### Applied Economics & Management, Spring 2014

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
<th>US Credits</th>
<th>Course</th>
<th>Credit</th>
<th>US Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Productivity &amp; Profitability Assessment</td>
<td>Y</td>
<td>1.5</td>
<td>Options and Futures: Hedging Strategies</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Corporate Finance Fundamentals</td>
<td>Y</td>
<td>1</td>
<td>Business Sustainable Development</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Operational Risk Management</td>
<td>Y</td>
<td>1</td>
<td>Economics of Firm Strategy</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>International Finance</td>
<td>Y</td>
<td>1</td>
<td>Business Law</td>
<td>Y</td>
<td>1.75</td>
</tr>
<tr>
<td>Banking and Financial Intermediaries</td>
<td>Y</td>
<td>1</td>
<td>Organization Development and Performance</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Corporate Investment Decisions</td>
<td>Y</td>
<td>1</td>
<td>Stress Management</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Working Capital Management</td>
<td>Y</td>
<td>1</td>
<td>Game Theory in Business</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Financing Strategy and Capital Markets</td>
<td>Y</td>
<td>1</td>
<td>Psychology of Managerial Judgement</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Mergers and Acquisitions</td>
<td>Y</td>
<td>1</td>
<td>Environmental Marketing</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Strategic Human Resource Management</td>
<td>Y</td>
<td>1</td>
<td>Marketing in NAFTA</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Applied Conflict Management Theory</td>
<td>Y</td>
<td>1</td>
<td>CRM In Small Business</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>International Negotiation and Diplomacy</td>
<td>Y</td>
<td>1</td>
<td>International Marketing Strategy</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Decision Games and Negotiation</td>
<td>Y</td>
<td>1</td>
<td>Internet Advertising Search Engine Marketing</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Beginning French</td>
<td>N</td>
<td>1.5</td>
<td>Intermediate French</td>
<td>Y</td>
<td>1.5</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>15</strong></td>
<td><strong>Total</strong></td>
<td></td>
<td><strong>15.25</strong></td>
</tr>
</tbody>
</table>

### Applied Economics & Management, Fall 2013

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
<th>US Credits</th>
<th>Course</th>
<th>Credit</th>
<th>US Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Money and Capital Markets</td>
<td>Y</td>
<td>1</td>
<td>International Economics</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Operational Risk Management</td>
<td>Y</td>
<td>1</td>
<td>Capital Structure</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>The Economics of Exchange Rates</td>
<td>Y</td>
<td>1</td>
<td>Fundamentals of Strategy</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Corporate Investment Decision</td>
<td>Y</td>
<td>1</td>
<td>Decisions and Leadership</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Working Capital Management</td>
<td>Y</td>
<td>1</td>
<td>Creating Shared Value</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Asset Price Behavior and Market Abuse Regulation</td>
<td>Y</td>
<td>1</td>
<td>Managing Knowledge Strategically</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Options and Futures: Hedging Strategies</td>
<td>Y</td>
<td>1</td>
<td>Managing the Net: Understanding Online Business</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Emerging Markets and Country Risk Evaluation</td>
<td>Y</td>
<td>1</td>
<td>Import-Export: Selling and Negotiating</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Money and Credit in the Global Economy</td>
<td>Y</td>
<td>1</td>
<td>Key Account Management</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Mergers and Acquisitions: Managing Challenges</td>
<td>Y</td>
<td>1</td>
<td>Complex Negotiations</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Product Design and Innovation</td>
<td>Y</td>
<td>1</td>
<td>Practical Negotiation Skills</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Integrated Marketing Communication Strategy</td>
<td>Y</td>
<td>1</td>
<td>International Trade Operations</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Business to Business Marketing</td>
<td>Y</td>
<td>1</td>
<td>Internal Selling</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>International Negotiation and Diplomacy</td>
<td>Y</td>
<td>1</td>
<td>Measurement of Well Being and Evaluation of Public</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Intermediate French</td>
<td>N</td>
<td>1.5</td>
<td>Financial Markets</td>
<td>Y</td>
<td>1.5</td>
</tr>
<tr>
<td>Course</td>
<td>CALS Credit</td>
<td>US Credits</td>
<td>Course</td>
<td>CALS Credit</td>
<td>US Credits</td>
</tr>
<tr>
<td>-----------------------------------------------------------------------</td>
<td>-------------</td>
<td>------------</td>
<td>-----------------------------------------------------------------------</td>
<td>-------------</td>
<td>------------</td>
</tr>
<tr>
<td>Psychology of Managerial Judgement</td>
<td>Y</td>
<td>1</td>
<td>Intercultural Communication</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>CRM/Customer Relations Management</td>
<td>Y</td>
<td>1</td>
<td>Personal Finance Planning</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>International Marketing Communication</td>
<td>Y</td>
<td>1</td>
<td>Organizational Development and Performance</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Social Media Marketing</td>
<td>Y</td>
<td>1</td>
<td>How to Write a Business Plan</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Consumer Intelligence</td>
<td>Y</td>
<td>1</td>
<td>Leadership Strategies for the 21st Century</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Brand Management</td>
<td>Y</td>
<td>1</td>
<td>Excel: Advanced Usage</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Sales Management</td>
<td>Y</td>
<td>1</td>
<td>Marketing Management</td>
<td>Y</td>
<td>2</td>
</tr>
<tr>
<td>Applied Conflict Management Theory</td>
<td>Y</td>
<td>2</td>
<td>Intergrated Marketing Communication Strategy</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Negotiation Strategy and Company Observations</td>
<td>Y</td>
<td>2</td>
<td>Social Media Marketing</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Descriptive Statistics</td>
<td>Y</td>
<td>2.5</td>
<td>Advertising and Creativity in Communication</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td>Advanced Beginner French</td>
<td>N</td>
<td>1.5</td>
<td>Contemporary Marketing Communication</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Managing Conflict Through Mediation</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Practical Negotiation Skills</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Small Organizational Operation</td>
<td>Y</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>15</strong></td>
<td><strong>Total</strong></td>
<td><strong>Total</strong></td>
<td><strong>15</strong></td>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>