

Ingolstadt Course Equivalencies

Students take 5 courses for 15 US credits. Each class has a 3 ECTS and 5 ECTS option – students must take the 5 ECTS option (exam + paper/presentation) to get 3 US credits.

Courses designated with a * are generally offered both fall and spring semesters, but this is subject to change. Elective offerings will vary. We recommend having several back-up options in the event the course you are interested in taking is not available. Be flexible and work with your advisor to find appropriate courses offered for your program of study.

Management

Ingolstadt Course	SCSU Course	Notes
Retail Controlling	MGMT elective	
International Business Diplomacy & Cross Cultural Management	MGMT elective	
Managing Intercultural Teams & Issues	MGMT elective	
Developing Sales Business Globally	MGMT elective	
Successful Management in a Global World*	MGMT elective	Substitute for MGMT 470 for Global Business majors/minors
Responsible & Sustainable Leadership	MGMT elective	Goal 9
Sustainability Management	MGMT elective	Goal 9 & 10
International Strategy and Controlling	MGMT elective	

Marketing

Ingolstadt Course	SCSU Course	Notes
International Brand Management	MKTG elective	Fulfills MKTG 402 if taken concurrently with International Sales, Multichannel, & Price Management
International Sales, Multi-Channel, & Price Management	MKTG elective	Fulfills MKTG 402 if taken concurrently with International Brand Management
Consumer Behavior and Selling Techniques	MKTG elective	Does not fulfill MKTG 321 or 415
Retailing Across Cultures	MKTG elective	
International Marketing	MKTG elective	
International Retail Marketing	MKTG elective	

Finance

Ingolstadt Course	SCSU Course	Notes
International Finance Management	FIRE Group III elective	Does not fulfill FIRE 371 or 473

Accounting

Ingolstadt Course	SCSU Course	Notes
International Cost Management	ACCT Elective	Does not fulfill ACCT 390

Additional Electives

Ingolstadt Course	SCSU Course	Notes
Successful Negotiations in a Global World*	MGMT-GB Elective	Substitute for ECON 474 for Global Business majors/minors
Intercultural Competence	MGMT-GB Elective	
Business in Latin America	MGMT-GB Elective	
European Union*	MGMT-GB Elective	Goal 8
Association of Southeast Asian Nations	MGMT-GB Elective	
International Trade and Law	MGMT-GB Elective	
Internet of Things	MGMT-GB Elective	Not approved for IS elective
Corporate Responsibility	MGMT-GB Elective	Goal 9
CSR and Compliance Management	MGMT-GB Elective	Goal 9
Corporate Crime	MGMT-GB Elective	Not accepted for any other majors

Notes:

1. Many of these courses may count as electives in other majors. Please consult with the HBS Education Abroad Coordinator or your faculty advisor (if you have upper division status).
2. Many of these courses may count as course substitutions in the Management-Global Business major. Please consult with Dr. Paula Weber for approval.