

## HSG ASIA TERM 2022 – CREDIT TRANSFER LIST

### Rules

#### 1. Mandatory course programme (21 ECTS):

- 2 Mandatory Asia Term Core Courses (9 ECTS)
- At least two Elective (12 ECTS)

#### 2. Additional Electives can be selected according to the following rules:

- The maximum number of credits to be credited for the Asia Term is 33 ECTS
- In general, the number of seats per Elective are limited, and hence there is *no guarantee* that a specific Elective can be chosen (the only exception to this rule are the course “Business Study Mission”, which are offered independently of any School at SMU, and are guaranteed for all Asia Term Participants)
- Students can only participate in one Business Study Mission. Preferences can be submitted during the course selection. If the capacity of one Business Study Mission is exceeded, allocation of seats will be random (draw by lot)
- All Electives, with the exception of Business Study Mission, are subject to fulfilment of the respective course prerequisites and successful bidding through the SMU Bidding Online System
- 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 course area(s) they want the course to be credited. E.g.: Business Study Mission could be credited fully towards Electives or Areas of Concentration, but also split in any ratio between those course areas.
- Major BBWL: A maximum of 8 ECTS credits worth of exchange courses can be credited towards a specialisation.

### Abbreviations

- SoM: School of Management
- SEPS: School of Economics and Political Science
- SoL: School of Law

### Asia Term Core Courses

Course	Major specific crediting				
	BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
Business Consulting (MGMT232; mandatory)	6 ECTS Core electives SoM	6 ECTS Core electives SoM OR Electives	6 ECTS Global Challenges	<b>4 ECTS Electives</b>	Crediting not possible <sup>1</sup>
Business Consulting (Capstone) (MGMT232; mandatory)	8 ECTS Capstone Project Specialisation: International Management or without specialisation	8 ECTS Core electives SoM OR Electives	8 ECTS Global Challenges	Crediting not possible <sup>1</sup>	Crediting not possible <sup>1</sup>
Business Development in Asia (specific HSG Asia Term course; mandatory)	3 ECTS Electives OR Areas of Concentration	3 ECTS Electives OR Areas of Concentration	3 ECTS Electives OR Areas of Concentration	3 ECTS Areas of Concentration	3 ECTS Areas of Concentration
Business Study Missions	6 ECTS Electives OR	6 ECTS Electives OR	6 ECTS Electives OR	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration

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(MGMT301; elective) (Crediting independent of focus country)	Areas of Concentration	Areas of Concentration	Areas of Concentration		
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### Electives

School at SMU	Course	Major specific crediting				
		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
School of Business	Management of People at Work (OBHR101)	4 ECTS Leadership & Human Resource Management (Core Studies) & 2 ECTS Core Electives SoM **	6 ECTS Core electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Corporate Finance (FNCE201)	4 ECTS Corporate Finance (Core Studies) & 2 ECTS Core Electives SoM **	6 ECTS Core electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Strategy (MGMT102)	4 ECTS Strategic Management (Core Studies) & 2 ECTS Core Electives SoM **	6 ECTS Core electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Marketing (MKTG101)	4 ECTS Marketing (Core Studies) & 2 ECTS Core Electives SoM **	6 ECTS Core electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Family Business (MGMT222)	6 ECTS Core elective SoM	6 ECTS Core elective SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Leadership Seminar with CEOs (MGMT233)	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Managing Creativity in Organizations (MGMT227)	6 ECTS Core Electives SOM (Specialisation: Leadership & Human Resource Management)	6 ECTS Core elective SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Leading New Ventures to Growth (MGMT310)	6 ECTS Core elective SoM	6 ECTS Core elective SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Managing Process Improvement (MGMT317)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Technology and World Change (COR2201)	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
Management Communication (COR-COMM-1304)	6 ECTS Electives OR	6 ECTS Electives OR	6 ECTS Electives OR	6 ECTS Skills	6 ECTS	

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School at SMU	Course	Major specific crediting				
		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
		Skills	Skills	Skills		Skills
	Intercultural Communication (COMM120)	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Skills	6 ECTS Skills
	Crisis Management and Communication (COMM246)	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Skills	6 ECTS Skills
	Storytelling for Organisations and Brands (COMM253)	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Skills	6 ECTS Skills
	Communication Strategies in the Digital Age (COMM346)	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Skills	6 ECTS Skills
	Wealth Management and Advisory (FNCE217)	6 ECTS Core Electives SoM	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Real Estate Investment and Finance (FNCE231)	6 ECTS Core Electives SOM (Specialisation: Finance)	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Project Financing (FNCE232)	6 ECTS Core Electives SoM	6 ECTS Core Elective SOM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Advanced Portfolio Management (FNCE307)	6 ECTS Core Electives SOM (Specialisation: Finance)	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Trade Finance (FNCE310)	6 ECTS Core Electives SoM	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Investment Banking (FNCE221)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Quantitative Finance (QF101)	6 ECTS Core Electives SoM	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Global Financial Risk Management (QF305)	6 ECTS Electives	6 ECTS Core Electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Further courses*					
School of Economics	Microeconomics 2 (ECON251)	4 ECTS Microeconomics II & 2 ECTS Electives	<b>Crediting not possible</b>	4 ECTS Microeconomics II & 2 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Macroeconomics 2 (ECON252)	4 ECTS Macroeconomics II & 2 ECTS Electives	<b>Crediting not possible</b>	4 ECTS Macroeconomics II & 2 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Introduction to Econometrics (ECON107)	6 ECTS Electives	6 ECTS Core Electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible

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School at SMU	Course	Major specific crediting				
		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
	Economics of Globalisation (ECON113)	6 ECTS Electives	6 ECTS Core Electives SEPS	6 ECTS International Economics (Core Studies) (BIA 2018) OR 4 ECTS International Economics (Core Studies) + 2 ECTS Electives (BIA 2020)	4 ECTS Electives	Crediting not possible
	Healthcare Management (ECON155)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Economic Development in Asia (ECON118)	6 ECTS Electives OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Intermediate Mathematics for Economics (ECON205)	6 ECTS Electives	6 ECTS Core Electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Game Theory (ECON206)	6 ECTS Electives	6 ECTS Core electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Labour Economics (ECON209)	6 ECTS Electives	6 ECTS Core electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Real Estate Economics (ECON 212)	6 ECTS Core Electives SOM (Specialisation: Finance)	6 ECTS Core electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Economies of Ageing (ECON216)	6 ECTS Electives	6 ECTS Core electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Strategic Thinking (ECON241)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	4 ECTS Electives	
	Financial Mathematics (STAT203)	6 ECTS Core Electives SOM (Specialisation: Finance)	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Statistical Learning with R (DSA211)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Advanced Microeconomics (ECON301)	6 ECTS Electives	<b>Crediting not possible</b>	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	International Economics (ECON203)	6 ECTS Electives	6 ECTS Core electives SEPS	4 ECTS International Economics + 2 ECTS Electives	4 ECTS Electives	Crediting not possible
	Intermediate Econometrics (ECON207)	6 ECTS Electives	6 ECTS Core electives SEPS	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Mathematics for Economics (ECON104)	6 ECTS Electives	6 ECTS Core electives SEPS	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Further courses*					

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		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
School of Social Sciences	Mandarin (COR-MAND 2404) Note: SMU course requirement: No prior Chinese knowledge	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills	4 ECTS Skills
	International Relations of East Asia (POSC220)	6 ECTS Electives OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Introduction to Arts and Culture Management (ACM003)	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Analytical Skills (IDIS001)	3 ECTS Skills	3 ECTS Skills	3 ECTS Skills	3 ECTS Skills	3 ECTS Skills
	Southeast Asia: Past and Present (IDIS010)	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Further courses*					
School of Law	Business Law (LGST101)	6 ECTS Electives	6 ECTS Core electives SoL	6 ECTS Electives	6 ECTS Law Elective LLE	6 ECTS Law Elective
	Company Law (LGST201)	6 ECTS Electives	6 ECTS Core electives SoL	6 ECTS Electives	6 ECTS Law Elective LLE	6 ECTS Law Elective
	Law of International Trade (LGST223)	6 ECTS Electives	6 ECTS Core electives SoL	6 ECTS Integrated Fundamentals	6 ECTS Law Elective LLE	6 ECTS Law Elective
	Law of Business Organisations (LAW201)	Crediting not possible	Crediting not possible	Crediting not possible	6 ECTS Law Elective LLE	6 ECTS Law Elective
	Contract Law 1 (LAW101)	Crediting not possible	Crediting not possible	Crediting not possible	6 ECTS Law Elective LLE	6 ECTS Law Elective
	Criminal Law (LAW103)	6 ECTS Electives	6 ECTS Core electives SoL	6 ECTS Electives	6 ECTS Law Elective LLE	Crediting not possible
	Intellectual Property Law (LAW401)	Crediting not possible	Crediting not possible	Crediting not possible	6 ECTS Law Elective LLE	6 ECTS Law Elective
	Deal-making and Dispute Resolution: Negotiation in an Age of Disruption (LAW482)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Privacy and Data Protection (LAW486)	6 ECTS Electives	6 ECTS Core electives SoL	6 ECTS Electives	6 ECTS Law Elective LLE	6 ECTS Law Elective

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	Further courses*					
School of Information Systems	Sustainable Digital Cities (SMT112)	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Introduction to Programming (IS111)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Data Mining and Business Analytics (IS424)	6 ECTS Core Electives SOM (Specialisation: Entrepreneurial Informatics)	6 ECTS Core Electives SOM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Visual Analytics for Business Intelligence (IS428)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Social Analytics and Applications (IS434)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Business Data Management (IS105)	6 ECTS Core Electives	6 ECTS Core Electives SOM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Further courses*					
School of Accountancy	Financial Accounting (ACCT101)	4 ECTS Accounting, Controlling, Auditing (Core Studies) & 2 ECTS Core Electives SoM **	<b>Crediting not possible</b>	4 ECTS Accounting, Controlling, Auditing (Core Studies) & 2 ECTS Electives*	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Management Accounting (ACCT112)	6 ECTS Core Electives SOM	6 ECTS Core Elective SOM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Corporate Reporting and Financial Analysis (ACCT201)	6 ECTS Core Electives SOM (Specialisation: Accounting, Controlling, Auditing)	6 ECTS Core Elective SOM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Capital Markets in China (ACCT003)	6 ECTS Electives OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration
	Statistical Programming (ACCT419)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Forecasting and Forensic Analysis (ACCT420)	6 ECTS Core Electives SOM	6 ECTS Core Electives SOM	6 ECTS Electives	4 ECTS Electives	Crediting not possible

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