Strat in Hi-Tec Environ (3 SH, Type I)	<b>MGT 3522</b> Innovating Strategies High Tech (3 QH)
<b>MGT G282</b> Negotiation & Comm for Manager (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MGT G283</b> Business Law & Intellect Prop (3 SH, Type I)	<b>MGT 3523</b> Create & Protect Intellectl Prop (3 QH)
<b>MGT G290</b> CEO Symposium (1 SH, Type I)	<b>MGT 3601</b> Step 1 (3 QH)
<b>MGT G291</b> Strategy 1 (2 SH, Type I)	<b>MGT 3604</b> Strategy 1: Bus Unit Strategy (3 QH) *
<b>MGT G292</b> Strategy 2 (2 SH, Type I)	<b>MGT 3605</b> Strategy 2: Corporate Strategy (3 QH) *
<b>MGT G293</b> Business Law (2 SH, Type I)	<b>MGT 3613</b> Step 2: Business Law (3 QH) *
<b>MGT G294</b> Entrepreneurial Project (2 SH, Type I)	<b>MGT 3611</b> Entrepreneurial Planning Proj (3 QH) *
<b>MGT G295</b> Leadership, Govern & Change (2 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MGT G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MGT G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MGT G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MGT G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MGT G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## MKT—Marketing

<b>MKT G200</b> Creating/Sustain Cust Markets (3 SH, Type I)	<b>MKT 3860</b> Marketing Management (6 QH) *
<b>MKT G210</b> Marketing Metrics (3 SH, Type A)	<b>MKT 3931</b> Marketing Research 1 (3 QH)
<b>MKT G212</b> International Marketing (3 SH, Type I)	<b>MKT 3760</b> International Marketing (3 QH)
<b>MKT G214</b> New Product Development (3 SH, Type I)	<b>MKT 3934</b> New Product Development (3 QH)
<b>MKT G216</b> Market Focused Strategy (3 SH, Type I)	<b>MKT 3978</b> Competitive Strategy (3 QH)
<b>MKT G218</b> Marketing in Service Sector (3 SH, Type I)	<b>MKT 3966</b> Marketing in Service Sector (3 QH)
<b>MKT G220</b> Brand Management (1.5 SH, Type I)	<b>MKT 3922</b> Brand Management (3 QH) *
<b>MKT G221</b> Advertising Management (1.5 SH, Type I)	<b>MKT 3926</b> Advertising Management (3 QH) *
<b>MKT G222</b> Electronic Marketing (3 SH, Type I)	<b>MKT 3918</b> Electronic Marketing (3 QH)
<b>MKT G223</b> Brand and Advertising Mgt (3 SH, Type A)	<b>MKT 3922</b> Brand Management (3 QH) and <b>MKT 3926</b> Advertising Management (3 QH) *
<b>MKT G224</b> B2B and Strategic Sales (3 SH, Type I)	<b>MKT 3941</b> Business to Business Marketing (3 QH) or <b>MKT 3945</b> Strategic Sales Management (3 QH)
<b>MKT G226</b> Consumer Behavior (3 SH, Type A)	<b>MKT 3914</b> Consumer Behavior (3 QH)
<b>MKT G260</b> Special Topics in Marketing (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MKT G280</b> Mkt Analysis Tech Prod/Serv (3 SH, Type I)	<b>MKT 3520</b> Mkt Analysis Tech Prod & Serv (3 QH)
<b>MKT G281</b> Create & Sustain Cust Value (3 SH, Type I)	<b>MKT 3521</b> Create & Sustain Value Customers (3 QH)
<b>MKT G290</b> Oppt in Product & Service Mktg (2 SH, Type I)	<b>MKT 3602</b> Discovering Product and Service Markets (3 QH) *
<b>MKT G291</b> E-Business/Electronic Mktg (2 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MKT G292</b> New Prod and Services Develop (2 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MKT G293</b> Winning Marketing Strategies (2 SH, Type I)	<b>MKT 3603</b> Formulating Winning Mkt Strtgs (3 QH) *
<b>MKT G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MKT G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MKT G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MKT G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MKT G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

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 F = Individualized instruction G = Off-campus H = Off-campus with coreq lecture I = Case/lecture  
**See your academic adviser for transition planning.**

Semester Course(s)	Equivalent Quarter Course(s)
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## MSC—Management Science

<b>MSC G200</b> Information Analysis (3 SH, Type A)	<b>MSC 3820</b> Quantitative Analysis (5 QH) * ----- <b>MSC 3860</b> Quantitative Analysis (6 QH) *
<b>MSC G201</b> Info Systems and Technology (3 SH, Type I)	<b>MSC 3435</b> Information Systems (4 QH)
<b>MSC G204</b> Managing Information Resources (1.5 SH, Type I)	<b>MSC 3824</b> Managing Information Resources (3 QH) *
<b>MSC G206</b> Service/Manufact Operation Mgt (3 SH, Type I)	<b>MSC 3862</b> Operations Management (6 QH) *
<b>MSC G210</b> Info Systems Global Enterprise (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MSC G212</b> Data Management (3 SH, Type I)	<b>MSC 3936</b> Database Management Systems (3 QH)
<b>MSC G214</b> Business Data Communications (3 SH, Type I)	<b>MSC 3940</b> Data Communications Managers (3 QH)
<b>MSC G216</b> Knowledge Management (1.5 SH, Type I)	<b>MSC 3963</b> Expert Systems (3 QH) *
<b>MSC G218</b> Info Analysis & System Design (3 SH, Type I)	<b>MSC 3951</b> Info Analysis & System Design (3 QH)
<b>MSC G220</b> Info Strategy Digital Bus Econ (1.5 SH, Type I)	<b>MSC 3952</b> Information Policy (3 QH) *
<b>MSC G222</b> Bus Syst Integration Strategy (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MSC G223</b> Manufacturing Policy (3 SH, Type I)	<b>MSC 3915</b> Purchasing & Materials Management (3 QH)
<b>MSC G224</b> Quality Management (3 SH, Type I)	<b>MSC 3909</b> Quality Management & Control (3 QH)
<b>MSC G225</b> Mass Customization (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MSC G226</b> Statistics in Funct Bus Areas (3 SH, Type A)	<i>New course. No quarter equivalent.</i>
<b>MSC G227</b> Project Management (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MSC G228</b> Mgt of Service Operations (3 SH, Type I)	<b>MSC 3913</b> Operations Mgmt in Service Sec (3 QH)
<b>MSC G260</b> Adv Topics in Information Mgt (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MSC G261</b> Adv Topics in Operations Mgt (3 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>MSC G280</b> Analytical Models and Methods (3 SH, Type I)	<b>MSC 3520</b> Analytical Models & Meth Mgrl Apps (3 QH)
<b>MSC G281</b> Managing Operations (3 SH, Type I)	<b>MSC 3521</b> Managing Ops: Mfg & Services (3 QH)
<b>MSC G290</b> Business Statistics (2 SH, Type I)	<b>MSC 3602</b> Information Analysis (4 QH)
<b>MSC G291</b> Ops Mgt in New Economy (3 SH, Type I)	<b>MSC 3605</b> E Operations Management 1 (4 QH)
<b>MSC G292</b> Info Tech for Competitive Adv (2 SH, Type I)	<b>MSC 3611</b> Using Information Technology (3 QH) *
<b>MSC G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MSC G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MSC G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MSC G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>MSC G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

## SCM—Supply Chain Management

<b>SCM G210</b> Supply Chain Management (3 SH, Type I)	<b>TRN 3903</b> Supply Chain Management (3 QH)
<b>SCM G211</b> The Transportation Industries (3 SH, Type I)	<b>TRN 3907</b> The Transportation Industries (3 QH)
<b>SCM G212</b> Executive Roundtable (3 SH, Type I)	<b>TRN 3909</b> Exec Roundtable Supply Chain Mgt (3 QH)
<b>SCM G213</b> Global Supply Chain Mgt (3 SH, Type I)	<b>TRN 3760</b> Global Supply Chain Management (3 QH)
<b>SCM G280</b> Strategic Mgt of SuppChains (3 SH, Type I)	<b>MGT 3521</b> Strategic Mgmt of Supply Chain (3 QH)
<b>SCM G290</b> SuppChain Decision-Making (2 SH, Type I)	<i>New course. No quarter equivalent.</i>
<b>SCM G401</b> Directed Study (1 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>SCM G402</b> Directed Study (2 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>SCM G403</b> Directed Study (3 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>SCM G404</b> Directed Study (4 SH, Type F)	<i>New course. No quarter equivalent.</i>
<b>SCM G405</b> Directed Study (1.5 SH, Type F)	<i>New course. No quarter equivalent.</i>

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 F = Individualized instruction G = Off-campus H = Off-campus with coreq lecture I = Case/lecture  
**See your academic adviser for transition planning.**