

Course List

Level	Availability	Code	Course Title	MSB Credits	ECTS		
L2	Fall/Spring	FIN201	Finance I: Fundamentals of Financial Management	4.5	5	LIB II courses (1 mandatory course for Students)	
	Fall/Spring	MKT201	Marketing	3	5		
	Fall/Spring	SCO201	Operations Management	3	5		
	Fall/Spring	ENT271	Entrepreneurial Culture	1.5	1.5		
	Fall/Spring	QMM201	Business Statistics II: Inferential Statistics and Regression	3	5		
	Fall/Spring	COM202	Public Speaking and Social Media	3	3		
	Depending on demand (LIB II electives)	LIB282	International Relations and diplomacy	3	3		
		LIB285	Geopolitics	3	3		
		LIB287	Gender Dynamics	3	3		
	Fall/Spring	ACT203	Taxation (Fiscality)	1.5	1.5		
	Spring (Mostly)	LIB271	Solidarity and Diversity beyond borders	0.5	0.5		
	Fall/Spring	ITM202	MIS	3	5		
	Fall/Spring	ACT201	Managerial Accounting	3	5		
	Fall/Spring	MGT201	HRM	3	5		
	Fall/Spring	COM201	Professional Communication	3	3		
	Fall/Spring	ECO271	Microeconomics II: Intermediate Microeconomics	3	5		
Fall/Spring	ITM201	Business Computing III	1.5	1.5			
Fall/Spring	FIN202	Finance II: Corporate Finance	3	5			
L3	Depending on demand (L3 Minor courses electives)	FIN372	Investment Analysis and Portfolio Management (Minor Finance)	3	4	Minor: Advanced Functional Business (4 mandatory courses for UPM each worth 3 credits)	
		FIN374	Advanced Financial Analysis (Minor Finance)	3	4		
		FIN373	International Finance and Derivatives (Minor Finance)	3	4		
		QMM371	Econometrics (Minor Finance & Business Analytics)	3	4		
		ITM374	Fundamentals of Data Analysis and Visualization with Python (Minor Business Analytics)	3	4		
		ITM375	Machine Learning (Minor Business Analytics)	3	4		
		QMM372	Applied Multivariate Data Analysis (Minor Business Analytics)	3	4		
		MKT372	Consumer Behavior (Minor Marketing)	3	4		
		MKT371	Marketing Communication (Minor Marketing)	3	4		
		MKT374	Digital Marketing (Minor Marketing)	3	4		
		MKT373	International Marketing (Minor Marketing)	3	4		
		MGT381	Events Management (Minor Hospitality Management)	3	4		
		SCO371	Supply Chain Management (Minor International Management)	3	4		
	MGT375	International Management (Minor International Management)	3	4			
	MGT378	Creativity and Innovation Management (Minor International Management)	3	4			
	Fall/Spring	ECO371	International Economics (Global Economy)	3	5		
	Fall/Spring	MGT301	Strategic Management	3	5		
	Fall/Spring	ACT301	Management Control	3	4		
	Fall/Spring	QMM301	Analytical Techniques in Business	3	5		
	Fall/Spring	SCO372	Introduction to Project Management	3	5		
	Fall/Spring	ENT301	Entrepreneurship and Business Plan	3	5		
	Fall/Spring	MGT371	Organizational Behavior	3	5		
	Fall/Spring	PRJ300	Consultancy Project	1.5	1.5		
	Spring (Mostly)	MGT377	Business Game	1.5	1.5		
	Fall/Spring	COM381	Spanish	3	3		Pool IV : Language (1 mandatory course for UPM :
	Depending on demand	COM382	German	3	3		
Depending on demand	COM385	Italian	3	3			
Fall/Spring	MGT372	Career Branding	1	1	Pool V : L3 Electives - Creativity and Development Courses (2 mandatory courses for UPM Students each worth 1 credit)		
Fall/Spring	MGT374	Negotiation	1	1			
Depending on Demand	ITM372	Programming Methodology	1	1			