A maximum of 12 credits can “double count” toward your Bachelor’s and Master’s, with approval of your undergrad advisor. Graduate business course registration is based on space-availability and is not guaranteed. In order to apply the graduate credit toward the Master’s degree, you must earn a “B” or better in all graduate coursework. Substitutions are a credit-for-credit swap. You have to take two MIB courses (2 cr. each) to replace one UG course (4 cr.) Refer to your MIB timeline, admissions letter, & MIB policy PDF for full list of Combined & MIB policies.

Codes for the term courses are typically offered (refer to course schedule for actual course offering):

<table>
<thead>
<tr>
<th>Codes</th>
<th>Course Offerings</th>
</tr>
</thead>
<tbody>
<tr>
<td>SM-A</td>
<td>Summer A</td>
</tr>
<tr>
<td>SM-B</td>
<td>Summer B</td>
</tr>
<tr>
<td>F-M1</td>
<td>Fall Module 1</td>
</tr>
<tr>
<td>F-M2</td>
<td>Fall Module 2</td>
</tr>
<tr>
<td>SP-M3</td>
<td>Spring Module 3</td>
</tr>
<tr>
<td>SP-M4</td>
<td>Spring Module 4</td>
</tr>
</tbody>
</table>

### ALL MAJORS – COURSE SUBSTITUTIONS

#### All Business Majors

**Undergraduate requirement: Upper level restricted electives:** Any graduate business course NOT being used in another course substitution may be used to satisfy this requirement.

**Undergraduate course: Professional Communication course – 3 credits (GEB 3213 Professional Writing in Business, GEB 3218 Professional Speaking in Business)**

*Instead, take BOTH of these:*

- GEB 5212 Professional Writing - 1 credit *(SM-B, F-M1 or F-M2, SP-M3 or SP-M4)*
- GEB 5215 Professional Communication - 1 credit *(SM-B, F-M1, F-M2, SP-M3 or SP-M4)*

**Undergraduate Course: QMB3250 Statistics Bus Decision**

*Instead, take BOTH of these:*

- QMB5304 Intro Managerial Stat *(F-M1, SP-M3)*
- QMB6358 Sta Anly Manage Dec 1 *(F-M2, SP-M4)*

### MAJOR-SPECIFIC COURSE SUBSTITUTION & ELECTIVE COURSES

#### General Studies (BABA-GBA)

**Undergraduate course: GEB3373 International Business – 4 credits**

*Instead, take BOTH of these:*

- GEB 6366 Fundamentals of International Business – 2 credits *(SM-B, F-M1, SP-M3)*
- MAN 6636 Global Strategic Management - 2 credits *(SM-B, F-M1, F-M2, SP-M3, SP-M4)*

**Undergraduate course: MAN4504 Operations & Supply Chain Management – 4 credits**

*Instead, take BOTH of these:*

- MAN 5502 Production & Operations Management – 2 credits *(SM-A, SP-M4)*
- MAN 6511 Production Management Problems – 2 credits *(F-M2, SP-M4)*

**Undergraduate course: Professional Communication course – 3 credits (GEB 3213 Professional Writing in Business, GEB 3218 Professional Speaking in Business, SPC 2608 Introduction to Public Speaking, ENC 3312 Advanced Argumentative Writing or a similar course with prior approval)**

*Instead, take BOTH of these:*

- GEB 5212 Professional Writing - 1 credit *(SM-B, F-M1, F-M2, SP-M3, SP-M4)*
- GEB 5215 Professional Communication - 1 credit *(SM-B, F-M1, F-M2, SP-M3, SP-M4)*
These courses can count toward the international business area of specialization requirements for BA-GBA Majors with an International Studies Specialization:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUL6852</td>
<td>International Business Law – 2 credits (F-M2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECO 5715</td>
<td>Open Economy Macroeconomics - 2 credits (F-M2, SP-M4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>FIN 6638</td>
<td>International Finance – 2 credits (F-M2, SP-M4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GEB 6366</td>
<td>Fundamentals of International Business – 2 credits (SM-B, F-M1, SP-M3)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GEB 6930</td>
<td>Doing Business in Asia (F-M2, SP-M4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LAS 6295</td>
<td>Latin American Business Environment - 2 credits (F-M2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAN 6635</td>
<td>International Aspects of Human Resource Management - 2 credits (SP-M4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAN 6636</td>
<td>Global Strategic Management - 2 credits (SM-B, F-M1, F-M2, SP-M3, SP-M4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAR 6157</td>
<td>International Marketing - 2 credits (F-M1)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Economics**

**Undergraduate course:** GEB3373 International Business – 4 credits  
*Instead, take BOTH of these:*  
GEB 6366  Fundamentals of International Business – 2 credits (SM-B, F-M1, SP-M3)  
MAN 6636  Global Strategic Management - 2 credits (SM-B, F-M1, F-M2, SP-M4)

**Undergraduate course:** MAN4504 Operations & Supply Chain Management – 4 credits  
*Instead, take BOTH of these:*  
MAN 5502 Production & Operations Management – 2 credits (SM-A, SP-M4)  
MAN 6511 Production Management Problems – 2 credits (F-M2, SP-M4)

These courses can count toward 3000-/4000-level economics elective requirements:  
ECO 5715 Open Economy Macroeconomics – 2 credits (F-M2, SP-M4)  
ECO 6409: Game Theory Applied to Business Decisions – 2 credits (F-M1, SP-M3)

**Finance**

**Undergraduate Course:** FIN 4243 Debt and Money Markets - 4 credits  
*instead, take both:*  
FIN 6545 Fixed Income Security Valuations - 2 credits (F-M1)  
FIN 6547 Interest Rate Risk Management - 2 credits (F-M2)

**Undergraduate Course:** FIN 4504 Equity and Capital Markets - 4 credits  
*instead, take two of these:*  
FIN 6537 Derivative Securities - 2 credits (F-M1)  
FIN 6638 International Finance - 2 credits (F-M2, SP-M4)

**Undergraduate Course:** FIN 4414 Financial Management - 4 credits  
*instead, take two of these:*  
FIN 6427 Measuring and Managing Value - 2 credits (F-M1)  
FIN 6465 Financial Statement Analysis - 2 credits (F-M2)

**Undergraduate course:** GEB3373 International Business – 4 credits  
*Instead, take BOTH of these:*  
GEB 6366  Fundamentals of International Business – 2 credits (SM-B, F-M1, SP-M3)  
MAN 6636  Global Strategic Management - 2 credits (SM-B, F-M1, F-M2, SP-M3, SP-M4)

**Undergraduate course:** MAN4504 Operations & Supply Chain Management – 4 credits  
*Instead, take BOTH of these:*  
MAN 5502 Production & Operations Management – 2 credits (SM-A, SP-M4)  
MAN 6511 Production Management Problems – 2 credits (F-M2, SP-M4)

**Undergraduate course:** Finance Elective  
Any graduate level FIN or REE course NOT being used to satisfy any other requirement for Bachelor’s degree (may double count for minor requirement(s) such as Real Estate minor)
Information Systems & Operations Management

Undergraduate Course: QMB 4701
Instead, take:
QMB 6755 Managerial Quantitative Analysis I – 2 credits (F-M1, SP-M3)

Undergraduate Course: QMB 4702
Instead, take:
QMB 6756 Managerial Quantitative Analysis II – 2 credits (F-M2, SP-M4)

Undergraduate Course: ISM 3254
Instead, take:
ISM 6257 Intermediate Business Programming – 2 credits (F-M1, SP-M3)

Undergraduate Course: ISM 3255
Instead, take:
ISM 6258 Advanced Business Programming – 2 credits (F-M2, SP-M4)

Undergraduate Course: ISM 4113
Instead, take: ISM 6128 Advanced Business Systems Design & Development I – 2 credits (F-M1, SP-M3)

Undergraduate Course: ISM 4210
Instead, take:
ISM 6129 Advanced Business Systems Design & Dev. II – 2 credits (F-M2, SP-M4)

Undergraduate Courses: ISM 4220 & ISM 4330
Instead take:
Any 6000-7000 level ISM or QMB courses

Undergraduate course: GEB 3373 International Business – 4 credits
Instead, take BOTH of these:
GEB 6366 Fundamentals of International Business – 2 credits (SM-B, F-M1, SP-M3)
MAN 6636 Global Strategic Management - 2 credits (SM-B, F-M1, F-M2, SP-M3, SP-M4)

Undergraduate course: MAN 4504 Operations & Supply Chain Management – 4 credits
Instead, take BOTH of these:
MAN 5502 Production & Operations Management – 2 credits (SM-A, SP-M4)
MAN 6511 Production Management Problems – 2 credits (F-M2, SP-M4)
### Management

Undergraduate course: **MAN3240 Organizations: Structure and Behavior** – 4 credits  
*Instead, take two of these:*
- MAN 5246 Organizational Behavior – 2 credits (SM-B, F-M2, SP-M4)
- MAN 6257 Power & Politics in Organization – 2 credits (Not offered at this time)

Undergraduate course: **MAN4301 Human Resource Management** – 4 credits  
*Instead, take two of these:*
- BUL 6841 Employment Law – 2 credits (SP-M3)
- MAN 6331 Compensation in Organizations – 2 credits (SP-M4)
- MAN 6366 Organizational Staffing – 2 credits (F-M1, SP-M3)

Undergraduate course: **GEB3373 International Business** – 4 credits  
*Instead, take BOTH of these:*
- GEB 6366 Fundamentals of International Business – 2 credits (SM-B, F-M1, SP-M3)
- MAN 6636 Global Strategic Management - 2 credits (SM-B, F-M1, F-M2, SP-M3, SP-M4)

Undergraduate course: **MAN4504 Operations & Supply Chain Management** – 4 credits  
*Instead, take BOTH of these:*
- MAN 5502 Production & Operations Management – 2 credits (SM-A, SP-M4)
- MAN 6511 Production Management Problems – 2 credits (F-M2, SP-M4)

These courses count toward 3000-4000 level MAN or BUL elective course requirement:  
- BUL 6441 Ethics & Social Responsibility – 2 credits (F-M2, SP-M4)
- BUL 6852 International Business Law – 2 credits (F-M2)
- MAN 6447 Art & Science of Negotiation – 2 credits (SM-A, F-M1, F-M2, SP-M4)
- MAN 6511 Production Management Problems – 2 credits (F-M2, SP-M4)
- MAN 6528 Principles of Logistics / Transportation Systems – 2 credits (F-M1)
- MAN 6573 Purchasing & Supply Chain Management – 2 credits (SP-M3)
- MAN 6581 Project Management – 2 credits (F-M1, SP-M3)
- MAN 6635 International Aspects of Human Resource Mgmt - 2 credits (SP-M4)
- MAN 6636 Global Strategic Management - 2 credits (SM-B, F-M1, F-M2 SP-M3, SP-M4)

### Marketing

Undergraduate course: **GEB3373 International Business** – 4 credits  
*Instead, take BOTH of these:*
- GEB 6366 Fundamentals of International Business – 2 credits (SM-B, F-M1, SP-M3)
- MAN 6636 Global Strategic Management - 2 credits (SM-B, F-M1, F-M2, SP-M3, SP-M4)

Undergraduate course: **MAN4504 Operations & Supply Chain Management** – 4 credits  
*Instead, take BOTH of these:*
- MAN 5502 Production & Operations Management – 2 credits (SM-A, SP-M4)
- MAN 6511 Production Management Problems – 2 credits (F-M2, SP-M4)

These courses can count toward 3000-/4000-level marketing elective requirement:  
- MAR 6930 Entrepreneurial Marketing – 2 credits (F-M1)
- HMG 6747 Marketing in Hospitality & Tourism – 2 credits (SP-M3)
- MAR 6157 International Marketing - 2 credits (F-M1)
- MAR 6648 Marketing Research for Managerial Decision Making – 2 credits (Not offered at this time)
- MAR 6861: Customer Relationship Management (SP-M4)
- MAR 6722 Web-based Marketing (F-M1)