



International Studies - Course Offerings

IS-International Business – Fall 2019

Note: Subject to change. Please see the UCSD Schedule of Classes for up-to-date course offerings. Last updated 10/1/19

International Business				
Course	#	Title	Professor	Pre-requisites
Lower Division Mathematics				
MATH	10A	Calculus I	Several Instructors	Math Placement Exam qualifying score, or AP Calculus AB score of 2, or SAT II Math Level 2 score of 600 or higher, or MATH 3C, or MATH 4C.
MATH	10B	Calculus II	Several Instructors	AP Calculus AB score of 3, 4, or 5 (or equivalent AB subscore on BC exam), or MATH 10A, or MATH 20A.
MATH	10C	Calculus III	Several Instructors	AP Calculus BC score of 3, 4, or 5, or MATH 10B, or MATH 20B.
MATH	20A	Calculus for Science and Engineering	Bowers, Adam	Math Placement Exam qualifying score, or AP Calculus AB score of 3 (or equivalent AB subscore on BC exam), or SAT II MATH 2C score of 650 or higher, or MATH 4C or MATH 10A.
MATH	20B	Calculus for Science and Engineering	Several Instructors	AP Calculus AB score of 4 or 5, or AP Calculus BC score of 3, or MATH 20A with a grade of C- or better, or MATH 10B with a grade of C- or better, or MATH 10C with a grade of C- or better.
MATH	20C	Calculus and Analytic Geometry for Science and Engineering	Several Instructors	AP Calculus BC score of 4 or 5, or MATH 20B with a grade of C- or better.
Lower Division Management				
MGT	4	Financial Accounting (Cross-listed with ECON 4)	Levkoff, Steven	
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MGT	5	Managerial Accounting	Housekeeper, Robert	
Required Management				
MGT	103	Product Marketing and Management	Eberhard, Craig Ehrich, Kristine Bates, Kenneth	upper-division standing
MGT	112	Global Business Strategy	Fuller, Robert Simmermann, Carsten	MGT 103 and either MGT 181 or MGT 187; upper-division standing
MGT	164	Business and Organizational Leadership	McKay, Mary Staff	upper-division standing
MGT	166	Business Ethics and Corporate Responsibility	Moran, Cathleen	upper-division standing
MGT	181	Enterprise Finance	Buchanan, Harold	upper-division standing and (MATH 10A or MATH 20A or MGT 3) and (MGT 5 or MGT 45) and (MGT 4 or MGT 45 or ECON 4) or consent of instructor.
MGT	187	New Venture Finance	Dunn, Louis	upper-division standing

Management Electives				
MGT	105	Product Promotion and Brand Management	Campbell, Robert	MGT 103
MGT	106	Sales and Sales Management	Eberhard, Craig	MGT 103
MGT	109	Topics in Marketing: Research for Marketing Decisions	Sanders, Robert	Must petition to ISP Advising
MGT	119	Topics in Business: Sustainability	Moran, Cathleen	Must petition to ISP Advising
MGT	121A	Innovation to Market A	Klaas, Jeffrey	upper-division standing
MGT	131A	Intermediate Accounting A	Anderson, John C	upper-division standing and MGT 5 and either MGT 4 or ECON 4
MGT	132	Auditing	Blakley, Bruce	MGT 131B
MGT	134	Federal Taxation - Individuals	Houskeeper, Robert	MGT 132
MGT	135	Federal Taxation—Companies	Staff	MGT 132
MGT	153	Business Analytics	Staff	Math 10A, 20A and upper division stats course (see course catalog)
MGT	167	Social Entrepreneurship	Jacob, Jo Dee	upper-division standing
MGT	172	Business Project Management	Hedges, Kathleen Royal, Rebecca Simmermann, Carsten	upper-division standing
MGT	173	Project Management: Health Services	Staff	upper-division standing
MGT	177	Analytics in Supply Chain Management (By Petition)	Kim, Byung	MGT 153
MGT	183	Financial Investments	Staff	MGT 181 or MGT 187 or ECON 173B