

HSG ASIA TERM 2024 – CREDIT TRANSFER LIST

Rules for Crediting

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

- 2 mandatory Asia Term core courses (9 ECTS): Business Consulting (6 ECTS) [except for BIA/BLE/Blaw students] and Business Development in Asia (3 ECTS)
- At least two elective courses à 6 ECTS (12 ECTS)
- In case of failing the mandatory Asia Term core courses and/or failing to achieve the minimum number of credits (21 ECTS) and/or not attending the “Asia Term Social Project” no Asia Term achievements will be considered for credit transfer.

2. **Additional Electives can be chosen according to the following rules:**

- The maximum number of credits to be credited for the Asia Term is 35 ECTS – with not more than four elective courses à 6 ECTS (24 ECTS in total) [and Business Consulting as Capstone Project (8 ECTS) for BBWL students].
- All electives, with the exception of the Business Study Mission, are subject to fulfilment of the respective course prerequisites and successful bidding through the SMU Bidding System.
- In general, the number of seats per elective is limited, and hence there is *no guarantee* that a specific elective can be chosen (with the exception of the course “Business Study Mission”, which is guaranteed for all Asia Term Participants).
- Students can only participate in one Business Study Mission. Preferences can be submitted during the course preference survey in spring (sent by the Asia Term administration team/SGI). If the capacity of one Business Study Mission is exceeded, allocation of seats will be random (draw by lot).
- 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 the credit transfer list, in which course area(s) they want their courses to be credited.
- Crediting is only possible as long as there is space in the respective course/study area. (Exception: Business Study Mission is a SGI-HSG course which will be credited automatically with grade in the chosen study area)

3. **New Guidelines at HSG (valid from 2023) for the creditability of courses during the exchange term include the following:**

- “Asia Term core courses” and elective courses which are conducted by SGI-HSG faculty in Singapore (namely, Business Consulting, Business Consulting as Capstone Project in International Management, Business Development in Asia, and the Business Study Missions) will automatically be credited to your HSG studies with grade.
- All other Asia Term courses with a passing grade will be credited as passed (crediting optional) as long as there is space available in the respective field of study. These courses won't influence the grade point average. However, they will be shown separately on the lower part of your Bachelor's transcript with title and converted grade.

Rules for Majors of BBWL:

- The four compulsory subjects “Methods: Statistics”, “Methods: Empirical Social Research”, “Fundamentals and Methods of Computer Science”, and “Introduction to Operations Management” must be attended at the University of St.Gallen.
- The other HSG core courses (e.g. Marketing, Strategy, Corporate Finance, Micro 2, and Macro 2) can be taken during the Asia Term at SMU, depending on availability of the courses via bidding.
- Surplus credits from HSG core courses can be credited towards the respective specialisation, e.g. Financial Accounting towards the specialisation Accounting, Controlling Auditing or Strategy towards the specialisation Strategic Management. In total a maximum of 8 ECTS core electives can be credited towards a specialization. Crediting is only possible as long as there is space in the core electives area.

- The Capstone Project (Business Consulting) will be credited in the specialisation International Management. Even if you take the Capstone project in International Management (Asia Term) you can still achieve a different voluntary specialisation in your Bachelor studies. Please see the regulations for achieving a voluntary specialisation on Studentweb: [BBWL Voluntary specialisation \(sharepoint.com\)](#)

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	6 ECTS Global Challenges	4 ECTS Electives	Crediting not possible
Business Consulting (Capstone) (MGMT232; mandatory)	8 ECTS Capstone Project Specialisation: International Management	not available	not available	not available	not available
Business Development in Asia (specific HSG Asia Term course; mandatory)	3 ECTS Core electives SoM (Specialisation: International Management) OR 3 ECTS Areas of Concentration	3 ECTS Core electives SoM OR 3 ECTS Areas of Concentration	3 ECTS Electives OR 3 ECTS Areas of Concentration	3 ECTS Areas of Concentration	3 ECTS Areas of Concentration
Business Study Missions (MGMT301; elective) (Crediting independent of focus country)	6 ECTS Core electives SoM (Specialisation: International Management) OR 6 ECTS Areas of Concentration	6 ECTS Core electives SoM OR 6 ECTS Areas of Concentration	6 ECTS Electives OR 6 ECTS Areas of Concentration	6 ECTS Areas of Concentration	6 ECTS Areas of Concentration

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	6 ECTS Core electives SoM	6 ECTS Electives	6 ECTS	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)
		Marketing (Core Studies) & 2 ECTS Core Electives SoM **			Core Electives BWL/VWL/Informatik	
	Advertising (MKTG205)	6 ECTS Core Electives SoM (Specialisation Marketing)	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Introduction to Business Analytics (MGMT108)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	4 ECTS Skills	6 ECTS Skills
	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 Core elective SoM (Specialisation Leadership & HRM) OR Areas of Concentration	6 ECTS Core elective SoM OR Areas of Concentration	6 ECTS Electives OR Areas of Concentration	4 ECTS Electives OR Areas of Concentration (6 ECTS)	6 ECTS Areas of Concentration
	Managing Strategic Change and Digital Transformation (MGMT236)	6 ECTS Core Electives SoM (Specialisation Strategic Management)	6 ECTS Core Electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Managing Process Improvement (MGMT317)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	The Design of Business (MGMT330)	6 ECTS Core electives SoM	6 ECTS Core electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Investment Statistics (QF102)	6 ECTS Electives	6 ECTS Core electives SEPS (Data Analytics and Data Handling)	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Financial Markets and Investments (FNCE102)	6 ECTS Core Electives (Specialisation Finance)	6 ECTS Core Electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	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 Skills	6 ECTS Electives OR Skills	6 ECTS Electives OR Skills	6 ECTS Skills	6 ECTS 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

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		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
	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
	Entrepreneurial Finance (FNCE213)	6 ECTS Core Electives SoM (Specialisation: Finance)	6 ECTS Core Electives SoM	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Wealth Management and Advisory (FNCE217)	6 ECTS Core Electives SoM	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Corporate Banking (FNCE229)	6 ECTS Core Electives SoM (Specialisation Finance)	6 ECTS Core Elective 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
	Quantitative Finance (QF101)	6 ECTS Core Electives SoM	6 ECTS Core Electives SoM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Computing Technology for Finance (QF205)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Further courses*					
School of Economics	Microeconomics 2 (ECON251)	4 ECTS Microeconomics II & 2 ECTS Electives	Crediting not possible	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	Crediting not possible	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
	Economics of Globalisation (ECON113)	6 ECTS Electives	6 ECTS Core Electives SEPS	4 ECTS International Economics (Core Studies) + 2 ECTS Electives	4 ECTS Electives	Crediting not possible
	Economic Development in Asia (ECON118)	6 ECTS Electives	6 ECTS Core Electives SEPS	6 ECTS Integrated Fundamentals	4 ECTS Electives	Crediting not possible

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		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
	Healthcare Management (ECON155)	6 ECTS Electives	6 ECTS Electives	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 Global Challenges	4 ECTS Electives	Crediting not possible
	Strategic Thinking (ECON241)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	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	Crediting not possible	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
	Further courses*					
School of Social Sciences	Mandarin (COR-MAND 2404) Note: SMU course requirement: No prior Chinese knowledge	4 ECTS Skills only (cannot be credited as foreign language)	4 ECTS Skills only (cannot be credited as foreign language)	4 ECTS Skills only (cannot be credited as foreign language)	4 ECTS Skills only (cannot be credited as foreign language)	4 ECTS Skills only (cannot be credited as foreign language)
	Storytelling for Organisations and Brands (COMM253)	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills	6 ECTS Skills
	Collaborative Governance (COR-PPPM1311)	6 ECTS Electives	6 ECTS Electives	6 ECTS Integrated Fundamentals	Crediting not possible	Crediting not possible

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		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
	Global and Transnational Society (COR-SOCG2609)	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations
	Introduction to Arts and Cultural Management (COR-ACM 2632)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Political Economy of East Asia (POSC210)	6 ECTS Electives	6 ECTS Electives	6 ECTS Integrated Fundamentals	4 ECTS Electives	Crediting not possible
	Politics of South East Asia (COR-POSC2604)	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations
	Introduction to Political and Policy Studies (POSC003)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	Crediting not possible	Crediting not possible
	Public Sector Management (PPPM101)	6 ECTS Electives	6 ECTS Electives	4 ECTS Public Management (Core Studies) & 2 ECTS Electives	4 ECTS Electives	Crediting not possible
	Policy Design and Analysis (PPPM106)	6 ECTS Electives	6 ECTS Electives	6 ECTS Electives	Crediting not possible	Crediting not possible
	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
	Ethics and Social Responsibility (COR3301)	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
	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

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		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
	Corporate Deals (LAW4058)	6 ECTS Core electives SoM	6 ECTS Core electives SoM	6 ECTS Elective	6 ECTS Core Electives Integrative courses	6 ECTS Electives
	Law and Technology (LAW4032)	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations	6 ECTS Area of Concentrations
	Infocomm Technology & the Law (LAW405)	6 ECTS Electives	6 ECTS Core Electives SoL	6 ECTS Electives	6 ECTS Core Electives Integrative courses	6 ECTS Electives
	Entrepreneurship in Singapore (LAW4012)	6 ECTS Core electives (Specialisation International Mgmt)	6 ECTS Core electives SoM	6 ECTS Elective	4 ECTS Elective	Crediting not possible
	Professional Mediation Skills (LAW478)	4 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
	Intellectual Property Law (LAW401)	Crediting not possible	Crediting not possible	Crediting not possible	6 ECTS Law Elective LLE	6 ECTS Law Elective
	International Commercialisation of Intellectual Property Rights (LAW414)	6 ECTS Electives	6 ECTS Core Electives SoL	6 ECTS Electives	6 ECTS Core Electives Integrative courses	6 ECTS Law Elective
	Further courses*					
School of Information Systems	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
	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

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		BBWL (under 2019 regulation)	BVWL	BIA	BLE (under 2021 regulation)	Blaw (under 2021 regulation)
	Financial Analytics (IS453)	6 ECTS Electives	6 ECTS Core electives SEPS (Data Analytics and Data Handling)	6 ECTS Electives	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Fairness in Socio-technical Systems (IS457)	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 Accountancy	Financial Accounting (ACCT101)	4 ECTS Accounting, Controlling, Auditing (Core Studies) & 2 ECTS Core Electives SoM **	Crediting not possible	4 ECTS Accounting, Controlling, Auditing (Core Studies) & 2 ECTS Electives*	6 ECTS Core Electives BWL/VWL/Informatik	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
	Accounting Information Systems (ACCT221)	6 ECTS Core electives SoM	6 ECTS Core electives SoM	6 ECTS Elective	6 ECTS Core Electives BWL/VWL/Informatik	Crediting not possible
	Accounting for Entrepreneurs (COR1307)	6 ECTS Core electives SoM	6 ECTS Core electives SoM	6 ECTS Elective	4 ECTS Electives	Crediting not possible
	Accounting for Entrepreneurs (COR1307)	6 ECTS Core electives SoM	6 ECTS Core electives SoM	6 ECTS Elective	4 ECTS Electives	Crediting not possible
	Capital Markets in China (ACCT003 > COR1306)	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
	Forecasting and Forensic Analysis (ACCT420)	6 ECTS Core Electives SOM	6 ECTS Core Electives SOM	6 ECTS Electives	4 ECTS Electives	Crediting not possible
	Further courses*					

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The following courses can also be credited as Data Science Fundamentals (DSF) Core Electives:

School of Law

Privacy and Data Protection (LAW486) – 6 ECTS

School of Information Systems

Visual Analytics for Business Intelligence (IS428) – 3 ECTS

Financial Analytics (IS453) – 6 ECTS

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