

## LATAM TERM - CREDIT TRANSFER LIST SS23

(Version 20221205)

The maximum number of credits to be credited for the Latam Term is 32 ECTS (minimum 16 ECTS)

When crediting the courses to their HSG major, it is up to the students to decide how many credits and, if several options are given, in which curriculum area(s) they want the course to be credited.

Major BBWL: A maximum of 8 ECTS credits worth of exchange courses can be credited towards a specialisation.

*\*Surplus credits can also be credited towards the respective specialisation*

- SoM: School of Management

- SEPS: School of Economics and Political Science

- LS: Law School

Course Name	BBWL	BVWL	BIA	BLE (Ordnung 21)	BLaw (Ordnung 21)
Introductory Course: Latin America - a geopolitical guide (mandatory)	4 ECTS Electives OR Areas of Concentration	4 ECTS Electives OR Areas of Concentration	4 ECTS Global Challenges OR Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration
HSG Capstone Project	<b>8 ECTS Capstone Project, Specialisation International Management</b>	8 ECTS Core electives SoM OR Electives	8 ECTS Global Challenges	<i>Crediting not possible</i>	<i>Crediting not possible</i>
Applied Intermediate Macroeconomics	<b>4 ECTS Macroeconomics II + 5 ECTS Electives</b>	5 <i>Crediting not possible</i>	<b>4 ECTS Macroeconomics II + 5 ECTS Electives</b>	9 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
Applied Intermediate Microeconomics	<b>4 ECTS Microeconomics II + 5 ECTS Electives</b>	5 <i>Crediting not possible</i>	<b>4 ECTS Microeconomics II + 5 ECTS Electives</b>	9 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
Corporate Finance II	<b>4 ECTS Corporate Finance (Core Studies) + 5 ECTS Core Electives SoM*</b>	9 ECTS Core Electives SoM	9 ECTS Electives	9 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
Controllership	<b>4 ECTS Accounting, Controlling, Auditing (Core Studies) + 4 ECTS Core Electives SoM*</b>	8 ECTS Core Electives SoM	<b>4 ECTS Accounting, Controlling, Auditing (Core Studies) + 4 ECTS Electives</b>	8 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
Strategic Analysis	<b>4 ECTS Strategic Management (Core Studies) + 4 ECTS Core Electives SoM*</b>	8 ECTS Core Electives SoM	8 ECTS Electives	8 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
Marketing Strategy	<b>4 ECTS Marketing (Core Studies)</b>	4 ECTS Core Electives SoM	4 ECTS Electives	4 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
People Management	<b>4 ECTS Leadership and Human Resource Management (Core Studies) + 4 ECTS Core Electives SoM*</b>	8 ECTS Core Electives SoM	8 ECTS Electives	8 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>

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Financial Accounting	8 ECTS Core Electives SoM (Specialisation: Accounting, Controlling, Auditing )	8 ECTS Core Electives SoM	8 ECTS Electives	8 ECTS Pflichtwahlbereich BWL/VWL/Informatik	<i>Crediting not possible</i>
Brand Management	4 ECTS Core Electives SoM (Specialisation: Marketing)	4 ECTS Core Electives SoM	4 ECTS Electives	4 ECTS Electives	<i>Crediting not possible</i>
Entrepreneurial experience	8 ECTS Core Electives SoM (Specialisation: Entrepreneurship)	8 ECTS Core Electives SoM	8 ECTS Electives	4 ECTS Electives	<i>Crediting not possible</i>
ESG and Institutional Investment	4 ECTS Core Electives SoM (Specialisation: Finance)	4 ECTS Core Electives SoM	4 ECTS Electives	4 ECTS Electives	<i>Crediting not possible</i>
Marketing for Low Income	4 ECTS Core Electives SoM	4 ECTS Core Electives SoM	4 ECTS Electives	4 ECTS Electives	<i>Crediting not possible</i>
Sustainable Accounting and Finance	4 ECTS Core Electives SoM	4 ECTS Core Electives SoM	4 ECTS Electives	4 ECTS Electives	<i>Crediting not possible</i>
Brazilian Administrative State against Corruption	4 ECTS Electives	4 ECTS Core Electives LS	4 ECTS Global Challenges	4 ECTS Lehrprogramm Law & Economics, Juristische Wahlfächer	4 ECTS Juristische Wahlfächer
Contract Design	4 ECTS Electives	4 ECTS Core Electives LS	4 ECTS Electives	4 ECTS Juristische Wahlfächer, Lehrprogramm Law & Economics	4 ECTS Juristische Wahlfächer
Corporate Law	8 ECTS Electives	8 ECTS Core Electives LS	8 ECTS Electives	8 ECTS Juristische Wahlfächer, Lehrprogramm Law & Economics	8 ECTS Juristische Wahlfächer
Private Law in Corporations	8 ECTS Electives	8 ECTS Core Electives LS	8 ECTS Electives	8 ECTS Juristische Wahlfächer, Lehrprogramm Law & Economics	8 ECTS Juristische Wahlfächer
Management in the Next Business Frontier Africa and Asia in the 21st Century	4 ECTS Electives	4 ECTS Core Electives SEPS	4 ECTS Integrated Fundamentals	4 ECTS Electives	<i>Crediting not possible</i>
The Brazilian Economy	4 ECTS Electives	4 ECTS Core Electives SEPS	4 ECTS Integrated Fundamentals	4 ECTS Electives	<i>Crediting not possible</i>
The New Global Economic Order	4 ECTS Electives	4 ECTS Core Electives SEPS	4 ECTS Integrated Fundamentals OR Electives	4 ECTS Electives	<i>Crediting not possible</i>
Corruption and Corporate Misconduct	4 ECTS Electives	4 ECTS Electives	4 ECTS Global Challenges	4 ECTS Integrationsleistungen	<i>Crediting not possible</i>

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Sustentabilidade- Introducao a Tematica Socioambiental	4 ECTS Electives	4 ECTS Electives	4 ECTS Global Challenges	4 ECTS Electives	<i>Crediting not possible</i>
Fundamentals of Global Health	4 ECTS Electives	4 ECTS Electives	4 ECTS Global Challenges	<i>Crediting not possible</i>	<i>Crediting not possible</i>
World in Crisis	4 ECTS Electives	4 ECTS Electives	4 ECTS Global Challenges	<i>Crediting not possible</i>	<i>Crediting not possible</i>
Political Science	4 ECTS Electives	4 ECTS Electives	4 ECTS Electives	<i>Crediting not possible</i>	<i>Crediting not possible</i>
Ehics and Compliance	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration
Engaging Europe	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration
Examining the Psychology of the Social World for Business Practice	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration
Psychology	8 ECTS Areas of Concentration	8 ECTS Areas of Concentration	8 ECTS Areas of Concentration	8 ECTS Areas of Concentration	8 ECTS Areas of Concentration
The Psychology of Gender in Organizations	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration	4 ECTS Areas of Concentration
Argumentation workshop	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
Communications workshop	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
Negotiation	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
Portuguese Language Course A1.1	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
Portuguese Language Course A1.2	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
Programming Logic	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
TEDxTalks: Developing the art of public speaking	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills