

# Indiana University of Pennsylvania (IUP) - United States

Approved template of credit transfer (09/10/2015)

Template code: **IUP15**

Indiana					UM Equivalency				
No.	Course code	Course title	Credits	Contact hours	No.	Course code	Course title	Credits	Prerequisite
1	ACCT401	Advanced Accounting	3	42	1	ACCT313	Advanced Financial Accounting	3	ACCT211
2	ACCT431	Auditing	3	42	2	ACCT332	Auditing I	3	ACCT212&314
3	ECON421	Macroeconomic Analysis	3	42	3	BECO309	Intermediate Macroeconomics	3	BECO101
4	ECON344	Managerial Economics	3	42	4	BECO416	Managerial Economics for Retailing SMES	3	BECO308
5	FIN310	Fundamentals of Finance	3	42	5	FINC210	Financial Management	3	ACCT100
6	FIN320	Corporate Finance	3	42	6	FINC211	Advanced Financial Management	3	FINC210
7	MGMT350	International Business	3	42	7	GBMT300	Global Business Environment	3	MGMT110 & MKTG220
8	MGMT311	Human Behavior in Organizations	3	42	8	MGMT221	Organizational Behavior	3	MGMT110
9	MKTG421	Marketing Research	3	42	9	MGMT331	Research Methods	3	MGMT110 & MKTG220 & QMDS200
10	MGMT300	Human Resource Management	3	42	10	MGMT332	Human Resource Management	3	MGMT110
11	MGMT434	Quality Management	3	42	11	MGMT335	Quality Management	3	MGMT110
12	MKTG320	Principles of Marketing	3	42	12	MKTG220	Principles of Marketing	3	MGMT110
13	MKTG321	Consumer Behavior	3	42	13	MKTG340	Consumer Behavior	3	MKTG220
14	MKTG431	Business-to-Business Marketing	3	42	14	MKTG341	Business-to-Business Marketing	3	MKTG220
15	MKTG430	International Marketing	3	42	15	MKTG410	International Marketing	3	MKTG220
16	MKTG433	Advertising	3	42	16	MKTG411	Integrated Marketing Communication	3	MKTG220
17	MKTG450	Marketing Strategy	3	42	17	MKTG412	Marketing Strategy	3	MKTG220
18	MKTG437	Services Marketing	3	42	18	MKTG420	Services Marketing	3	MKTG220
19	MKTG435	Professional Selling and Sales Management	3	42	19	MKTG421	Sales Management	3	MKTG220
20	MKTG431	Business to Business Marketing	3	42	20	MKTG431	Business to Business Marketing	3	MKTG220
21	MATH214	Probability and Statistics for Business majors	3	42	21	QMDS202	Data Analysis and Modeling	3	QMDS201
22	QBUS380	Introduction to Management Science	3	42	22	QMDS300	Quantitative Decision Analysis	3	FINC213 / QMDS200/201