

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years
Faculty of Economics and Management

Bangkok University

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2017/18	IFI 212	<i>Business Finance</i>	3	---	30118	Financial and operations decision making – M1 – Elements of corporate finance	12	L-18
	IAC 203	<i>Managerial Accounting</i>	3	---		Financial and operations decision making – M2 – Management accounting		L-18
	ITM214	Sustainable Tourism	3	---	30134	Sustainable Tourism and Rural Development	6	L-18
	ITM411	Marketing for Tourism Industry	3	---	30132	Strategic marketing and management in tourism	6	L-18

Erasmus Exchange Programme and Free Movers

List of course equivalences recognised in previous years

Faculty of Economics and Management

Bilkent Univeristy of Ankara (Turkey)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2008/09	COMD 345	Interpersonal communication	6	45 Vorl	30084	Communication skills and strategy	5	L-18
	THM 423	Tourism Economics	5	45 Vorl	30075	Economics of Tourism	5	L-18
	MAN 473	SME's and cross-border ventures	6	45 Vorl	30063	Enterpreneurship development	5	L-18
	FRE 211	Intermediate French	6	60 Vorl		French A	5	L-18
	TURK 111	Turkish as a second language I	6	60 Vorl		optional	5	L-18
	THM 409	Tourism Law	5	45 Vorl	30075	Legislazione turistica	5	L-18
	MAN 300	Business Law	6	45 Vorl	30074	Commercial Law	5	L-18
	MAN 406	Business strategies	6	45 Vorl		Wahlfach	5	L-18
	FRE 155	Basic Chinese	6	60 Vorl		Wahlfach	5	L-18
	MBA 568	Entrepreneurship and Innovation Management I	4	30 Vorl	30063	Entrepreneurship Development	5	L-18
	THM 348	Service operation management	5	45 Vorl	30065	Tourist service management	5	L-18
2009/10	MAN 213	Principles of financial accounting	6		SECS - P/07	Accounting B	5	L-18
	THS 160	Basic Accounting	5		SECS - P/07	Accounting A	5	L-18
2011/12	<i>TKM107</i>	<i>Microeconomics</i>	5	45	30102	Economics 1	8	L-18
	<i>TKM205</i>	<i>Macroeconomics</i>	5	45				L-18
	<i>TKM309</i>	<i>Principles of Marketing</i>	5	45	30112	Principles of Marketing	7	L-18
	<i>MAN333</i>	<i>Marketing Principles</i>	6	45				L-18
	TKM327	Eventmanagement	5	45	30128	Event management and planning	6	L-18
	TKM423	Tourism Economics	5	45	30124	Tourism economics	6	L-18
	<i>MAN312</i>	<i>Managerial Accounting</i>	6	45	30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	12	L-18
	<i>MAU321</i>	<i>Corporate finance</i>	6	45-60		Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION		L-18
	<i>MBA522</i>	<i>Corporate finance</i>	6	45-60		Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION		L-18
TKM242	Social Psychology	5	45	30141	Optional course	6	L-18	
2016/17	ENG 101	English and Composition I	6		30146	Specialized Language course for Economics - English	3	L-18
	ECON 101	Introduction to Economics I	6		30102	Economics 1	8	L-18
	<i>MAN 321</i>	<i>Corporate Finance</i>	6		30118	Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION	12	L-18
	<i>THM 313</i>	<i>Hospitality Management Accounting</i>	5			Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION		L-18
	MAN 335	Fundamentals of Marketing	6		30112	Principles of Marketing	7	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Bournemouth University

academic year	code	course title guest university	ECTS	total hours	code unbz	recognized at unbz as:	ECTS	Degree	
2017/18		Strategic Management for Tourism	10	---	30132	Strategic marketing and management in tourism	6	L-18	
		Visitor Attractions Management	10	---		Optional Course (Free choice)	6	L-18	
		Customers, marketing, communication and Social media	5			Optional Course (Free choice)	6	L-18	
			Food, culture and travel	6		30135	Tourism and Regional Products	6	L-18
			Digital Marketing	6			Optional corse (free choice)	6	L-18
2019/20		Tourism Stretegy and Change	10		30132	Strategic marketing and management in tourism	6	L-18	
		Managing people in tourism and Hospitality	10			Optional corse (free choice)	6	L-18	
		Tourism Operations and Technology	10			Optional corse (free choice)	6	L-18	
			Destination Development and Management	10			Optional corse (free choice)	6	L-18
			Tourist Behaviour and Experience	10			Optional corse (free choice)	6	L-18
			Research Methods for Tourism and Hospital	10			Extracurricular	-	L-18
2020/21		Destination Development and Management	5		30181	Nachhaltige Tourismusentwicklung	6	L-18	
		Tourist Behaviour and Experience	5		30149	Best Practice	6	L-18	
		International event management	5		30182	Gestione e pianificazione degli eventi	6	L-18	
		Tourism issues and futures	5		30189	Current issues in tourism management	6	L-18	

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Brock University Canada

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14	SPMA3806	Globalization of sports	6		30147	Optional Course	6	L-18
	ENTR2P91	Entrepreneurship	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	SPMA3P03	Sport Event Management	6		30128	Event Management and Planning	6	L-18
	MKTG2891	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18
2015/16	ENTR2P51	Entrepreneurship - Basics	6		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
	ECON 2P23	Managerial Economics	6		30116	Business Economics	6	L-18
	MATH 1P98	Practical Statistics	6		30111	Statistics and Methods of Empirical Research	7	L-18
	TMGT 2P28	Economics of the Environment	6		30134	Sustainable Tourism and Rural Development	6	L-18
	MKTG 2P91	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18
2016/17	ECON 2P29	Sustainable Development	6		30134	Sustainable Tourism and Rural Development	6	L-18
	MATH 1P98	Practical Statistics	6		30111	Statistics and Methods of Empirical Research	7	L-18
	ENTR2P91	Entrepreneurship	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	MGMT1P96	Principles of Communication in the Business Environment	6		30110	Communication Skills and Strategies	6	L-18
	MKTG2891	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18
2018/19	MKTG2P91	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18
	FNCE2P91	Corporate Finance 1	6		30117	Financial Analysis	7	L-18
	ACTG2P12	Introduction to Management Accounting	6		30118	Financial and Operations Decision Making - M2 Management Accounting * PARTIAL RECOGNITION	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

California University - Pomona

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2007/08	MHR 301	Principles of management	4	40		Grundlagen der Unternehmensführung A	5	L-18	
	ACC 207	Financial accounting for decision making	4	40		Rechnungswesen A	5	L-18	
	HRT 302	Hospitality marketing management	4	40		Strategic marketing for tourism	5	L-18	
	MHR 320	Introduction to entrepreneurship	4	40		Professional development	5	L-18	
2009/10		Tourism Concepts	4	40		Tourist Service Management	5	L-18	
		Hospitality Marketing Management	4	40		Tourism Marketing	5	L-18	
		Tourism in a Globalizing World	4	40		Economics and structural development in rural areas	5	L-18	
		Legal Environment of business transactions	4	40		Commercial Law	5	L-18	
		International Travel and Tourism	4	40		Economics and structural development in rural areas	5	L-18	
		Hotel/Resort Operations	4	40		Tourist Service Management	5	L-18	
	Hospitality Management Law	4	40		Commercial Law	5	L-18		
2010/11	FRL 302	Legal Environment of Business Organizations	4			Applied Tourism Legislation	5	L-18	
	IBM 316	Marketing of Services	4			Strategic marketing for tourism	5	L-18	
	BUS 452	Politics, Economics and Business Practice in international Destinations	4			Destination Management	5	L-18	
		Thesis Research	8			Thesis Research	8	L-18	
	MHR 451	International Comparative Management	4			Destination Management	5	L-18	
	HRT203	Hotel / Resort Operations	4		30065	Tourist Service Management	5	L-18	
	HRT415	Internationa travel & tourism	4		30086	Economics and structural develop. In rural areas	5	L-18	
	HRT201	Tourism concepts	4		30018	Economics and management of travel agencies	5	L-18	
	IBM307	Promotional strategies	4		30052	Tourism marketing	5	L-18	
	HRT350	Management of human ressources in hospitality	4		30065	Tourist Service Management	5	L-18	
	IBM411	Buyer behavior	4			Optional	5	L-18	
	IBM491	Marketing the movies	4			Optional	5	L-18	
	HRT302	Hospitality marketing management	4		30052	Tourism marketing	5	L-18	
	TH208	Introduction to film and culture	4			Optional	5	L-18	
	IBM302	Marketing strategy	4		30080	Stategic marketing for tourism	5	L-18	
	MHR311	Human Resources Management	4		30065	Tourist Service Management	5	L-18	
	MRT240	Hospitality Resources Management	4		30074	Commercial law	5	L-18	
	AMM101	Fashion Industry	4		30052	Tourism marketing	5	L-18	
	AMM203	Fashion Promotion	3		30080	Stategic marketing for tourism/optional	5	L-18	
	HRT309	Hotel/Resort sales, Advertising, and Public relation	4		30086	Economics and structural develop. In rural areas	5	L-18	
	HRT201	Tourism concepts	4		30065	Tourist Service Management	5	L-18	
	HRT240	Hospitality Management Law	4		30074	Handelsrecht	5	L-18	
	AMM108	Culture, People & Dress	4			Optional	5	L-18	
	2011/12	IBM301	<i>Principles of marketing management</i>	4		30112	Principles of marketing	7	L-18
		IBM302	<i>marketing strategy</i>	4					L-18
		IBM 301	Principles of marketing management	4		30112	Principles of marketing	7	L-18
		IBM307	<i>Promotional strategies</i>	4		30093	Sport and event marketing and sponsorship	6	L-18
IBM492		<i>sports marketing</i>	4					L-18	
IBM492		sports marketing	4		30093	Sport and event marketing and sponsorship	6	L-18	
HRT374		<i>Hospitality industry managerial accounting</i>	4		30118	Financial and operations decision making M2 - Management accounting*	6	L-18	
HRT474		<i>hospitality industry finance</i>	4			PARTIAL RECOGNITION		L-18	
HRT374		Hospitality industry managerial accounting	4		30118	Financial and operations decision making M2 - Management accounting*	6	L-18	
						PARTIAL RECOGNITION			

	HRT345	<i>Tourism in a globalizing world</i>	4		30130	International tourism management	6	L-18
	HRT415	<i>International travel and tourism</i>	4					L-18
	HRT415	International travel and tourism	4		30130	International tourism management	6	L-18
	IBM402	<i>Product and Brand management</i>	4			Optional	6	L-18
	IBM405	<i>Advertising management</i>	4					L-18
	IBH300	Principles of Global Business	4		30141	Optional	6	L-18
2012/13	IBM301	Principles of Marketing Management	4		30112	Principles of Marketing	7	L-18
	MHR324	Communication for management	4		30110	Communication skills and strategies	6	L-18
	MHR311	Human resources management	4			Optional course	4	L-18
	MHR318	<i>Organizational behavior</i>	4		30113	Entrepreneurship - M2 Leadership*	6	L-18
	MHR321	<i>Creativity and Entrepreneurship</i>	4			PARTIAL RECOGNITION		L-18
	HRT415	International travel & tourist	4		30130	International tourism management	6	L-18
	HRT203	Hotel/resort operations	4			Optional course	6	L-18
								L-18
	IBM301	<i>Principles of marketing management</i>	4		30112	Principles of marketing	7	L-18
	IBM302	<i>Marketing strategy</i>	4					L-18
	IBM 301	Principles of marketing management	4		30112	Principles of marketing	7	L-18
	HRT374	<i>Hospitality industry managerial accounting</i>	4		30118	Financial and operations decision making M2 - Management accounting*	6	L-18
	HRT474	<i>hospitality industry finance</i>	4			PARTIAL RECOGNITION		L-18
	HRT374	Hospitality industry managerial accounting	4		30118	Financial and operations decision making M2 - Management accounting*	6	L-18
	MHR324	Communication for management	4		30110	Communication skills and strategies	6	L-18
	IBH300	Principles of Global Business	4			Optional course	6	L-18
2013/14	IBM 301	Principles of Marketing Management	4		30112	Principles of Marketing	7	L-18
	MHR318	<i>Organizational Behavior</i>	4		30113	Entrepreneurship - M2 Leadership*	6	L-18
	MHR324	<i>Creativity and Entrepreneurship</i>	4			PARTIAL RECOGNITION		L-18
	MHR 324	Communication for Management	4		30110	Communication Skills and Strategies	6	L-18
	HRT390	Hotel/Resort Sales, Advertising, Public Relations	4			Optional Course	6	L-18
	HRT320	Club Operations	4			Optional Course	6	L-18
	SPN151	Spanish	4		30115	Foreign Language Spanish	6	L-18
2014/15	BUS 495	<i>Strategic Management</i>	4		30113	Entrepreneurship - M1 + M2	12	L-18
	MHR 450	<i>Leadership</i>	4					L-18
	ACC 208	Managerial Accounting for Decision Making	4		30118	Financial and operations decision making - M2 Management accounting*	6	L-18
	TOM 302	Managerial Statistics	4		30111	Statistics and Methods of Empirical Research	7	L-18
	BM 301	Principles of Marketing Management	4		30112	Principles of Marketing	7	L-18

LLP Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Ceade Sevilla

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2006/07		Geografía turística	20	37,5		Regionalentwicklung	5	L-18
		Planificación Turística y Desarrollo	20	37,5		Tourismuspolitik und -planung	5	L-18
		Derecho en empresariales	20	37,5		Arbeitsrecht	5	L-18
		Gestión del patrimonio cultural	20	37,5		Kultur- und Brauchtumstourismus	5	L-18
		Deco y Legislación turística	20	37,5		Tourismusrecht	5	L-18
		Estadística aplicada a Turismo	20	37,5		Statistics	5	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

College of Charleston

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2008/09		Principles of Microeconomics	3	1 Term		Economics A	5	L-18
		Business Statistics	3	1 Term		Statistica A	5	L-18
		Entrepreneurship	3	1 Term		Entrepreneurship development	5	L-18
		Hospitality and Tourism	3	1 Term		Wahlfach	5	L-18
		Principels of Entrepreneurship	3	1 Term		Entrepreneurship development	5	L-18
		Events Management	3	1 Term		Event management A	5	L-18
		Hospitality and tourism Marketing	3	1 Term		Tourism marketing	5	L-18
		Service operations management	3	1 Term		Tourist service management	5	L-18
2015/16		<i>Entrepreneurship Theory and Practice</i>	3		30113	Entrepreneurship – M1 Strategic Management	12	L-18
		<i>Entrepreneurial Leadership</i>	3			Entrepreneurship – M2 Leadership		L-18
		Business Finance	3		30117	Financial Analysis	7	L-18
		Managerial Accounting	3		30118	Financial and operations decision making – M2 Management accounting* PARTIAL RECOGNITION	6	L-18
		Events Management	3		30131	International Sport and Event Management	6	L-18
2016/17		Elementary Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
		Entrepreneurship Theory and Practice	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
		Business Finance	3		30117	Financial Analysis	7	L-18
		Marketing Concepts	3		30112	Principles of Marketing	7	L-18
2020/21	MATH104	Elementary Statistics	3		30171	Statistics for TSE	6	L-18
	SPAN101	Beginning Spanish I	3		30173	Foreign Language "Spanish"	6	L-18
	ACCT204	Managerial Accounting	3		30172	Managerial Accounting	6	L-18
	FINC303	Business Finance	3		30177	Introduction to Finance	9	L-18
2021/22	DATA210	Dataset Organisation and Management	3		30191	Data Management, Analysis and Security	6	L-18
	HTMT354	Hospitality and Tourism Technology	3		30185	Technology, Media and Data in Tourism, Sports and events	3	L-18
	HTMT310	Current Topics in Hospitality and Tourism management	3		30189	Current Issues in Tourism Management	6	L-18
	HTMT351	Hotel Management	3			Optional course	6	L-18
	HTMT 350	Hospitality and Tourism Marketing	3			Free Choice Course	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years
 Faculty of Economics and Management

Chulalongkorn University

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2019/20	2952339	Urban Planning for Economics	3			Free choice	6	L-18
	2952317	Chinese Economy and politics	3			Free choice	6	L-18
	2952331	Public Economics	3			Free choice	6	L-18
	2952339	Urban Planning for Economics	3			Free choice	6	L-18
2022/23	2601224	Managerial Accounting	3		30172	Managerial Accounting	6	L-18
	2604361	Business Finance	3		30177	Introduction to Finance	9	L-18
	2605481	Marketing Research	3		30159	Marketing Research: Methods and Tools	6	L-18
	2602475	Current Issues in International Business Management	3		30189	Current Issues in Tourism Management	6	L-18
	2602327	Quantitative Business Analysis	3		30190	Quantitative Methods in Management	6	L-18
2023/24	2952305	Behavioural Economics	3			Optional Course	6	L-18
	2952265	Economics of Sport	3		30178	Economcs of Sport and Events	6	L-18
	295233	Natural Resources and Environmental Economic	3			Optional Course	6	L-18
	2603210	Introduction to Statitics	3		30171	Statistics for TSE	6	L-18

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years
Faculty of Economics and Management

Donghua University (China - Shanghai)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2015/16	BUS 402	Business Ethics and Social Responsibility	3	48	30134	Sustainable Tourism and Rural Development	6	L-18
	Mkt 200	Marketing Basics	3	48	30112	Principles of Marketing	7	L-18
	LNG 160	Academic writing	5	80	30146	Specialized language course for Economics - English	3	L-18
	BUS 350	Cross cultural Communication	2	32	30111	Communication Skills and Strategies	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Escuela Universitaria Maresme

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2007/08		Estadística 1	4,5	112		Statistica A	5	L-18
		Comercial 1	4,5	112		Strategic marketing for tourism	5	L-18
		Ordenación Administrativa del Turismo	4,5	112		Legislazine turistica	5	L-18
		Turismo y Desarrollo Sostenibile	4,5	112		Regionalentwicklung	5	L-18
		Recursos Territoriales Turistico I	4,5	112		Destinationsmanagement	5	L-18
		Habilidades directivas y recursos	4,5	112		Professional Development	5	L-18
		Marketing turístico	4,5	40		Strategic marketing for tourism	5	L-18
	30020	Recursos territorials turístics II	4,5	40		Regionalentwicklung	5	L-18
	30055	Estadística	4,5	40		Statistica	5	L-18
	30060	Francés	4,5	40		Französisch B	2,5	L-18
	30062	Espanol para extranjeros	4,5	40		Spanisch B	2,5	L-18
		Recursos humans I	4,5	40		Unternehmerschulung	5	L-18
		Investigación de mercados	4,5	40		Marketing: Communication and promotion in tourism	5	L-18
	30032	Control de gestió	4,5	40		Optional	5	L-18
	30063	Recursos humans II	4,5	40		Unternehmerschulung	5	L-18
	30079	Sistemas d'infomacio turistica	4,5	40		Marketing: Kommunikation und Werbung im Tourismus	5	L-18
		Organizacio grans esdevenements	4,5	40		Optional course	5	L-18
	60007	Recursos territoriales turísticos I	4,5	105	30038	Destinationmanagement	5	L-18
	50227	Recursos humanos II	4,5	122		Unternehmerschulung	5	L-18
	50006	Gestión de alojamientos turisticos	4,5	70		Unternehmerschulung / wahlfach	5	L-18
		Distribucion Comercial	4,5	122		Tourismusmarketing	5	L-18
	60016	Marketing turístico (in Catalan)	6	100	30052	Tourismusmarketing	5	L-18
	60005	Derecho del sector turistico (in Catalan)	4,5	126	30030	Tourismusrecht	5	L-18
		Geografia turistica	20	37,5		Regional-entwicklung	5	L-18
		Planificacion turistica y desarrollo	20	37,5		Tourismuspolitik und planung	5	L-18
		Derecho en empresariales	20	37,5		Arbeitsrecht	5	L-18
		Gestion del patrimonio cultural	20	37,5		Kultur- und Brauchtumstourismus	5	L-18
		Decho y Legislacion turistica	20	37,5		Tourismusrecht	5	L-18
		Estadistica aplicada a turismo	20	37,5		Statistica	5	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Humboldt-Universität zu Berlin

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2012/13	70695	Marketingtheorie	3		30112	Principles of Marketing	7	L-18
	70708	Seminar zum Marketingmanagement	3					L-18
	70142	Mathematik II VL	3		30101	Matematica per le applicazioni economiche B - M2	6	L-18
	70142	Mathematik II UE	3					L-18
	70672	Einführung Internationales Management VL	3		30130	International Tourism Management	6	L-18
	70672	Einführung Internationales Management UE	3					L-18
2013/14	70114	Mikroökonomie II	6		30116	Business economics	6	L-18
	70129	Finanzierung und Investition	3		30117	Financial Analysis	7	L-18
	70721	Excel für die BWL und VWL Praxis	3					L-18
	7084	Grundlagen des professionellen Sprechens	5		30110	Communication Skills and Strategies	6	L-18
	70630	Applied Entrepreneurship	6		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
2015/16	70614	Corporate Finance	6		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
	70129	Finanzierung und Investition	3			Financial and operations decision making - M2 Management accounting		L-18
	70754	Entwicklungstendenzen der Kostenrechnung	3			L-18		
	70754	Instrument Analysis and Portfolio Management	3		30117	Financial Analysis	7	L-18
		Finance and Investment	3					L-18
	70688	Grundlagen der Marktforschung	6			Optional Course	6	L-18
	70710	Customer analytics and customer insights	6			Optional Course	6	L-18
	70 687	Marktforschung und Marketingentscheidungen	6			Optional Course	6	L-18
	9014	Eventmanagement –						
Events erfolgreich entwickeln, vermarkten, organisieren und durchführen		6			Optional Course	6	L-18	
2020/21	70129	Finanzierung und Investitionen	6		30177	Introduction to finance	9	L-18
	Modul 9558	Eventmanagement	5		30182	Event Management and Planning	6	L-18
	Modul 9554	Kulturfinanzierung - Fundraising, Sponsoring, Kooperationen, Management	5			Optional Course	6	L-18
	91322	Russisch UNIcert B1.2: Grammatik	3			Optional Course	6	L-18
	91323	Russisch UNIcert B1.2: Sprechen	3		L-18			
	BP10	Philosophy in Berlin:Accademic freedom in theory and practice	5			Optional Course	6	L-18
2021/22	70132	Statistik II	6		30171	Statistics fro TSE	6	L-18
	70119	Externes Rechnungswesen	6		30172	Managerial Accounting	6	L-18
	70118	Investmentanalyse und Portfoliomanagement	6		30177	Introduction to finance	9	L-18
	709901	Grundlagen der Finanzwissenschaft	6					L-18
	91400	Spanisch	5		30173	Foreign language Spanish	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Istituto Politécnico de Leira

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2007/08		Economia do Turismo	6	30 Vorl + 30 Üb	30075	Economia del turismo	5	L-18
		Espanhol 1	3	30	30061	Spagnolo A	2,5	L-18
		Legislacao turística	6	30 Vorl + 30 Üb	30030	Legislazione turistica	5	L-18
		Marketing operacional do turismo	6	30 Vorl + 30 Üb	30080	Strategic marketing for tourism	5	L-18
		Estatística aplicada ao marketing	6	30 Vorl + 30 Üb	30055	Statistica A	5	L-18
		Técnicas de agências de viagens e operadores turisticos	6	30 Vorl + 30 Üb	30018	Economics and management of travel and transport agencies	5	L-18
		Portuques 1	6	80		Optional course	5	L-18
		Innovation & enterprising	8	30 Vorl + 60 Üb		Unternehmerschulung	5	L-18
		Tourists destination management	6	30 Vorl + 30 Üb		Destinationsmanagement	5	L-18
		Enterprises law	5	30 Vorl + 30 Üb		Legislazione turistica	5	L-18
		Strategic planning in marketing	6	30 Vorl + 30 Üb		Strategic marketing for tourism	5	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Johannes Gutenberg Universität Mainz

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14		Statistik II	7		30111	Statistics and Methods for empirical research	7	L-18
		Finanzen	6		30117	Financial Analysis	7	L-18
		Absatzwirtschaft	7		30112	Principles of Marketing	7	L-18
		Mikroökonomie 2	6		20116	Business Economics	6	L-18
		International Trade	6			Optional Course	6	L-18
		Corporate Finance	6		30117	Financial Analysis	7	L-18
2014/15		Finanzwirtschaft	7		30117	Financial Analysis	7	L-18
		Unternehmensführung	7		30013	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Controlling	6		30118	Financial and operations decision making - M1 Elements of corporate finance * PARTIAL RECOGNITION	6	L-18
		Statistik I	7		30111	Statistics and Methods of Empirical Research	7	L-18
		Skills and Tools	7		30110	Communication Skills and Strategies	6	L-18
		Marketing	7		30112	Marketing	7	L-18
		Finanzwirtschaft	7		30117	Financial Analysis	7	L-18
		Unternehmensführung	7		30013	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Controlling	6		30118	Financial and operations decision making - M1 Elements of corporate finance * PARTIAL RECOGNITION	6	L-18
		Marketing	7		30112	Marketing	7	L-18
		Skills and Tools	7		30110	Communication Skills and Strategies	6	L-18
		Absatzwirtschaft	7		30112	Principles of Marketing	7	L-18
		Statistik II	7		30111	Statistics and Methods for Empirical Research	7	L-18
		Mikroökonomie II	6		30116	Business Economics	6	L-18
		Corporate Finance	6		30117	Financial Analysis	7	L-18
		Absatzwirtschaft	7		30112	Principles of Marketing	7	L-18
		Statistik II	7		30111	Statistics and Methods for Empirical Research	7	L-18
		Mikroökonomie II	6		30116	Business Economics	6	L-18
		Corporate Finance	6		30117	Financial Analysis	7	L-18
		Curso umbral de Espanol	6		30115	Foreign Language - Spanish	6	L-18
		International trade: Theory and Policies	6			Optional Course	6	L-18
		Absatzwirtschaft	7		30112	Principles of Marketing	7	L-18
		Statistik II	7		30111	Statistics and Methods for Empirical Research	7	L-18
		Mikroökonomie II	6		30116	Business Economics	6	L-18
	Corporate Finance	6		30117	Financial Analysis	7	L-18	
	International trade: Theory and Policies	6			Optional Course	6	L-18	

2015/16	Absatzwirtschaft	7		30112	Principles of Marketing	7	L-18	
	Mikroökonomie II	6		30116	Business Economics	6	L-18	
	Corporate Finance	6		30117	Financial Analysis	7	L-18	
	International trade: Theory and Policies	6			Optional Course	6	L-18	
	Statistik I	7		30111	Statistics and Methods for Empirical Research	7	L-18	
	Mikroökonomie I	9		30116	Business Economics	6	L-18	
	Unternehmensführung	7		30013	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18	
	Advanced International Economics II: International Money and Finance	6		30142	Optional Course	6	L-18	
	EU-Institutions and Decision Making / EU- Simulation	6		30142	Optional Course	6	L-18	
	Finanzwirtschaft	7		30117	Financial Analysis	7	L-18	
	Marketing	6		30112	Principles of Marketing	7	L-18	
	Unternehmensführung	7		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18	
	Weinwirtschaft	6		30142	Optional Course	6	L-18	
	International Trade in Services	6		30142	Optional Course	6	L-18	
							L-18	
2016/17	Absatzwirtschaft	7		30112	Principles of Marketing	7	L-18	
	Einführung in die Volkswirtschaftslehre	9		30102	Economics 1	8	L-18	
	International trade: Theory and Policies	6		30142	Optional Course	6	L-18	
	Controlling	6		30118	Financial and operations decision making - M1 Elements of corporate finance * PARTIAL RECOGNITION	6	L-18	
	Finanzwirtschaft	7		30117	Financial Analysis	7	L-18	
	Marketing	6		30112	Principles of Marketing	7	L-18	
	Unternehmensführung	7		30013	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18	
	Digital Marketing	6			Optional Course	6	L-18	
	Eventmanagement und Sportmarketing	9		30131	International Sport and Event Management	6	L-18	
	Corporate Finance	6		30117	Financial and operations decision making – M1 – Elements of corporate finance	12	L-18	
Internes Rechnungswesen	7		Financial and operations decision making – M2 – Management accounting		L-18			
Personalplanung und Personalführung	7		30013	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18		
2018/19	03.184.3230	Finanzwirtschaft	7		30117	Financial Analysis	7	L-18
	03.184.4305	Marketing	6		30112	Principles of Marketing	7	L-18
	M.03.184.3710	Skills and tools	7		30110	Communication Skills and Strategies	6	L-18
	03.184.4330	Digital marketing	6			Optional Course	6	L-18
2019/20	M.03.184.3240	Unternehmensführung	7		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	M.03.184.3230	Finanzwirtschaft	7		30117	Financial Analysis	7	L-18

	M.03.184.4305	Marketing	6		30112	Principles of Marketing	7	L-18
	M.03.184.4330	Digital marketing	6			Optional Course	6	L-18
2020/2021	M.03.184.4240	Firm Strategies and Managerial Economics	6		30116	Economia aziendale	6	L-18
	M.03.184.4315	Logistikmanagement	6			Optional Course	6	L-18
	M.03.14.4215	Controlling	6			Extracurricular Course	-	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Kasem Bundit University - Thailand

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
	IFB 301	Business Finance	3		30117	Financial Analysis	7	L-18
	IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
	IMA 201	Business Statistic	3		30111	Statistics and Methods of Empirical Research	7	L-18
	IMG 308	<i>Strategic Management</i>	3		30113	Entrepreneurship - M1 Strategic Management	12	L-18
	IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship - M2 Leadership		L-18
	CP405E	Management Information System	3		30104	Angewandte Daten- und Informationsverarbeitung	6	L-18
2014/15		<i>Business Finance</i>	3		30118	Financial and operations decision making (M1 & M2)	12	L-18
		<i>Finance and Accounting for Hotel Business</i>	3					L-18
		Introduction to Computer and Information Systems	3		30104	Information systems and data management	6	L-18
		International Marketing	3		30130	International Tourism Management	6	L-18
	IGE 142	Environmental Science for a sustainable Worlds	3		30314	Sustainable Tourism and Rural Development	6	L-18
	IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
	IHM 102	Tourism Industry	3		30130	International Tourism Management	6	L-18
	IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18
	IHM 224	Thai Culinary and Cuisine	3			Optional Course	6	L-18
	IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
	IGE 142	Environmental Science for a sustainable Worlds	3		30314	Sustainable Tourism and Rural Development	6	L-18
	IHM 102	Tourism Industry	3		30130	International Tourism Management	6	L-18
	IHM 224	Thai Culinary and Cuisine	3			Optional Course	6	L-18
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	IMK 422	Event Marketing	3		30133	Sport- and Event Marketing	6	L-18
	IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18
	IHM 102	Tourism Industry	3		30130	International Tourism Management	6	L-18
	IHM 207	Ethics and Laws for Tourism 6 Hotel	3			Optional Course	6	L-18
	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	IGE 142	Environmental Science for a sustainable Worlds	3		30314	Sustainable Tourism and Rural Development	6	L-18
IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18	
IHM 102	Tourism Industry	3		30130	International Tourism Management	6	L-18	

IHM 207	Ethics and Laws for Tourism 6 Hotel	3			Optional Course	6	L-18
IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18
IHM 102	Tourism Industry	3		30130	International Tourism Management	6	L-18
IMK 422	Event Marketing	3		30133	Sport- and Event Marketing	6	L-18
IGE 142	Environmental Science for a sustainable World	3		30314	Sustainable Tourism and Rural Development	6	L-18
IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMK 422	Event Marketing	3		30133	Sport and Event marketing and sponsorship	6	L-18

2015/16	IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	IMG 303	<i>Strategic Management</i>	3		30153	Entrepreneurship – M1 Strategic Management	12	L-18
	IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18
	IMK 422	Event Marketing	3		30133	Sport and Event Marketing and sponsorship	6	L-18
	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
	IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	IMG 303	<i>Strategic Management</i>	3		30153	Entrepreneurship – M1 Strategic Management	12	L-18
	IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18
	IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18	
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18	
IMG 303	<i>Strategic Management</i>	3		30153	Entrepreneurship – M1 Strategic Management	12	L-18	
IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18	
IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18	
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18	
IMG 303	<i>Strategic Management</i>	3		30153	Entrepreneurship – M1 Strategic Management	12	L-18	
IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18	
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18	
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18	

2016/17	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	IMG 303	<i>Strategic Management</i>	3		30153	Entrepreneurship – M1 Strategic Management	12	L-18
	IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18
	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
	IGE 405	Management Information System	3		30104	Information System and Data Management	6	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18	

IGE 405	Management Information System	3		30104	Information System and Data Management	6	L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMG 303	<i>Strategic Management</i>	3		30113	Entrepreneurship – M1 Strategic Management	12	L-18
IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18

IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMG 303	<i>Strategic Management</i>	3		30113	Entrepreneurship – M1 Strategic Management	12	L-18
IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IGE 405	Management Information System	3		30104	Information System and Data Management	6	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18

IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMG 303	<i>Strategic Management</i>	3		30113	Entrepreneurship – M1 Strategic Management	12	L-18
IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18

IAC204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IMG 303	<i>Strategic Management</i>	3		30113	Entrepreneurship – M1 Strategic Management	12	L-18
IMG 304	<i>Entrepreneurship</i>	3		30113	Entrepreneurship – M2 Leadership		L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18

IAC204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 Management Accounting* PARTIAL RECOGNITION	6	L-18
IMK310	Marketing Channels	3		30127	Distribution channels and Intermediaries in Tourism	6	L-18
							L-18

2017/18

IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IEC200	Principles of Economics	3		30102	Economics I	8	L-18
IMG 303	Strategic Management	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IFB301	Business Finance	3		30118	Financial and operations decisions making - M1 Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
IEC200	Principles of Economics	3		30102	Economics I	8	L-18
IHM328	Pub and Bar Management	3			Optional Course (free choice)	6	L-18
IHM 224	Thai Culinary and Cuisine	3			Optional Course (free choice)	6	L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IEC200	Principles of Economics	3		30102	Economics I	8	L-18

IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMG 303	Strategic Management	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18

IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IGE 142	Environmental Science for a Sustainable World	3		30134	Sustainable Tourism and Rural Development	6	L-18

IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IGE 142	Environmental Science for a Sustainable World	3		30134	Sustainable Tourism and Rural Development	6	L-18

2018/19

IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IFB 301	<i>Business Finance</i>	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance	12	L-18
IAC 204	<i>Managerial Accounting</i>	3		30118	Financial and operations decisions making - M2 Management Accounting		L-18
IGE 142	Environmental Science for a sustainable Worlds	3		30134	Sustainable Tourism and Rural Development	6	L-18

IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance * PARTIAL RECOGNITION	6	L-18
IEC 200	Principles of Economics	3		30102	Economics I	8	L-18
IMG 303	Strategic Management	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18

IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance * PARTIAL RECOGNITION	6	L-18
IEC2 00	Principles of Economics	3		30102	Economics I	8	L-18
IMG 303	Strategic Management	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18

IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IEC 200	Principles of Economics	3		30102	Economics I	8	L-18
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	L-18
IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance * PARTIAL RECOGNITION	6	L-18
IGE 142	Environmental Science for a sustainable World	3		30134	Sustainable Tourism and Rural Development	6	L-18

2019/20

IGE 116	Environmental Science for a sustainable World	3		30134	Sustainable Tourism and Rural Development	6	L-18
IMA 201	Business statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IGE 428	Event and Experience Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IMG 318	E-Commerce for Entrepreneur	3			Optional Course (free choice)	6	L-18
IMK 326	Digital Marketing	3			Optional Course (free choice)	6	L-18
IMK 325	Service Marketing	3			Optional Course (free choice)	6	L-18

IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance * PARTIAL RECOGNITION	6	L-18
IMK428	Event and Experience Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IGE 116	Environmental Science for a sustainable World	3		30134	Sustainable Tourism and Rural Development	6	L-18
IMG 313	Cross-Cultural Studies for Management	3			Extracurricular course	3	L-18
IMK428	Event and Experience Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance * PARTIAL RECOGNITION	6	L-18
IEC2 00	Principles of Economics	3		30102	Economics I	8	L-18
IMG 303	Strategic Management	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IGE116	Environmental Science for a sustainable world	3		30134	Sustainable Tourism and Rural Development	6	L-18
IFB301	Business Finance	3		30118	Financial and operations decisions making - M1 -Elements of Corporate Finance * PARTIAL RECOGNITION	6	L-18
IMG303	Strategic Management	3		30113	Entrepreneurship – M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
IEC200	Principles of Economics	3		30102	Economics I	8	L-18
IMA201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
IGE116	Environmental Science for a sustainable world	3		30134	Sustainable Tourism and Rural Development	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Katholische Universität Eichstätt-Ingolstadt

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2015/16		Angewandte Statistische Methoden	5	4 SWS	30111	Statistics and Methods of Empirical Research	7	L-18
		Einführung in das strategische Management	5	4 SWS	30113	Entrepreneurship - M1 Strategic Management	12	L-18
		Organizational Behaviour	5	4 SWS	30113	Entrepreneurship - M2 Leadership		L-18
		Investition, Finanzierung & Kapitalmarkt	5	4 SWS	30118	Financial & Operations decision making - M1 Elements of corporate finance	12	L-18
		Grundlagen des Controlling	5	4 SWS		Financial & Operations decision making - M2 Strategic Management		L-18
		Betriebliches Rechnungswesen	5	4 SWS	30105	Introduction to Accounting	8	L-18
		Service Strategy and Design	5	4 SWS	30110	Communication Skills and Strategies	6	L-18
		Entrepreneurship	5	4 SWS	30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Pre-Semester Intensive German	5	4 SWS		Extracurricular Course	5	L-18
	2016/17		Theory and Practice of Business Valuation	5	---	30118	Financial & Operations decision making - M1 Elements of corporate finance	12
		Grundlagen der Internationalen Rechnungslegung	5		30118	Financial & Operations decision making - M2 Strategic Management	L-18	
		Service Strategy and Design	5	---		Optional Course	6	L-18
		Applied Positive Psychology (PP) in Business	5	---		Optional Course	6	L-18
2017/18		Investition, Finanzierung & Kapitalmarkt	5	4 SWS	30118	Financial & Operations decision making - M1 Elements of corporate finance	12	L-18
		Grundlagen des Controlling	5	4 SWS		Financial & Operations decision making - M2 Strategic Management		L-18
		Tourismusmanagement	5		30132	Strategic marketing and management in tourism	6	L-18
		Grundlagen der Organisationspsychologie	5			Optional course (free choice)	6	L-18
		Pricing and Product Management	5			Optional course (free choice)	6	L-18
2018/19		Grundlagen des Marketingmanagements	5		30112	Principles of Marketing	7	L-18
		Organizational Behavior	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Financial Modeling	5		30117	Financial Analysis	7	L-18
		Käuferverhalten und Marktforschung	5			Optional course (free choice)	6	L-18
		Persönlichkeit und Beruf	5			Optional course (free choice)	6	L-18
		German course C 1.2	3			Extracurricular course	0	L-18
		Konsumentenverhalten und Marktforschung	5			Optional course (free choice)	6	L-18

2019/20		Organizational Behavior	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Theory and Practice of Busuiness Valuation	5		30118	Financial & Operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
		Behavioral Finance	5			Optional coure (free choice)	6	L-18
		Financial Modeling	5		30117	Financial Analysis	7	L-18
		Sustainability @ leading companies	5		30134	Sustainable tourism and rural development	6	L-18
		Organizational Behavior	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Theory and Practice of Busuiness Valuation	5		30118	Financial & Operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
		Applied Positive Psychology (PP) in Business	5			Optional coure (free choice)	6	L-18
		Financial Modeling	5		30117	Financial Analysis	7	L-18
		Grundlagen des Controlling	5		30118	Financial & Operations decision making - M2 Strategic Management* PARTIAL RECOGNITION	6	L-18
		Sustainability @ leading companies	5		30134	Sustainable tourism and rural development	6	L-18
		Financial Modeling	5		30117	Financial Analysis	7	L-18
		Organizational Behavior	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Theory and Practice of Busuiness Valuation	5		30118	Financial & Operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
		Software Development Programming	5			Optional coure (free choice)	6	L-18
		Applied Positive Psychology (PP) in Business	5			Optional coure (free choice)	6	L-18
		Sustainability @ leading companies	5		30134	Sustainable tourism and rural development	6	L-18
2022/23	82-021-FM03-H-0818	Managerial Accounting	5		30172	Manegerial Accounting	6	L-18
	82-021-MD11-H-0507	Tourism management and -marketing	5		30187	Marketing Strategico per il Turismo	6	L-18
	82-021-MD21-H-0720	Brand Management in the Digital Age	5			Free chioce	6	L-18
	82-021-D3B01-H-0621	Digital and Sustainable Business Models	5		30181	Sustainable Tourism Development	6	L-18
	82-021-MM03-H-0719	Consumer Psychology	5			Free chioce	6	L-18
	82-021-AC17-H-1216	Performance Measurement	5		30172	Manegerial Accounting	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Khon Kaen University Thailand

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2013/14	965116	Events and MICE Management	7		30128	Event Management and Planning	6	L-18	
		Spanish	7		30115	Foreign Language Spanish	6	L-18	
	50121	Principles of Marketing	7		30112	Principles of Marketing	7	L-18	
	963212	Hotel Management	7		30142	Optional Course	6	L-18	
	52320	Event Marketing	7		30133	Sports and Events Marketing and Sponsorship	6	L-18	
	96426	Cookery and Kitchen Management	7			Optional Course	6	L-18	
	963214	Tourist Behaviour and service psychology	7			Optional Course	6	L-18	
2014/15		<i>Business Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18	
		<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18	
		Business environment and communication	3		30110	Communication Skills and Strategies	6	L-18	
		Advanced Microeconomics	3		30116	Business Economics	6	L-18	
		Sustainable Tourism Management	3		30314	Sustainable Tourism and Rural Development	6	L-18	
		Tourist behaviour and social psychology	3			Optional Course	6	L-18	
		Research Methodology in Economics	3		30111	Statistics and Methods of Empirical Research	7	L-18	
		<i>Business Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18	
		<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18	
		Human Resource Economics	3			Optional Course	6	L-18	
		Advanced Microeconomics	3		30116	Business Economics	6	L-18	
		Sustainable Tourism Management	3		30314	Sustainable Tourism and Rural Development	6	L-18	
		Tourist behaviour and social psychology	3			Optional Course	6	L-18	
		Research Methodology in Economics	3		30111	Statistics and Methods of Empirical Research	7	L-18	
		IFB 301	<i>Business Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	6	L-18
		IHM 315	<i>Finance and Accounting for Hotel Business</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18
		IGE 143	Introduction to Computera and Information Systems	3		30104	Information systems and data management	6	L-18
		IMK 423	International Marketing Management	3		30130	International Tourism Management	6	L-18
	2015/16	50211	<i>Business Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
		50212	<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18
		963217	Principles of Marketing	3		30112	Principles of Marketing	7	L-18
961301		Quantitative analysis in finance	3		30117	Financial analysis	7	L-18	
963214		Tourist behaviour and social psychology	3			Optional Course	6	L-18	
965242		Sustainable Accomodation and Event Management	3		30134	Sustainable Tourism and Rural Development	6	L-18	
54305		Financial and Budgeting Management	3		30117	Financial analysis	7	L-18	
50211		<i>Business Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18	
50212		<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18	
963217		Principles of Marketing	3		30112	Principles of Marketing	7	L-18	
961301		Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18	
963214		Tourist behaviour and social psychology	3			Optional Course	6	L-18	
962362		Human Resources Economics	3			Optional Course	6	L-18	
965242		Sustainable Accomodation and Event Management	3		30134	Sustainable Tourism and Rural Development	6	L-18	
54305		Financial and Budgeting Management	3		30117	Financial Analysis	7	L-18	
50211		<i>Business Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18	
50212		<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18	
54305		Financial and Budgeting Management	3		30117	Financial Analysis	7	L-18	
50322		Business Strategy	3		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18	

965242	Sustainable Accomodation and Event Management	3		30314	Sustainable Tourism and Rural Development	6	L-18
963214	Tourist behaviour and social psychology	3			Optional Course	6	L-18
963217	Principles of Marketing	3		30112	Principles of Marketing	7	L-18
965116	Events and Mice Management	3		30128	Event Management and Planning	6	L-18
961301	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
962413	Advanced Microeconomics	3		30116	Business Economics	6	L-18
966111	Preliminary Principles of Accounting	3		27004	Introduction to Accounting	8	L-18
50121	Principles of Marketing	3		30112	Principles of Marketing	7	L-18
50354	Global Financial Management	3		30117	Financial Analysis	7	L-18
50111	Business Economics	3		30116	Business Economics	6	L-18
54101	Marketing for Tourism Businesses	3		30132	Strategic Marketing and Management in Tourism	6	L-18
964312	Strategic Management of Tourism	3		30132	Strategic Marketing and Management in Tourism	6	L-18

2016/17

961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
50212	<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18
54305	Financial and Budgeting Management for Tourism Business	3		30117	Financial Analysis	7	L-18
964221	Logistics and Passenger Transportation Management for Tourism	3			Optional Course	6	L-18

961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
50212	<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18
54305	Financial and Budgeting Management for Tourism Business	3		30117	Financial Analysis	7	L-18
964221	Logistics and Passenger Transportation Management for Tourism	3			Optional Course	6	L-18

961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
50212	<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18
54305	Financial and Budgeting Management for Tourism Business	3		30117	Financial Analysis	7	L-18
49200	Principles of Economics	3		30102	Economics 1	8	L-18
964313	Sustainable Tourism Management	3		30134	Sustainable Tourism and Rural Development	6	L-18

961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
50212	<i>Accounting for Management</i>	3			Financial and operations decisions making - M2 Management Accounting		L-18
54305	Financial and Budgeting Management for Tourism Business	3		30117	Financial Analysis	7	L-18
50241	Business Mathematics and Statistics	3		30101	Mathmatics for Economists M1* PARTIAL RECOGNITION	6	L-18
964313	Sustainable Tourism Management	3		30134	Sustainable Tourism and Rural Development	6	L-18

2017/18

961351	Entrepreneur Finance	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
964312	Strategic Management of Tourism	3		30132	Strategic Marketing and Management in Tourism	6	L-18
964313	Sustainable Tourism Management	3		30134	Sustainable Tourism and Rural Development	6	L-18
964491	Seminar in Tourism	3			Optional Course (free choice)	6	L-18
961351	Entrepreneur Finance	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
964313	Sustainable Tourism Management	3		30134	Sustainable Tourism and Rural Development	6	L-18
9464233	Sport Tourism Management	3		30131	International Sport and Event Management	6	L-18
964234	Health Tourism Management	3			Optional Course	6	L-18
964313	Sustainable Tourism Management	3		30134	Sustainable Tourism and Rural Development	6	L-18
961351	Entrepreneur Finance	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
964312	Strategic Management for Tourism	3		30132	Strategic Marketing and Management in Tourism	6	L-18

49205	Management for Info Systems	3		30104	Information Systems and Data Management	6	L-18
54203	HR for TM	3			Optional Course	6	L-18
961351	Entrepreneur Finance	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
964313	Sustainable Tourism Management	3		30134	Sustainable Tourism and Rural Development	6	L-18
963421	Advertising and Sales Promotion	3			Optional Course	6	L-18
54305	Finance and Budgeting Management for Tourism Business	3		30117	Financial Analysis		
964312	Strategic Management for Tourism	3		30132	Strategic Marketing and Management in Tourism	6	L-18
964233	Sport Tourism Management	3			Optional Course	6	L-18
961351	Entrepreneur Finance	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
49200	Principles of Economics	3		30102	Economics I	8	L-18
54305	Finance and Budgeting Management for Tourism Business	3		30117	Financial Analysis	7	L-18
963418	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18
961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
966232	<i>Cost Management</i>	3		30118	Financial and operations decision making – M2 – Management accounting		L-18
961303	Portfolio Analysis and Management	3		30117	Financial Analysis	7	L-18
963418	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18

2018/19

961303	Portfolio Analysis and Management	3		30117	Financial Analysis	7	L-18
961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
54302	<i>Financial Management For Tourism</i>	3		30118	Financial and operations decision making – M2 Management accounting		L-18
964238	Event Management	3		30131	International Sport and Event Management	6	L-18
963231	Business Marketing	3			Optional Course	6	L-18
961303	Portfolio Analysis and Management	3		30117	Financial Analysis	7	L-18
961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
54302	<i>Financial Management For Tourism</i>	3		30118	Financial and operations decision making – M2 Management accounting		L-18
50111	Business Economics	3		30116	Business Economics	6	L-18
964238	Event Management	3		30131	International Sport and Event Management	6	L-18
961303	Portfolio Analysis and Management	3		30117	Financial Analysis	7	L-18
961351	<i>Entrepreneur Finance</i>	3		30118	Financial and operations decision making - M1 Elements of corporate finance	12	L-18
54302	<i>Financial Management For Tourism</i>	3		30118	Financial and operations decision making – M2 Management accounting		L-18
964238	Event Management	3		30131	International Sport and Event Management	6	L-18
963231	Business Marketing	3			Optional Course	6	L-18

2019/20

BS942024	Sport Tourism Management	3		30131	International Sport and Event Management	6	L-18
BS943009	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18
BS922241	Corporate Finance I	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
961359	Investment Planning	3		30117	Financial Analysis	7	L-18
BS942020	Meeting, Incentives, Convention and Exhibition Management	3			Free choice	6	L-18
BS942024	Sport Tourism Management	3		30131	International Sport and Event Management	6	L-18
BS943009	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18
BS922241	Corporate Finance I	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18

961359	Investment Planning	3		30117	Financial Analysis	7	L-18
BS942020	Meeting, Incentives, Convention and Exhibition Management	3			Free choice	6	L-18
BS311101	Preliminary Principles of Accounting	3		30105	Introduction to Accounting	8	L-18
BS922241	Corporate Finance I	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
BS943009	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18
BS942024	Sport Tourism Management	3		30131	International Sport and Event Management	6	L-18
961359	Investment Planning	3		30117	Financial Analysis	7	L-18
BS942024	Sport Tourism Management	3		30131	International Sport and Event Management	6	L-18
BS943009	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18
BS922241	Corporate Finance I	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
961359	Investment Planning	3		30117	Financial Analysis	7	L-18
BS942020	Meeting, Incentives, Convention and Exhibition Management	3			Free choice	6	L-18
BS942024	Sport Tourism Management	3		30131	International Sport and Event Management	6	L-18
961359	Investment Planning	3		30117	Financial Analysis	7	L-18
BS922241	Corporate Finance I	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
BS311101	Preliminary Principles of Accounting	3		30105	Introduction to Accounting	8	L-18
BS943009	Sustainable Tourism Development	3		30134	Sustainable Tourism and Rural Development	6	L-18
BS942020	Meeting, Incentives, Convention and Exhibition Management	3			Free choice	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

KOC University Istanbul (Turkey)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2010/11	AW320	Law of Obligations: mixed contr	6		30095	Applied sports & event law	5	L-18
	MKTG523	Strategic marketing	6		30093	Sports & event marketing	5	L-18
	FREN201	French 1: Beginners	6		30059	French A	5	L-18
	TURK201	Basik turkish 1	6			Optional course	5	L-18
	BLAW202	Business Law	6		30088	Contract law	5	L-18
	LAW430	International Commercial arbitration Law	6		30095	Applied Sports & Law	5	L-18
	MKTG303	Advertising and Promotion	6		30093	Sports & event marketing	5	L-18
	COMM0101	Basic Academic Writing	6			Optional course	5	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Universität Leuphana - Lüneburg

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2006 /07		Advertising and sales promotion	4	wöchentlich 1h 30		Marketing: Communication and promotion in tourism	5	L-18	
		Französisch niveau B (1): Recits et Projets	2,5	wöchentlich 1h 30		French B	2,5	L-18	
		Freizeithotellerie, -resorts und Freizeitanlagen	4	wöchentlich 1h 30		Dienstleistungsmanagement	5	L-18	
		English in business management (Module 2)	5	wöchentlich 3h		Optional	5	L-18	
		English for international tourism	4	wöchentlich 1h 30		Optional	5	L-18	
		Intensive German course	6	45		Optional	5	L-18	
	MHR 320	Principles of Management	4	40		Grundlagen der Unternehmensführugn	5	L-18	
	ACC 207	Financial Accounting for decision making	4	40		Rechnungswesen A	5	L-18	
	HRT 302	Hospitality marketing management	4	40		Strategic marketing for tourism	5	L-18	
MHR 320	Introduction to entrepreneurship	4	40		Professional development	5	L-18		
2007/08	35005001	Strategisches Management in Tourismus	6	wöchentlich 1h 30	30080	Strategic Marketing for Tourism	5	L-18	
		Nachhaltige Tourismusedwicklung	6	wöchentlich 1h 30		Optional	5	L-18	
		Unternehmungsführung	5	wöchentlich 2x 1h 30	30063	Entrepreneurship Development	5	L-18	
2009/10	39529000	Arbeitsrecht und Personalmanagement	5		30077	Arbeitsrecht	5	L-18	
	39533000	Wirtschaftsprivatrecht I, Vertragsrecht	5		30088	Vertragsrecht	5	L-18	
	60141000	Spanisch / FSZ (A1)	5		30061	Spanisch	5	L-18	
	60141000	Französisch / FSZ (B1)	5		30096	Optional	5	L-18	
	33752000	Gründungsplanung	5		30063	Unternehmerschulung	5	L-18	
	11105000	Sprache, Kommunkation, Diskurs: Performivität und Diskurs	5		30096	Optional	5	L-18	
	33452000	Marktforschung, Konsumentenverhalten, Kommunikation	5		30091	Marketing B	5	L-18	
	38012000	Arbeitsrecht I und II	5		30077	Arbeitsrecht	5	L-18	
	39506000	Vertragsmanagement	5		30088	Vertragsrecht	5	L-18	
	33405000	Werbung und Konsumentenverhalten	5		30096	Optional	5	L-18	
	3420500	Unternehmensführung	5		30063	Entrepeneurship development	5	L-18	
	3952900	Arbeitsrecht und Personalmanagement	5		30077	Arbeitsrecht	5	L-18	
	11301000 KBT 03	Tourismus: Kultur, Raum und Markt	5		30096	Optional	5	L-18	
	11105000 KKG 06	Sprache, Kommunkation, Diskurs: Performativität und Diskurs	5		30096	Optional	5	L-18	
	33206000	Finanzierung und Investition	5		30066	Rechnungswesen A	5	L-18	
	61601000	Spanisch /FSZ (A2)	5		30061	Spanisch	5	L-18	
	61601000	Französisch / FSZ (A2)	5		30096	Wahlfach	5	L-18	
	38012000	Arbeitsrecht	5		30077	Arbeitsrecht	5	L-18	
	35022000	Touristische Märkte 1	5		30038	Destinationsmanagement	5	L-18	
	35011000	Touristische Märkte 2	5		30080	Strategic marketing for tourism	5	L-18	
	33752000	Gründungsplanung	5		30063	Unternehmerschulung	5	L-18	
	35005000	Aktuelle Situation und Trends im Tourismusmarkt	5		30096	Wahlfach	5	L-18	
	2010/11	ACC207	Financial accounting for decision making	4		30066	Rechnungswesen A	5	L-18
		35022000	Touristische Märkte 1	5		30038	Destinationmanagement	5	L-18
		35011000	Touristische Märkte 2	5		30030	Strategic marketing for tourism	5	L-18
		61601000	Französisch	5		30059	Francese	5	L-18
MHR320		Introduction to entrepreneurship	4		30063	Unternehmerschulung	5	L-18	
		advertising and sales promotion	4		30083	Marketing	5	L-18	
		English in business management	5			Opzionale 1	5	L-18	
		English for international tourism	5			Opzionale 2	5	L-18	
1011232		Tourismanagement	5		30065	Tourist Service Management	5	L-18	
1012828		E-Tourism	5		30085	Internet Based Processes for Service Management and Marketing	5	L-18	
1012137		Tourism-culture, Space and Market	5		30086	Economics and structural development in rural areas	5	L-18	
12031000		Analysis of Cultural Spaces	5		30038	Destinationmanagement	5	L-18	
1010815		Spanish Negotiation and dispute in international business	5			Opzionale 1	5	L-18	

	1011516	German Intermediate level, grammar, text production	5			Opzionale 2	5	L-18
	1010757	Marketing planning and Product Management	5		30083	Marketing A	5	L-18
2012/13	30421000	Marketing	5		30112	Principles of Marketing	7	L-18
		International management I: Introduction to international business	5		30130	International Tourism Management	6	L-18
		International management II: Microfoundations of international management	5		30113	Entrepreneurship M2 - Leadership* PARTIAL RECOGNITION	6	L-18
		Responsibility of corporations	5			Optional course	6	L-18
	12911000	Tourism Management	5		30130	International Tourism Management	6	L-18
	56601000	Teamkompetenz Konflikte lösen/vermeiden	5		30113	Entrepreneurship M2 - Leadership* PARTIAL RECOGNITION	6	L-18
	33955000	Funktionen und Instrumente des Personalmanagements I	5			Optional course	6	L-18
		Methoden kultureller Kommunikationssprache, Zeichen, Schrift und Bild	5		30110	Communication Skills and Strategies	6	L-18
2013/14	33421000	Marketing	5		30112	Principles of Marketing	7	L-18
	12911000	Tourism Management	5		30130	International Tourism Management	6	L-18
	12003000	Methods of Cultural Analysis	5		30110	Communication Skills and Strategies	6	L-18
	28109000	Organizational psychology and personal development	5		30113	Entrepreneurship M2: Leadership* PARTIAL RECOGNITION	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Özyegin University Turkey

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14	HMAN101	Tourism industry	6		30124	Tourism economics	6	L-18
	MKTG201	Marketing	6		30112	Principles of Marketing	7	L-18
	FIN803	Strategic financial management	5		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18
	HUK380	Commercial Law	4		30119	Applied Business Law	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Polytechnic University - Hong Kong

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2016/17	HTM4309	<i>Strategic Management in Hospitality and Tourism</i>	3		30113	Entrepreneurship – M1 – Strategic Management	12	L-18
	HTM3206	<i>Managing Human Resources in Hospitality and Tourism</i>	3			Entrepreneurship – M2 – Leadership		
	HTM3202	Financial Management in Hospitality and Tourism	3		30117	Financial Analysis	7	L-18
	AF1605	Introduction to Economics	3		30102	Economics 1	8	L-18
	HTM4312	Environmental Management in the Hospitality Industry	3		30134	Sustainable Tourism and Rural Development	6	L-18
	HTM3202	Financial Management in Hospitality and Tourism	3		30117	Financial Analysis	7	L-18
	HTM3208	Tourism Economics	3		30124	Tourism Economics	6	L-18
	AF1605	Introduction to Economics	3		30102	Economics 1	8	L-18
	MM3411	Management Information Systems	3		30104	Information systems and data management	6	L-18
	2017/18	HTM4309	<i>Strategic Management in Hospitality and Tourism</i>	3		30113	Entrepreneurship – M1 – Strategic Management	12
HTM3206		<i>Managing Human Resources in Hospitality and Tourism</i>	3		Entrepreneurship – M2 – Leadership		L-18	
HTM3202		Financial Management in Hospitality and Tourism	3		30117	Financial Analysis	7	L-18
MM2711		Introduction to Marketing	3		30112	Principles of Marketing	7	L-18
HTM4324		Customer Relationship Management	3		30110	Communication Skills and Strategies	6	L-18
HTM3208		Tourism Economics	3		30124	Tourism Economics	6	L-18
2018/19	HTM3202	Financial Management in Hospitality and Tourism	3		30117	Financial Analysis	7	L-18
	HTM32304	Marketing in Hospitality and Tourism	3		30112	Principles of Marketing	7	L-18
	AF3313	<i>Business Finance</i>	3		30118	Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION	12	L-18
	AF2110	<i>Management Accounting 1</i>	3			Financial and operations decision making – M2 Management accounting* PARTIAL RECOGNITION		L-18
	HTM4309	<i>Strategic Management in Hospitality and Tourism</i>	3		30113	Entrepreneurship – M1 – Strategic Management	12	L-18
	HTM3206	<i>Managing Human Resources in Hospitality and Tourism</i>	3			Entrepreneurship – M2 – Leadership		L-18
	HTM3202	Financial Management in Hospitality and Tourism	3		30117	Financial Analysis	7	L-18
	HTM4312	Environmental Management in the Hospitality Industry	3		30134	Sustainable Tourism and Rural Development	6	L-18
	HTM4324	Customer Relationship Management	3		30110	Communication Skills and Strategies	6	L-18
	2019/20	AF3313	<i>Business Finance</i>	3		30118	Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION	12

AF2110	Management Accounting 1	3		30110	Financial and operations decision making – M2 Management accounting* PARTIAL RECOGNITION	6	L-18
HTM3202	Financial management in Hospitality Tourism	3		30117	Financial Analysis	7	L-18
HTM2304	Marketing in Hospitality and Tourism	3		30132	Strategic marketing and management in Tourism	6	L-18

2021/22

HTM4343	EVENT TOURISM AND MANAGEMENT	3		30182	EVENT MANAGEMENT AND PLANNING	6	L-18
MM4361	SOCIAL INNOVATION: ACHIEVING SUSTAINABLE DEVELOPMENT GOALS THROUGH BUSINESS	3		30181	SUSTAINABLE TOURISM DEVELOPMENT	6	L-18
HTM3208	TOURISM ECONOMICS	3		30179	ECONOMICS OF TOURISM AND DESTINATIONS	6	L-18
HTM4309	STRATEGIC MANAGEMENT IN HOSPITALITY AND TOURISM	3		30176	ENTERPRENEURSHIP AND LEADERSHIP -M-1 STRATEGIC MANAGEMENT * PARTIAL RECOGNITION	6	L-18
HTM3206	MANAGING HUMAN RESOURCES IN HOSPITALITY AND TOURISM	3		30176	ENTERPRENEURSHIP AND LEADERSHIP -M-2 ORGANIZATIONAL BEHAVIOUR AND LEADERSHIP* PARTIAL RECOGNITION	6	L-18
HTM3222	FINANCIAL MANAGEMENT IN HOSPITALITY, TOURISM AND EVENTS	3		30177	INTRODUCTION TO FINANCE	9	L-18
HTM3224	TECHNOLOGY STRATEGY IN HOSPITALITY, TOURISM AND EVENTS	3		30185	TECHNOLOGY, MEDIA AND DATA IN TOURISM, SPORTS AND EVENTS	3	L-18

HTM4343	EVENT TOURISM AND MANAGEMENT	3		30182	EVENT MANAGEMENT AND PLANNING	6	L-18
MM4361	SOCIAL INNOVATION: ACHIEVING SUSTAINABLE DEVELOPMENT GOALS THROUGH BUSINESS	3		30181	SUSTAINABLE TOURISM DEVELOPMENT	6	L-18
HTM3208	TOURISM ECONOMICS	3		30179	ECONOMICS OF TOURISM AND DESTINATIONS	6	L-18
HTM4309	STRATEGIC MANAGEMENT IN HOSPITALITY AND TOURISM	3		30176	ENTERPRENEURSHIP AND LEADERSHIP -M-1 STRATEGIC MANAGEMENT * PARTIAL RECOGNITION	6	L-18
HTM3226	MANAGING HUMAN RESOURCES IN HOSPITALITY AND TOURISM	3		30176	ENTERPRENEURSHIP AND LEADERSHIP -M-2 ORGANIZATIONAL BEHAVIOUR AND LEADERSHIP* PARTIAL RECOGNITION	6	L-18
HTM3222	FINANCIAL MANAGEMENT IN HOSPITALITY, TOURISM AND EVENTS	3		30177	INTRODUCTION TO FINANCE	9	L-18
HTM3224	TECHNOLOGY STRATEGY IN HOSPITALITY, TOURISM AND EVENTS	3		30185	TECHNOLOGY, MEDIA AND DATA IN TOURISM, SPORTS AND EVENTS	3	L-18

2022/23

HTM4350	BIG DATA ANALYTICS IN HOSPITALITY, TOURISM AND EVENTS	6		30185	TECHNOLOGY, MEDIA AND DATA IN TOURISM, SPORT AND EVENTS	3	L-18
HTM4317	CONTEMPORARY ISSUES IN TOURISM	6		30189	CURRENT ISSUES IN TOURISM MANAGEMENT	6	L-18
HTM3208	TOURISM ECONOMICS	6		30179	ECONOMICS OF TOURISM AND DESTINATIONS	6	L-18
HTM2304	MARKETING IN HOSPITALITY AND TOURISM	6		30187	STRATEGIC MARKETING FOR TOURISM	6	L-18

HTM2303	HOTEL OPERATIONS	6			FREE CHOICE	6	L-18
HTM3224	TECHNOLOGY STRATEGY IN HOSPITALITY, TOURISM AND EVENTS	6		30185	TECHNOLOGY, MEDIA AND DATA IN TOURISM, SPORTS AND EVENTS	3	L-18
HTM3222	FINANCIAL MANAGEMENT IN HOSPITALITY, TOURISM AND EVENTS	6		30177	INTRODUCTION TO FINANCE	9	L-18
HTM4331	HOTEL PROFESSIONAL DEVELOPMENT	6			FREE CHOICE	6	L-18
HTM3226	MANAGING HUMAN RESOURCES IN HOSPITALITY, TOURISM AND EVENTS	6		30176	ENTREPRENEURSHIP AND LEADERSHIP -M-2 ORGANIZATIONAL BEHAVIOUR AND LEADERSHIP* PARTIAL RECOGNITION	6	L-18
HTM3224	TECHNOLOGY STRATEGY IN HOSPITALITY, TOURISM AND EVENTS	6		30185	TECHNOLOGY, MEDIA AND DATA IN TOURISM SPORTS AND EVENTS	3	L-18
HTM3205	ANALYSING AND INTERPRETING RESEARCH	6		30190	QUANTITATIVE METHODS IN MANAGEMENT	6	L-18
HTM4312	ENVIRONMENTAL MANAGEMENT IN THE HOSPITALITY INDUSTRY	6		30181	SUSTAINABLE TOURISM DEVELOPMENT	6	L-18
HTM3208	TOURISM ECONOMICS	6		30179	ECONOMICS OF TOURISM AND DESTINATIONS	6	L-18
HTM4343	EVENTS TOURISM AND MANAGEMENT	6		30182	EVENT MANAGEMENT AND PLANNING	6	L-18
HTM2325	MARKETING HOSPITALITY, TOURISM AND EVENTS IN THE DIGITAL AGE	6		30187	STRATEGIC MARKETING FOR TOURISM	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Radboud University - Netherlands

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2021/22	MAN-BCU345	Cross-Cultural Management and Communication	6		30176	Entrepreneurship and Leadership M-2 Organizational Beha	6	L-18
	MAN-BCU2040	Economic Development	6		30181	Sustainable Tourism Development	6	L-18
	MAN-BKV47	International Management	6		30189	Current Issues in Tourism Management	6	L-18
	MAN-BCU168	Accounting	6		30172	Managerial Accounting	6	L-18
	MAN-BCU012EN	Strategy	6		30187	Strategic Marketing for Tourism	6	L-18
	MAN-BKV64	Principles of Consumer Behaviour	6		30187	Strategic Marketing for Tourism	6	L-18

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years
Faculty of Economics and Management

Siam University - Thailand

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2017/18	221-300	Managerial Accounting	3	45	30117	Financial and operations decision making – M2 – Management accounting		L-18
	221-205	Principles of Marketing	3	45	30112	Principles of Marketing	7	L-18
	117-115	Cross Cultural Communication	3	45		Optional Course (Free Choice)	6	L-18
	221-414	Management of International Business	3	45		Optional Course (Free Choice)	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Southern Cross University - Australia

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2011/12	COM 00207	Communication in organization	12		30110	Communication Skills and strategies	6	L-18
	MKT 00127	Tourism and Hospitality Marketing	12		30112	Principles of Marketing	7	L-18
	MNG 00427	Entrepreneurship in Tourism and Hospitality	12		30113	Entrepreneurship (M1 + M2)	12	L-18
	ECO 00424	Economic analysis for Tourism and Hospitality	12		30124	Tourism Economics	6	L-18
	MNG 00421	Events management	12		30128	Event management and planning	6	L-18
	MKT 00204	Special Interest Tourism	12		30141	Optional course		L-18
	COM00207	Communication in organization	12		30110	Communication Skills and strategies	6	L-18
	MKT00127	Tourism and Hospitality Marketing	12		30112	Principles of Marketing	7	L-18
	MNG00427	Entrepreneurship in Tourism and Hospitality	12		30113	Entrepreneurship (M1 + M2)	12	L-18
	ECO00424	Economic analysis for Tourism and Hospitality	12		30124	Tourism Economics	6	L-18
	MNG00421	Events management	12		30128	Event management and planning	6	L-18
	2012/13	MKT00127	Tourism and Hospitality Marketing	12		30112	Principles of Marketing	7
MNG00427		Entrepreneurship in Tourism-Hospitality	12		30113	Entrepreneurship (M1 + M2)	12	L-18
MNG00421		Events management	12		30128	Event management and planning	6	L-18
LAW00523		Commercial law	12		30119	Applied business law	6	L-18
HMS00423		Sustainable Tourism	12		30134	Sustainable tourism and rural development	6	L-18
MKT00128		Tourism and hospitality sales and promotion	12		30132	Marketing and management in tourism	6	L-18
MNG01413		Human resource and workplace management	12			Optional course	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Sun Yat Sen University (China)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2015/16		Business Comunication	4	1 cp equals 18 hrs	30110	Communication Skills and Strategies	6	L-18	
		Marketing research	2	1 cp equals 18 hrs	30112	Principles of Marketing	7	L-18	
		International Marketing	4	1 cp equals 18 hrs	30112	Principles of Marketing	7	L-18	
		Business Finance	4	1 cp equals 18 hrs	30117	Financial Analysis	7	L-18	
		Consumer Behavior	6	1 cp equals 18 hrs		optional course	6	L-18	
		Chinese Language Course	6	1 cp equals 18 hrs		optional course	6	L-18	
		Business English	2	1 cp equals 18 hrs	30146	Specialized language course for Economics - English	3	L-18	
		Business Comunication	2	1 cp equals 18 hrs	30110	Communication Skills and Strategies	6	L-18	
		Marketing research	2	1 cp equals 18 hrs	30112	Principles of Marketing	7	L-18	
		Business Finance	2	1 cp equals 18 hrs	30117	Financial Analysis	7	L-18	
		International Marketing	2	1 cp equals 18 hrs	30112	Principles of Marketing	7	L-18	
		Consumer Behavior	3	1 cp equals 18 hrs		optional course	6	L-18	
		Chinese Language Course	2	1 cp equals 18 hrs		optional course	6	L-18	
	2016/17		Cross-Cultural Communications	2	1 cp equals 18 hrs	30110	Communication Skills and Strategies	6	L-18
		Analysis of Tourism Finance and Investment	2		30117	Financial Analysis	7	L-18	
		Consumer Behavior	3	1 cp equals 18 hrs		optional course	6	L-18	
		Chinese Language Course	2	1 cp equals 18 hrs		optional course	6	L-18	
		Cross-Cultural Communications	2	1 cp equals 18 hrs	30110	Communication Skills and Strategies	6	L-18	
		Analysis of Tourism Finance and Investment	2	1 cp equals 18 hrs	30117	Financial Analysis	7	L-18	
		Consumer Behavior	3	1 cp equals 18 hrs		optional course	6	L-18	
		Chinese Language Course	2	1 cp equals 18 hrs		optional course	6	L-18	
		Financial Management for Entrepreneurs	2	1 cp equals 18 hrs	30117	Financial Analysis	7	L-18	
		Business Comunication	2		30110	Communication Skills and Strategies	6	L-18	
		Chinese Language Course	2	1 cp equals 18 hrs		optional course	6	L-18	
		Consumer Behavior	3	1 cp equals 18 hrs		optional course	6	L-18	
2017/18			Business Comunication	2		30110	Communication Skills and Strategies	6	L-18
			Investing and financing analysis of tourism	2		30118	Financial and operations decision making - M2 - Managment accounting	12	L-18
		Finance	2		30118	Financial and operations decision making - M1- elements of corporate finance	12	L-18	
		Audience Development	2			optional course	6	L-18	
		Latin american studies	2			optional course	6	L-18	
		Middle Eastern Studies	2			optional course	6	L-18	
		Audience Development	2			optional course	6	L-18	
		Finance	2		30118	Financial and operations decision making - M1- elements of corporate finance	12	L-18	
		Investing and financing analysis of tourism	2		30118	Financial and operations decision making - M2 - Managment accounting	12	L-18	
		International trade	2		30124	Tourism economics	6	L-18	
		Business Comunication	2		30110	Communication Skills and Strategies	6	L-18	
		Investing and financing analysis of tourism	2		30118	Financial and operations decision making - M2 - Managment accounting	12	L-18	
		Finance	2		30118	Financial and operations decision making - M1- elements of corporate finance	12	L-18	
		Audience Development	2			optional course	6	L-18	
	Analysis of financial statements of tourism enterprises	2			optional course	6	L-18		

	Business Communication	2		30110	Communication Skills and Strategies	6	L-18
	Latin american studies	2			optional course	6	L-18
	Audience Development	2			optional course	6	L-18
	Finance	2		30118	Financial and operations decision making - M1- elements of corporate finance	12	L-18
	Investing and financing analysis of tourism	2		30118	Financial and operations decision making - M2 - Managment accounting		L-18
2018/19	Finance	2		30118	Financial and operations decision making - M1- elements of corporate finance* PARTIAL RECOGNITION	6	L-18
	Big Data and Service Management	2			optional course	6	L-18
	British/American Society and Culture	2			optional course	6	L-18
	Personal Communication and Public Relations	2		30110	Communication Skills and Strategies	6	L-18
2019/20	<i>Finance</i>	2		30118	Financial and operations decision making - M1- elements of corporate finance	12	L-18
	<i>Investing and financing analysis of tourism</i>	2			Financial and operations decision making - M2 - Managment accounting		L-18
	Financial Management for Entrepreneurs	2		30117	Financial Analysis	7	L-18
	British/American Society and Culture	2			optional course	6	L-18
	Big Data and Service Management	2			optional course	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

National Sun Yat-Sen University (Taiwan)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2007/08		Social Marketing or International Marketing Management	3	3h/week		Marketing: Communication and promotion in tourism	5	L-18
		Public opinion and voting behaviour	3	3h/week		Statistica A	5	L-18
		Introduction to ethnic music	2	2h/week		Kultur- und Brauchtumtourismus	2	L-18
		Global change & the ocean or Strategic Management	2	2h/week		Regionalentwicklung	5	L-18
		Strategic Management or Law and economics	2	2h/week		Economia del turismo	5	L-18
		Strategic Management or Human Resource Management	2	2h/week		Legislazione turistica / Arbeitsrecht	5	L-18
		US, PRC, Taiwan and Taiwan Strait Security	3	3h/week		Tourismuspolitik und -planung	5	L-18
		Mandarin:Basic Conversation		6h/week		wahlfach	5	L-18
2010/11	B4022006	Business English & Communication	3		30084	Communication skills & strategy	5	L-18
	M4610025	World Economy	3		30058	Macroeconomics (Eco B)	5	L-18
	B1022015	Spanish	3		30061	Spanish	5	L-18
		Innovation & Entrepreneurship	3		30063	Unternehmerschulung	5	L-18
		Chinesisch - Sprachkurs	3			Wahlfach	5	L-18
		Macroeconomics	3		30058	Economics B	5	L-18
	M4611003	Management Informations Systems	3		30085	Internet Based Process	5	L-18
	M46012101	Ethic Leadership decisions	3		30063	Unternehmerschulung	5	L-18
	M6042003	Theory of International trade	3			Optional Course	5	L-18
	B4022006	Business English & communication	3		30084	Communication skills & strategy	5	L-18
	M4610025	World Economy	3		30058	Macroeconomics	5	L-18
	B1022015	Spanish	3		30061	Spanish	5	L-18
	M4610001	Innovation & Entrepreneurship	3		30063	Unternehmerschulung	5	L-18
		Chinesisch - Sprachkurs	3			Wahlfach	5	L-18
	M4012101	Ethics, Leadership and Decision	3		30063	Unternehmerschulung	5	L-18
	M4611003	Management information systems	3		30085	Internet based processes for service management & marketing	5	L-18
B6662001	Statistics	3		30055	Statistica A	5	L-18	
M6042003	Theory of International Trade	3			Optional course	5	L-18	
2015/16	IB501	Managerial Economics	3		30116	Business Economics	6	L-18
	MIS 235	Business English & Communication	3		30110	Communication skills & strategy	6	L-18
	IB594	Financial Management			30117	Financial Analysis	7	L-18
	HRM651	International Marketing Management	3		30112	Principles of Marketing	7	L-18
	HRM502	Organizational Behavior	3		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	IB521	Accounting	3		30105	Introduction to Accounting	8	L-18
2017/18	GHRM650	International Marketing Management	3		30112	Principle of Marketing Entrepreneurship - M2 Leadership*	7	L-18
	GHRM532	Entrepreneurship and HR Management	3		30113	PARTIAL RECOGNITION	6	L-18
	GHRM652	Work and Culture	3		30110	Communication Skills & Strategies	6	L-18
	CLC101	Beginner Mandarin Course	3			Extracurricular Course	3	L-18
	PAM536	Sustainability of Global Enterprise	3		30134	Sustainable Tourism	6	L-18
2023/24	BM341	INTEGRATED MARKETING COMMUNICATION	3		30159	MARKETING RESEARCH: METHODS AND TOOLS	6	L-18
	BM303	MANAGEMENT INFORMATION SYSTEM	3		30191	DATA MANAGEMENT, ANALYSIS AND SECURITY	6	L-18
	PAM538	SUSTAINABLE DEVELOPMENT AND GREEN MANAGEMENT	3		30181	SUSTAINABLE TOURISM DEVELOPMENT	6	L-18
	MIS207	STATISTICAL DATA ANALYSIS	3		30185	TECHNOLOGY, MEDIA UND DATA	3	L-18
	IB502	STATISTICS AND QUANTITATIVE METHODS	3		30185	TECHNOLOGY, MEDIA UND DATA	3	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Taylor's University - Malaysia

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2016/17		Financial Management	3		30117	Financial Analysis	7	L-18	
		Tourism Marketing	2		30112	Principles of Marketing	7	L-18	
		Human Resource Management	3		30113	Entrepreneurship – M2 Leadership* PARTIAL RECOGNITION	6	L-18	
		Sustainable Tourism Development	2		30134	Sustainable Tourism and Rural Development	6	L-18	
		French Basic 1	2		30114	Foreign Language "French"	6	L-18	
		Recreational Management Applications: Spa Management	3			Optional course	6	L-18	
		FIN60103	Financial Management	3		30117	Financial Analysis	7	L-18
		MKT60203	Tourism Marketing	2		30112	Principles of Marketing	7	L-18
		HRM60103	Hospitality Human Resource Management	3		30113	Entrepreneurship – M2 Leadership* PARTIAL RECOGNITION	6	L-18
		TOU60502	Sustainable Tourism Development	2		30134	Sustainable Tourism and Rural Development	6	L-18
		MIKT60203	Integrated Marketing Communcation	3		30110	Communication Skills and Strategies	6	L-18
		REC60103	Recreation Management Applications: Spa Management	3			Optional course	6	L-18
	2017/18	HRM60103	Hospitality Human Resource Management	3		30113	Entrepreneurship – M2 Leadership* PARTIAL RECOGNITION	6	L-18
		FIN60103	Financial Management	3		30117	Financial Analysis	7	L-18
FRE60202		French 2 - Intermediate	3		30114	Foreign Language "French"	6	L-18	
EVT60603		Special Events & Festivals	3			Optional Course (Free Choice)	6	L-18	
2018/19	MKT60104	Principles of Marketing	6		30112	Principles of Marketing	7	L-18	
	ACC60404	Management Accountin	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18	
	MKT61404	Interactive and digital marketing	6			Optional course	6	L-18	
	MKT60104	Principles of Marketing	6		30112	Principles of Marketing	7	L-18	
	HRM60804	International HRM	6		30113	Entrepreneurship – M2 Leadership* PARTIAL RECOGNITION	6	L-18	
	ACC60404	Management Accountin	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18	
	MKT61404	Interactive and digital marketing	6			Optional course	6	L-18	
	COM61604	Business communication	6		30110	Communication Skills and Strategies	6	L-18	

2019/20	MKT60104	Principles of Marketing	6		30112	Principles of Marketing	7	L-18
	HRM60804	International HRM	6		30113	Entrepreneurship – M2 Leadership* PARTIAL RECOGNITION	6	L-18
	ACC60404	Management Accountin	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18
	COM61604	Business communication	6		30110	Communication Skills and Strategies	6	L-18
	CSC60404	Management Information System	6			Optional course	6	L-18
2020/21	MKT60104	Principles of Marketing	6		30112	Principles of Marketing	7	L-18
	CSC60404	Management Information System	6			Optional course	6	L-18
	ACC60404	Management Accountin	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18
	RES60104	Research Methods	6		30111	Statistics and Methods of Empirical Research	7	L-18
	LAW60104	Business Law	6		30119	Business Law	6	L-18
	MKT61404	Interactive and Digital Marketing	6			Optional course	6	L-18
2021/22	EVT61104	Event Sponsorship and Funding	6		30186	Sport Marketing and Sponsorship	6	L-18
	TOU60304	Data and Media Analysis for Tourism	6		30191	Datenmanagement, - analyse und -schutz	6	L-18
	HOS61204	Hospitality Management and Leadership	6		30176	Entrepreneurship and Leadership - M2 - Organizational behaviour and leadership* PARTIAL RECOGNITION	6	L-18
	EVT60404	Events Project Management	6		30182	Event Management and Planning	6	L-18
	EVT61704	Sustainable Event Management	6		30181	Sustainable Tourism Development	6	L-18
	HOS61204	Hospitality Project Management	6			Free Choice	6	L-18
	HOS61604	Luxury Brand Management				free choice	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Technische Universität Dresden

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14	WW-BA-01	Mathematik	9		30101	Mathematics for Economics M1 + M2	12	L-18
	WW-BA-03	Grundlagen des Rechnungswesens	7		30105	Introduction to Accounting	8	L-18
	WW-BA-12	Statistik	9		30111	Statistics and Methods of Empirical Research	7	L-18
	WW-BA-20-086	Tourismuswirtschaft	6		30124	Tourism Economics	6	L-18
		Organisation und Management von Kulturveranstaltungen	4			Optional Course	6	L-18
								L-18
	WI-BA-02	Aqua/Mentorenprogramm	6		30110	Communication Skills and Strategies	6	L-18
	WW-BA-21-08	Verkehrswissenschaft und Politik	9		30129	Management of Travel and Transport Organizations	6	L-18
	WW-BA-19.04	Vertiefungsthemen im Schwerpunkt Marketing und Management	6		30112	Principles of Marketing	7	L-18

LLP Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Technische Universität Hamburg

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2012/13	IWI	Internationales Wirtschaftsrecht	6		30120	Angewandtes Wirtschaftsrecht	6	L-18
	IWI	Internes und externes Rechnungswesen	6		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years
Faculty of Economics and Management

Turiba University

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2018/19	VAL1181P	Spanish language for business 1	3		30115	Foreign language "Spanish"	6	L-18
	EKO01062P	Managerial Accounting	6		30105	Introduction to accounting	8	L-18
	EKO1152P	Marketing research	3		30159	Marketing research	6	L-18
	EKO1286P	Econometry	4,5		30111	Statistics and Methods of Empirical Research	7	L-18
	SKA2D ICO3	Spanish for special purpose 2	6		30115	Foreign language "Spanish"	6	L-18
	VAD1665P	Introduction into Tourism	6		30158	Introduction into Tourism management System	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Universität Augsburg

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14	5	Marketing	5		30112	Principles of Marketing	7	L-18
	51	<i>Strategisches Managment</i>	4		30113	Entrepreneurship – M1 – Strategic Management	12	L-18
	510	<i>Unternehmensführung - Karriere und Organisation</i>	4		30113	Entrepreneurship – M2 – Leadership		L-18
		Course Espanol	6		30115	Foreign Language Spanish	6	L-18
		Seminartopics. Global Business	6			Optional course	6	L-18
		Global perspectives of public and private sector interaction	4			Optional course	6	L-18
	67	Statistik	6		30111	Statistics and methods for empirical research	7	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Université Catholique de Louvain

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2023/24	LLSMS2014	Entrepreneurial Finance	5		31009B	Revenue Management e Finanza per le imprese turistiche - M-2 Finanza per le imprese del settore turistico* PARTIAL RECOGNITION	6	LM - 77
	LMULT2223	Reading comprehension and vocabulary extension: economic and commercial texts in English	4			Free choice	6	LM - 77
	LLSMS2001	Consumer Behavior	5		31011	Turismo enogastronomico	6	LM - 77
	LLSMS2091	Cross Cultural Competences and Management	5			Free choice	6	LM - 77
	LLSMS2903	Digital Transformation Management	5		31010	Data Management and Analytics	6	LM - 77

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Internation University College, Dobrich - Bulgaria

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2011/12	HM141	<i>Tour operations, travel agents and passenger transport</i>	5		30129	Management of travel and transport organizations	6	L-18
	HM142	<i>Alternative tourism</i>	2,5					L-18
	HM041	<i>Research and statistics</i>	4,5		30111	Statistics and methods of empirical research	7	L-18
	HM042	<i>Information Technologies</i>	3					L-18
	HM111	<i>Event Management</i>	2,5		30128	Event Management and Planning	6	L-18
	HM112	<i>Animation</i>	2					L-18
	HM113	<i>Practice F&B/bar/restaurant</i>	2,5					L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Universidad de Alcalá

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2007/08		Derecho civil	4,5	4 months		Diritto Commerciale	5	L-18
		Contabilidad de costes para empresas turísticas	4,5	4 months		Rechnungswesen B	5	L-18
		Gestión de espacios naturales y turismo rural	4,5	4 months		Wirtschafts- und Strukturentwicklung im ländlichen Raum	5	L-18
		Recursos territoriales turísticos	4,5	4 months		Destinationsmanagement	5	L-18
		Derecho de la empresa y legislación turística	4,5	4 months		Legislazione turistica	5	L-18
		Gestión de alojamiento y restauración	4,5	4 months		Tourist service management	5	L-18
		Cultura alimentaria y turismo	4,5	4 months		Optional Course	5	L-18
		Regímenes especiales de tributación en el sector turístico	4,5	4 months		Optional Course	5	L-18
		Gestión de espacios naturales y turismo rural	4,5	45 hours		Optional Course	5	L-18
		Recursos territoriales turísticos	4,5	45 hours		Destinationsmanagement	5	L-18
		Derecho de la empresa y legislación turística	4,5	45 hours		Legislazione turistica applicata	5	L-18
		Organización y gestión de empresas	4,5	45 hours		Optional Course	5	L-18

Erasmus Exchange Programme

 List of course equivalences recognised in previous years
 Faculty of Economics and Management

Universidad de Las Palmas

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2007/08	12280	Ordenación Administrativa del Turismo	4,5			Legislazione turistica	5	L-18	
	12299	Turismo y Desarrollo Sostenible	4,5			Regionalentwicklung	5	L-18	
	12288	Recursos Territoriales Turísticos	4,5			Destinationmanagement	5	L-18	
	13211	Habilidades directivas y recursos humanos	4,5			Professional Development	5	L-18	
2015/16	40523	Direccion de marketing operativo	6		30112	Principles of Marketing	7	L-18	
	41306	Recursos territoriales turisticos	6		30135	Tourism and Regional Products	6	L-18	
	40515	Contabilidad de Gestion	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18	
	41323	Gestion de alojamientos	6			Optional Course	6	L-18	
2016/17	41314	Habilidades directivas y recursos humanos	6		30110	Communication skills and strategies	6	L-18	
	41327	Finanzas corporativas en las empresas turisticas	6		30118	Financial and operations decision making – M1 – Elements of corporate finance * PARTIAL RECOGNITION	6	L-18	
	10211	Gestión de organizaciones y servicios deportivos	6		30138	Sport and Event marketing and sponsorship	6	L-18	
	12299	Turismo y Desarrollo Sostenible	6		30134	Sustainable Tourism and Rural Development	6	L-18	
	41328	Direccion estrategica de empresas y destinos turisticos	6		30132	Strategic marketing and management in tourism	6	L-18	
	14318	Marketing turistico	6		30112	Principles of Marketing	7	L-18	
	41343	Control de Gestión	3		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18	
	40519	Comportamiento organizativo y direccion de empresas	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	40228	Organizacion de eventos deportivos	6		30128	Event Management and Planning	6	L-18	
	2017/18	41302	Estadística Básica aplicada al sector turístico	6		30111	Statistics and Methods of Empirical Research	7	L-18
		41330	Dirección de recursos humanos	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18
		41321	Turismo y desarrollo sostenible	6		30134	Sustainable Tourism and Rural Development	6	L-18
		40519	Comportamiento organizativo y direccion de empresas	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18
14318		Marketing turistico	6		30112	Principles of Marketing	7	L-18	
40515		Contabilidad de gestion	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18	
41306		Recursos territoriales turisticos	6		30135	Tourism and Regional Products	6	L-18	
2018/19		14318	Marketing turistico	6		30112	Principles of Marketing	7	L-18
		40516	<i>Finanzas Corporativas I</i>	6		30118	Financial and operations decision making – M1 – Elements of corporate finance	12	L-18
	41343	<i>Control de Gestión</i>	3		Financial and operations decision making – M2 Management accounting		L-18		
	40519	Comportamiento organizativo y direccion de empresas	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	41318	Marketing turistico	6		30112	Principles of Marketing	7	L-18	

	40515	Contabilidad de gestion	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18
	40229	Actividad Fisica en el Sector Turistico	6			Optional course	6	L-18
2019/20	41314	Habilidades directivas	6		30110	Communication skills and strategies	6	L-18
	41321	Turismo y desarrollo sostenible	6		30134	Sustainable Tourism and Rural Development	6	L-18
	40701	Matemáticas para la economía I	6		30101	Mathematics for Economics - M1 * PARTIAL RECOGNITION	6	L-18
	40523	Estrategia empresarial	6		30113	Entrepreneurship – M1 – Strategic Management* PARTIAL RECOGNITION	6	L-18
	41304	Dirección de empresas turísticas	6		30158	Introduction into Tourism Management System	6	L-18
	49102	Español Lengua Extranjera B2	6			Optional course	6	L-18
	41318	Marketing turistico	6		30112	Principles of Marketing	7	L-18
	40516	Finanzas Corporativas I	6		30118	Financial and operations decision making – M1 – Elements of corporate finance	12	L-18
	41343	Control de Gestión	3			Financial and operations decision making – M2 Management accounting		L-18
	41306	Recursos territoriales turisticos	6		30135	Tourism and Regional Products	6	L-18
	49101	Español para extranjeros	6		30115	Foreign Language "Spanish"	6	L-18
2020/21	40515	Contabilidad de gestión	6		30172	Managerial Accounting	6	L-18
	40519	Comportamiento organizativo y dirección de empresas	6		30176	Entrepreneurship and leadership– M2 – Organizational behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	40542	Gestión de la calidad y del medio ambiente	6		30181	Sustainable tourism development	6	L-18
	41323	Gestión de alojamientos	6			Optional course	6	L-18
2021/2022	41322	Sistemas y Tecnología de la Información para la Gestión Turística	6		30185	Technology, Media and Data in Tourism, Sport and Events	3	L-18
	40511	Métodos Cuantitativos	6		30190	Quantitative Methods in Management	6	L-18
	40524	Dirección de Marketing Estratégico	6		30187	Strategic Marketing for Tourism	6	L-18
	41328	Dirección Estratégica de Empresas y Destinos Turísticos	6		30189	Current Issues in Tourism Management	6	L-18
	41337	Análisis contable	6		30172	Managerial Accounting	6	L-18
	40516	Finanzas corporativa	6		30177	Introduction to Finance	9	L-18
	40519	Comportamineto organizativo y direccion de empresas	6		30176	Entrepreneurship and leadership– M2 – Organizational behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	41335	Ocio y turismo	6		30182	Gestione e pianificazione degli eventi	6	L-18
	40542	Gestión de la calidad y del medio ambiente	6		30181	Nachhaltige Tourismusentwicklung	6	L-18
	41323	Accommodation Management	6			Optional course	6	L-18
2022/23	41337	Análisis contable	6		30172	managerial accounting	6	L-18
	40519	comportamiento organizativo y direccion de empresas	6		30176	Entrepreneurship and leadership– M2 – Organizational behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	41335	ocio y turismo	6		30182	gestione e pianificazione degli eventi	6	L-18
	40542	gestion de la calidad y del medio ambiente	6		30181	nachhaltige tourismusentwicklung	6	L-18
	40528	Planificacion e implantacion de estrategias	6		30176	Entrepreneurship and Leadership M1 - Stategic Management* PARTIAL RECOGNITION	6	L-18
	41337	Análisis contable	6		30172	managerial accounting	6	L-18
	40519	comportamiento organizativo y direccion de empresas	6		30176	Entrepreneurship and leadership– M2 – Organizational behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	41335	ocio y turismo	6		30182	gestione e pianificazione degli eventi	6	L-18
	40542	gestion de la calidad y del medio ambiente	6		30181	nachhaltige tourismusentwicklung	6	L-18
	40528	Planificacion e implantacion de estrategias	6		30176	Entrepreneurship and Leadership M1 - Stategic Management* PARTIAL RECOGNITION	6	L-18

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years
Faculty of Economics and Management

Università degli Studi Roma Tre - Italia

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2010/11		Statistica	9	30		Statistica	5	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Universidad del Pais Vasco (Bilbao)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2007/08	15459	Economía de la empresa: dirección	4,5	35		Enterpreneurship development	5	L-18
	15549	Marketing en sectores especificos	6	45		Marketing communication and promotion in tourism	5	L-18
		Estadística descriptiva	6	45		Statistica A	5	L-18
		Lengua extranjera: Frances	6	45		French A + B	5	L-18
	12740	Juegos de empresa	4,5	35		Optional subject	5	L-18
		Dirección de la empresa familiar	6	45		Optional subject	5	L-18
	15459	Economía de la empresa: dirección	4,5	35		Professional development	5	L-18
	15549	Marketing en sectores especificos	6	45		Strategic marketing for Tourism	5	L-18
	12740	Juegos de empresa	4,5	35		Optional subject	5	L-18
2008/09	15453	Derecho Mercantil	6			Handelsrecht	5	L-18
	15549	Marketing en sectores especificos	6			Tourismusmarketing	5	L-18
	15550	Marketing internacional	6			Strategisches Tourismusmarketing	5	L-18
	15509	Dirección Estr. de la promoción, innovacion y medio ambiente				Wirtschafts- und Strukturentwicklung im ländlichen Raum	5	L-18
	15483	Sociología de las relaciones industriales				Wahlfach	5	L-18
	20971	Espanol				Wahlfach	5	L-18
		Gestion Empresarial de medio ambiente				Wahlfach	5	L-18
	15559	Sociología de la empresa				Wahlfach	5	L-18
		Gestion Empresarial europea				Wahlfach	5	L-18
2009/10	15505	Derecho Comercial	6			Commercial Law	5	L-18
	13547	Marketing Avanzado	6			Strategic Marketing for Tourism	5	L-18
	15509	Dirección Estr. de la promoción, innovacion y medio ambiente	6			Economics and Strucutral Development in Rural areas	5	L-18
		Espanol	8			Optional	5	L-18
		Euskera	8			Optional	5	L-18
	11230	Marketing Avanzado	6			Strategic Marketing for Tourism	5	L-18
	11240	El cibermercado en el espacio Internet	5			Internet based process for marketing	5	L-18
	11234	International Economic Relations	5			Optional	5	L-18
2010/11	15459	Economía de la empresa: dirección	4,5			Entrepreneurship development	5	L-18
	15549	Marketing en sectores especificos	6			Marketing communication	5	L-18
	15479	Matemática II	6			Mathematik B	5	L-18
	15486	Teoria Macroeconomia	6			Economics B	5	L-18
	15505	Derecho Comercial	6			Handelsrecht	5	L-18
	11240	El cibermercado en el espacio Internet	6			Internet based process for marketing	5	L-18
	15504	Dirección Estr. de la promoción, innovacion y medio ambiente	6			Wirtschafts- und Strukturent. Im I. Raum	5	L-18
	15493	Comunicación y publicidad y amb.	6			Optional	5	L-18
	15507	Derecho de trabajo	6			Arbeitsrecht	5	L-18
	15547	Marketing Avanzado	6			Strategic Marketing for tourism	5	L-18
	11223	Teoria de Mercedos	6			Optional	5	L-18
	25024	Matemáticas I	6			Matemática A	5	L-18
	20285	Mujeres y Economia	6			Optional	5	L-18

2012/13	25828	<i>Economía de la empresa: Organización y dirección</i>	6		30116	Business economics	6	L-18
	27001	<i>Microeconomía intermedia</i>	6					L-18
	27069	Comunicación comercial: decisiones	6			Optional course	6	L-18
	25813	Marketing internacionales	6		30112	Principles of Marketing	7	L-18
	26988	<i>Gestión en mercados financieros renta variable y derivados</i>	6		30118	Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION	12	L-18
	25827	<i>Contabilidad financiera</i>	6			Financial and operations decision making – M2 Management accounting* PARTIAL RECOGNITION		L-18

Bilateral Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Università di Cagliari

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2009/10	SECS-P/07	Economia Aziendale	9	60		Principi di gestione aziendale A	5	L-18	
	IUS/04	Diritto commerciale	6	60		Diritto commerciale	5	L-18	
	L-LIN/04	Francese	10	60		Francese	5	L-18	
	IUS/07	Diritto del Lavoro	5	30		Diritto del lavoro	5	L-18	
	L-LIN/12	Lingua inglese per business e turismo	9			Optional	5	L-18	
		Storia della Sardegna	5	30		Optional	5	L-18	
		Inglese per il turismo	6			Optional	5	L-18	
	M-GGR-02	Politiche territoriali per il turismo	9			Economics and development in rural areas	5	L-18	
M-GGR-02	Geografia del turismo	8			Optional	5	L-18		
2010/11	SECS-P/10	Organizzazione delle aziende turistiche	4		30038	Destinationsmanagement	5	L-18	
	SECS-P/08	Marketing turistico	8		30080	Tourism Marketing	5	L-18	
	IUS/07	Diritto del lavoro	5	30	30077	Diritto del lavoro	5	L-18	
	IUS/01	Diritto privato (modulo A)	5	60	30070	Diritto privato	5	L-18	
		Geografia dello sviluppo	5		30086	Strukturentw. Im laendl. Raum	5	L-18	
		Geografia del territorio ed economia delle risorse naturali	5		30086	Strukturentw. Im laendl. Raum	5	L-18	
		Spagnolo (Modulo A)	5		30061	Spanisch	5	L-18	
2012/13	IUS/01	Diritto privato	9		30103	Diritto privato	6	L-18	
	SECS-P/07	Programmazione e controllo	9		30118	Finanzierung und Kostenanalyse - M2 - Strategisches Rechnungswesen* PARTIAL RECOGNITION	6	L-18	
	SECS-P/08	Business communication and selected topics in marketing	9			Optional	9	L-18	
	SECS-P/07	Economia aziendale	12		30116	Economia aziendale	6	L-18	
	IUS/04	Diritto commerciale	9		30119	Applied business law	6	L-18	
	IUS/05	Diritto dell'economia	6		30120	Applied economic law	6	L-18	
	SECS-P/09	Finanza aziendale	9		30117	Financial Analysis	7	L-18	
	SECS-501	Statistica per finanza	6		30111	Statistics and methods for empirical research	7	L-18	
	IUS/01	Diritto privato	9		30103	Diritto privato	6	L-18	
	SECS-P/07	Programmazione e controllo	9		30118	Finanzierung und Kostenanalyse - M2 - Strategisches Rechnungswesen* PARTIAL RECOGNITION	6	L-18	
	IUS/01	Diritto privato	9		30103	Diritto privato	6	L-18	
	SECS-P/07	Programmazione e controllo	9		30118	Finanzierung und Kostenanalyse - M2 - Strategisches Rechnungswesen* PARTIAL RECOGNITION	6	L-18	
	SECS-P/08	Business communication and selected topics in marketing	9			Optional	9	L-18	
	2013/14	IUS/01	Diritto privato	9		30103	Introduction to legal systems - M2: private law* PARTIAL RECOGNITION	6	L-18
		SECS-501	Statistica	6		30111	Statistics and methods for empirical research	7	L-18
SECS-P/08		Business communication and selected topics in marketing	9			Optional	6	L-18	
SECS-P/08		Economia e gestione delle imprese	9		30116	Economia aziendale	6	L-18	
L-LIN/07		Spanish Language	6		30115	Foreign Language - Spanish	6	L-18	
SECS-P/07		Management pubblico	6			Optional	6	L-18	

SECS-P/07	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
IUS/01	Diritto privato	9		30103	Introduction to legal systems - M2: Private Law* PARTIAL RECOGNITION	6	L-18
SECS-501	Statistica	6		30111	Statistics and methods for empirical research	7	L-18
SECS-P/08	Business communication and selected topics in marketing	9			Optional	6	L-18
SECS-P/08	Economia e gestione delle imprese	9		30116	Economia aziendale	6	L-18
L-LIN/07	French Language	6		30114	Foreign Language - French	6	L-18
SECS-P/07	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
IUS/01	Diritto privato	9		30103	Introduction to legal systems - M2: Private Law* PARTIAL RECOGNITION	6	L-18
SECS-501	Statistica	6		30111	Statistics and methods for empirical research	7	L-18
SECS-P/08	Business communication and selected topics in marketing	9			Optional	6	L-18
SECS-P/08	Economia e gestione delle imprese	9		30116	Economia aziendale	6	L-18
L-LIN/07	Spanish Language	6		30115	Foreign Language - Spanish	6	L-18
SECS-P/07	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
SECS-P/07	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
EC/0006	Innovation Management	9			Optional	6	L-18
SECS-P/08	Business communication and selected topics in marketing	9			Optional	6	L-18
	Legislazione del turismo	6		30120	Diritto economico applicato	6	L-18
	Analisi di bilancio	6			Optional	6	L-18
							L-18
2014/15	Marketing (Tourist)	9		30112	Principles of Marketing	7	L-18
	Diritto commerciale	6		30119	Diritto commerciale	6	L-18
	Lingua Russ	6			Optional	6	L-18
	Diritto privato	6		30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	L-18
2015/16	<i>Istituzioni di Diritto pubblico</i>	6		30103	Introduction to legal system – M1 Public Law	12	L-18
	<i>Diritto privato</i>	6			Introduction to legal system – M2 Private Law		L-18
	Geografia del Turismo	6		30134	Sustainable Tourism and Rural Development	6	L-18
	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
	Organizzazione Aziende Turistiche	6			Optional Course	6	L-18
	Business Communication and selected topics in marketing	9			Optional Course	6	L-18
	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
	Statistica	6		30111	Statistics and Methods of Empirical Research	7	L-18
	Business Communication and selected topics in marketing	9			Optional Course	6	L-18
	Economia politica	12		30102	Economics 1	8	L-18
	Diritto privato	6		30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	L-18
	Business Communication and selected topics in marketing	9			Optional Course	6	L-18
	Economia politica	12		30102	Economics 1	8	L-18

		Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	L-18
		Economia e Gestione delle imprese	9		30116	Business economics	6	L-18
2016/17		Economia politica	12		30102	Economics 1	8	L-18
		<i>Gestione finanziaria e valutaria</i>	9		30118	Financial and operations decision making – M1 – Elements of corporate finance	12	L-18
		<i>Programmazione e controllo</i>	9			Financial and operations decision making – M2 – Management accounting		L-18
		Economia aziendale	9		30116	Business economics	6	L-18
		Finanza aziendale	6		30117	Financial Analysis	7	L-18
		<i>Gestione finanziaria e valutaria</i>	9		30118	Financial and operations decision making – M1 – Elements of corporate finance	12	L-18
		<i>Programmazione e controllo</i>	9			Financial and operations decision making – M2 – Management accounting		L-18
		Economia aziendale	9		30116	Business economics	6	L-18
2017/18		Tecnica bancaria	9		30117	Financial Analysis	7	L-18
		Marekting	9		30112	Principles of Marketing	7	L-18
		Diritto Privato	9		30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato * PARTIAL RECOGNITION	6	L-18
		Economia dello sviluppo regionale	6		30134	Sustainable Tourism and Rural Development	6	L-18
		Business Communication	9		30110	Kommunikation und Strategie	6	L-18
		Tecnica bancaria	9		30117	Financial Analysis	7	L-18
		Marekting	9		30112	Principles of Marketing	7	L-18
		Diritto Privato	9		30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	L-18
		Economia dello sviluppo regionale	6		30134	Sustainable Tourism and Rural Development	6	L-18
		Business Communication	9		30110	Kommunikation und Strategie	6	L-18
2018/19	2/56	Economia politica	9		30102	Economics 1	8	L-18
	11/75	Tecnica bancaria	9		30117	Financial Analysis	7	L-18
	11/80	International Marketing	6		30112	Principles of Marketing	7	L-18
	11/75	Programmazione e controllo	9		30118	Financial and operations decision making – M2 – Management accounting * PARTIAL RECOGNITION	6	L-18
	11/80	International Economics	6			Free choice course	6	L-18
	2803	Programmazione e controllo	9		30118	Financial and operations decision making – M2 – Management accounting * PARTIAL RECOGNITION	6	L-18
	EC/0019	Economia dello sviluppo regionale	6		30134	Sustainable Tourism and Rural Development	6	L-18
	IUS/05	Diritto dell'economia	6		30120	Diritto economico applicato	6	L-18
	2/56/027	Economia politica	9		30102	Volkswirtschaftslehre	8	L-18
	2/59/057	Francese	9		30114	French - foreign Language	6	L-18
2019/20	EC/0019	Economia dello sviluppo regionale	6		30134	Sustainable Tourism and Rural Development	6	L-18
	2/61/05	Lingua Francese 2	9		30114	Foreign language "French"	6	L-18
	11/75	Tecnica bancaria	9		30117	Financial Analysis	7	L-18
	EC/0076	Marketing Operativo	6		30112	Principles of Marketing	7	L-18
	2803	Programmazione e controllo	9		30118	Financial and operations decision making – M2 – Management accounting * PARTIAL RECOGNITION	6	L-18
	2/61/055	Lingua Spagnola 2	9		30115	Foreign Language Spanish	6	L-18
	11/80	Business Communication	9		30110	Kommunikation und Strategie	6	L-18
	11/77	Economia dello sviluppo regionale	6		30134	Sustainable Tourism and Rural Development	6	L-18
	11/75	programmazione e controllo	9		30118	Financial and operations decision making – M2 – Management accounting * PARTIAL RECOGNITION	6	L-18
	11/80	Innovation Management	9			Optional course	6	L-18

	2/61/055	Lingua Spagnola 2	9		30115	Foreign Language Spanish	6	L-18
	2/56	Economia politica	9		30102	Economics 1	8	L-18
	11/75	Business Communication	9		30110	Kommunikation und Strategie	6	L-18
	11/75	Percorsi turistici e culturali	6			Optional course	6	L-18
	11/75	Economia Comportamentale	6			Optional course	6	L-18
	2/56	Economia politica	9		30102	Economics 1	8	L-18
	11/77	Economia dello sviluppo regionale	6		30134	Sustainable Tourism and Rural Development	6	L-18
	2803	Programmazione e controllo	9		30118	Financial and operations decision making – M2 – Management accounting * PARTIAL RECOGNITION	6	L-18
	11/80	Innovation Management	9			Optional course	6	L-18
	2146	Lingua Inglese	3		30146	English - Specialized Language course for Economics	3	L-18
	2/61/055	Lingua Spagnola 2	9		30115	Foreign Language Spanish	6	L-18
	2/69052	Storia delle dottrine politiche	9			Optional course	6	L-18
2020/21	EC/0019	Economics of Regional Development	6		30134	Sustainable Tourism and Rural Development	6	L-18
	EC/0020	International economics and Policy	9			Optional course	6	L-18
	2803	Planning and Control	9		30118	Financial and operations decision making – M2 – Management accounting * PARTIAL RECOGNITION	6	L-18
	3280	Statistics	12		30111	Metodi statistici per la ricerca empirica	7	L-18
2021/22	13182	Gestione delle risorse umane	9		30176	Entrepreneurship and Leadership – M2 – Organizational Behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	SE/0027	sviluppo turistico sostenibile	3		30181	Sustainable Tourism Development	6	L-18
	EC/0037	marketing delle destinazioni turistiche	6		30187	Strategic Marketing for Tourism	6	L-18
	32/17/029	Spanish Language 1	12		30173	foreign language "spanish"	6	L-18
	EC/0046	Inglese	6			extracurricular		L-18
	IN/0079	Geometry and Algebra	7			Optional course	6	L-18
	EC/0040	Geografia delle risorse ambientali e naturali	6			Optional course	6	L-18
	EC/0037	Marketing delle destinazioni turistiche	6		30187	Strategic Marketing for Tourism	6	L-18
	4312	Legislazione del turismo	6		30161	Diritto del Turismo e dello Sport	6	L-18
	13182	Gestione delle risorse umane	9		30176	Entrepreneurship and Leadership – M2 – Organizational Behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	SE/0027	sviluppo turistico sostenibile	3		30181	Sustainable Tourism Development	6	L-18
	13182	Gestione delle risorse umane	9		30176	Entrepreneurship and Leadership – M2 – Organizational Behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
	M-GGR/01	Geografia delle risorse ambientali e naturali	6			Free Choice	6	L-18
	SE/0027	Sviluppo turistico sostenibile	3		30181	Sustainable Tourism Development	6	L-18
	EC/0037	Marketing delle destinazioni turistiche	6		30187	Strategisches Tourismusmarketing	6	L-18
2022/23	GI/0040	Elementi di Ragioneria	6		30172	Managerial Accounting	6	L-18
	EC/0076	Marketing operativo	6			Free choice	6	L-18
	873	Economia e Gestione delle Imprese	9		30176	Entrepreneurship and Leadership	12	L-18
	EC/0052	International Standards and Tourism Indicators Monitoring	9		30181	Sustainable Tourism Development	6	L-18
2023/24	EC/0075	Marketing strategico	9		30187	Marketing strategico per il turismo	6	L-18
	EC/0012	Quantitative methods for management	9		30190	Quantitative methods in management	6	L-18
	707	Diritto commerciale	6		30184	Diritto commerciale	6	L-18
	1276	Finanza aziendale	6		30177	Introduction to Finance	9	L-18

	B000269	Marketing (principi e strumenti)	6		30112	Principles of Marketing	7	L-18
	B018991	Economia aziendale	9		30116	Business economics	6	L-18
	B004553	Lingua Spagnola	6		30115	Foreign Language Spanish	6	L-18
	B001296	Istituzione di diritto pubblico	9		30103	Introduction to legal system M1 - public law* PARTIAL RECOGNITION	6	L-18
	B016417	Economia Agro-Alimentare e rurale	9		30134	Sustainable Tourism and rural development	6	L-18
	B016337	Strategia di impresa	9		30113	Imprenditorialità e sviluppo della piccola e media impresa	6	L-18
	B016334	Programmazione e controllo M2	6		30118	Financial and Operation decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
	B001197	Diritto commerciale	9		30119	Applied business law	6	L-18
	B019348	Tourism business organization, human resources & event management	9		30128	Event Management and Planning	6	L-18
	B018986	Economia dello sviluppo e degli organizzazione aziendale	6		30116	Business economics	6	L-18
	B004553	Lingua Spagnola	6		30115	Foreign Language Spanish	6	L-18
	B016334	Programmazione e controllo	6		30118	Financial and Operation decision making - M2 Management accounting* PARTIAL RECOGNITION Kostenanalyse	6	L-18
	B019348	Tourism business organization, human resources & event management	9		30128	Event Management and Planning	6	L-18
	B001197	Diritto commerciale	9		30119	Applied Business Law	6	L-18
	B018986	Economia dello sviluppo e degli organizzazione aziendale	6		30116	Business economics	6	L-18
2014/15	B001197	Diritto commerciale	9		30119	Applied business law	6	L-18
	B018992	Economia e gestione delle imprese	9		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	B015947	Sociologia dei processi culturali	9			optional course	6	L-18
	B00269	Marketing (Principi e Strumenti)	6		30112	Principles of Marketing	7	L-18
	B019356	Agri-Food Economics	6		30135	Tourism and regional products	6	L-18
2017/18	B001197	Diritto commerciale	9		30119	Applied business law	6	L-18
	B019095	Intermediari Finanziari e Finanza	6		30118	Financial and operations decision making - M1 - Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
	B019348	Tourism business organization, human resources & event management	6		30128	Event Management and Planning	6	L-18
	B018996	Gestione e marketing delle imprese turistiche	6		30127	Distribution channels and Intermediaries in Tourism	6	L-18
	B000319	Statistica	9		30111	Statistics and Methods of Empirical Research	7	L-18
	B021367	Tourism and Sport Management	9			Optional course (Free Choice)	6	L-18
2018/19	B019095	Intermediari Finanziari e Finanza Mod. 2	6		30118	Financial and operations decision making - M1 - Elements of Corporate Finance* PARTIAL RECOGNITION	6	L-18
	B001197	Diritto commerciale	9		30119	Applied Business law	6	L-18
	B021367	Tourism and Sport Marketing	9		30132	Strategic marketing and management in tourism	6	L-18
	B019357	Economics and Management of Agritourism	6		30134	Sustainable Tourism and rural Development	6	L-18
	B026162	Gestione e marketing delle imprese turistiche	6		30132	Strategic marketing and management in tourism	6	L-18
	B021366	Destination Management	9		30125	Destination development	6	L-18
	B019348	Tourism business organization, human resources & event management	9		30128	Event Management and Planning	6	L-18
	B00269	Marketing (Principi e Strumenti)	6		30112	Principles of Marketing	7	L-18
	B019356	Agri-Food Economics	6		30135	Tourism and regional products	6	L-18
	B019334	French Advanced Level	6		30114	Foreign Language French	6	L-18
	B026830	Economic Law	6		30120	Applied Economic Law	6	L-18
2019/20	B000319	Statistica	9		30111	Statistics and Methods of Empirical Research	7	L-18
	B001197	Diritto commerciale	9		30119	Applied Business law	6	L-18
	B019357	Economics and Management of Agritourism	6		30134	Sustainable Tourism and rural Development	6	L-18
	B019356	Agri-Food Economics	6		30135	Tourism and regional products	6	L-18
	B028600	Economics and Management of Agritourism	6		30134	Sustainable Tourism and rural Development	6	L-18

2022/23	B028560	Diritto commerciale	12		30184	Diritto commerciale per TSE	12	L-18
	B019053	LABORATORIO DI STORIA DELLA PUBBLICITA'	6			Free Choice	6	L-18
	B029734	Topics in Management and Marketing	6		30187	Marketing Strategico per il Turismo	6	L-18
	B031225	LABORATORIO GIS E ANALISI TERRITORIALE PER LA SOSTENIBILITA'	6			Free Choice	6	L-18
2023/24	B031816	Statistical Methods for forecasting and quantitative Marketing	6		30171	Statistica per TSE	6	L-18
	B028560	Diritto commerciale	12		30184	Diritto Commerciale per TSE	12	L-18
	B026787	Food Quality and Culture for tourism	6			Free Choice	6	L-18
	B029734	Topics in Management and Marketing	6			Free Choice	6	L-18
	B021366	Destination Management	9		30189	current issues in tourism management	6	L-18
	B026787	Social Statistics for Tourism	9		30185	Technology, Media and Data in Tourism, Sport and Events	3	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Université Paul Cezanne Aix (Marseille)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2007/08		Statistique	3	18 + 9	30055	Statistica A	5	L-18	
		Anglais comercial	2	18		Wahlfach	5	L-18	
		Développement local	3	27	30020	Regionalentwicklung	5	L-18	
		Tourisme et Transport	5	30	30030	Legislazione turistica	5	L-18	
		Systemes économiques territoriaux et économie urbaine	3	27	30032	Politica economica e pianificazione del turismo	5	L-18	
2009/10	L2-3 AES	Droit des Obligations	9			Wahlfach	5	L-18	
	L3-5 AES	Droit Commercial	4,5			Commercial Law	5	L-18	
	L3-5 AES AEJ	Economie de l'Entreprise	4,5			Entrepreneurship development	5	L-18	
	IPE-SI	Economie régionale	6,75		30086	Economics and structural development in rural areas	5	L-18	
		Expression écrite et orale	6			Communication skills	5	L-18	
	L3-5 G-MI	Espagnol	4,5			Spanish	5	L-18	
	IVP - MIX S1	Anglais Commercial	9			Optional	5	L-18	
	L3-5 G	Marketing fondamental	4,5			Marketing A	5	L-18	
		IPE-S2	Developpement local	6,75		30086	Wirtschafts- und Struckturentwicklung im ländlichen Raum	5	L-18
		IPE-S2	Strategie d'entreprise	6,75		30046	Management A	5	L-18
		L1-2 MASS	Algebre Linealre I	4,5		30049	Matematica B	5	L-18
		IPE-S2	Marketing et comportement du consommateur	6,75		30080	Strategic Marketing	5	L-18
		IUP MIIX-S2	Droit des contrats internationaux, CGA, CGV, TVA	4,5			Wahlfach	5	L-18
		CFFP-S2	Management de project et knowledge management	4,5			Wahlfach	5	L-18
		IPE-S2	Entrepreneur, coordination sociale et institutions	6,75		30063	Unternehmerschulung	5	L-18
2012/13	ENBEM1U1	Statistique	6		30111	Statistics and methods	7	L-18	
	ENBEM5V16B	Management et diagnostic strategies	4,5		30132	Entrepreneurship - M1 - Strategic Management* PARTIAL RECOGNITION	6	L-18	
	ENBEM3V3B	Comptabilité et analytique de control gestion	4,5		30118	Financial and operating decision making	6	L-18	
	ENBEM3V18	Marketing	4,5		30112	Principles of Marketing	7	L-18	
		Marketing	4,5		30112	Principles of Marketing	7	L-18	
		<i>Finance internationale</i>	3		30117	Financial analysis	7	L-18	
		<i>Mecanismes monetaire internationaux</i>	3						
		Choix financiers & analyse	4,5		30117	Financial analysis	7	L-18	
		<i>Mathematiques financieres</i>	9		30118	Financial and operations decision making – M2 Management accounting* PARTIAL RECOGNITION	6	L-18	
		<i>Finance de marche</i>							
		Math. Fin. & choix d'investment	4,5		30118	Financial and operations decision making – M2 Management accounting* PARTIAL RECOGNITION	6	L-18	
		Statistique	6		30111	Statistics and methods	7	L-18	
		<i>Francais</i>	3			Optional course	6	L-18	
		<i>Anglais</i>	3						
		<i>Politique economique</i>	3		30116	Business Economics	6	L-18	
		<i>Economie international</i>	3						
		Psychologie sociale	3			Optional course	3	L-18	
		Technique de la GRH	3			Optional course	3	L-18	
	Gestion de ressources humaines	3			Optional course	3	L-18		

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years
Faculty of Economics and Management

Università degli Studi di Torino

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2015/16	MAN 110	<i>Diritto Privato / Private Law</i>	6	42	30103	Introduzione agli ordinamenti giuridici (M1 + M2)	12	L-18
	MAN 109	<i>Diritto Pubblico / Public Law</i>	6	42				L-18
	MAN 115A	Diritto Commerciale	6	36	30119	Diritto Commerciale applicato	6	L-18
	MAN 114	Statistics for business	6	36	30111	Metodi statistici per la ricerca empirica	7	L-18
	MAN 119A	Financial Accounting	6	36	30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
2016/17	MAN 110	<i>Diritto Privato / Private Law</i>	6	42	30103	Introduzione agli ordinamenti giuridici (M1 + M2)	12	L-18
	MAN 109	<i>Diritto Pubblico / Public Law</i>	6	42				L-18
	MAN 115A	Business Law and Tax Law	6	36	30119	Diritto Commerciale applicato	6	L-18
	MAN 114	Statistics for business	6	36	30111	Metodi statistici per la ricerca empirica	7	L-18
	MAN 110	<i>Diritto Privato / Private Law</i>	6	42	30103	Introduzione agli ordinamenti giuridici (M1 + M2)	12	L-18
	MAN 109	<i>Diritto Pubblico / Public Law</i>	6	42				L-18
	MAN 115A	Business Law and Tax Law	6	36	30119	Diritto Commerciale applicato	6	L-18
	MAN 114	Statistics for business	6	36	30111	Metodi statistici per la ricerca empirica	7	L-18
	MAN 110	<i>Diritto Privato / Private Law</i>	6	42	30103	Introduzione agli ordinamenti giuridici (M1 + M2)	12	L-18
	MAN 109	<i>Diritto Pubblico / Public Law</i>	6	42				L-18
	MAN 115A	Business Law and Tax Law	6	36	30119	Diritto Commerciale applicato	6	L-18
	MAN 114	Statistics for business	6	36	30111	Metodi statistici per la ricerca empirica	7	L-18
2017/18	MAN 110	<i>Diritto Privato / Private Law</i>	6	48	30103	Introduzione agli ordinamenti giuridici (M1 + M2)	12	L-18
	MAN 109	<i>Diritto Pubblico / Public Law</i>	6	42				L-18
	MAN 115A	Business Law and Tax Law	9	42	30119	Diritto Commerciale applicato	6	L-18
2018/19	MAN 0261	Statistics for business	6	42	30111	Metodi statistici per la ricerca empirica	7	L-18
	MAN 0260	Diritto Privato / Private Law	6	42	30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	L-18
	MAN 0075	Business Law	6	42	30119	Diritto Commerciale applicato	6	L-18
	MAN 0261	Statistics for business	6	42	30111	Metodi statistici per la ricerca empirica	7	L-18
	MAN 0260	Diritto Privato / Private Law	6	42	30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	L-18
	MAN 0270	Managerial Accounting	6	42	30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
	MAN 0075	Business Law	6	42	30119	Diritto Commerciale applicato	6	L-18

Bilateral Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Université du Québec à Montréal - Canada

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2020/21	FIN3500	Financial Management	3		30177	Introduction to Finance	9	L-18
	DSR5100	<i>Strategic Management</i>	3		30176	Entrepreneurship and leadership - M1 Strategic Management	12	L-18
	ORH1163	<i>Organizational behaviour</i>	3			Entrepreneurship and leadership - M2 Organizational behaviour and leadership		L-18
	FLS100	Francais elementaire	3			Optional course	6	L-18
	SC020	Managerial Accounting	3		30172	Managerial accounting	6	L-18
2021/22	SC02000	Controle de gestion	6		30172	Managerial accounting	6	L-18
	FIN3500	Gestion financiere	6		30177	Introduction to Finance	9	L-18
	ORH1163	Comportement organisationnel	6		30176	Entrepreneurship and leadership - M2 Organizational behaviour and leadership *PARTIAL RECOGNITION	6	L-18
	EUT4138	Gestion des evenoments et congres	6		30182	Event management and planning	6	L-18
	EUT5507	Tourisme et loisirs gourmands	6		30180	Experimental tourism:current trends in food and wine	6	L-18
2022/23	SC02000	Managerial Accounting	3		30172	Managerial Accounting	6	L-18
	FIN3500	Financial Management	3		30177	Introduction to Finance	9	L-18
	DSR5100	<i>Strategic Management</i>	3		30176	Entrepreneurship and leadership - M1 Strategic Management	12	L-18
	ORH1163	<i>Organizational behaviour</i>	3			Entrepreneurship and leadership - M2 Organizational behaviour and leadership		L-18
	FLS1320	Communication oral	3			Optional course	6	L-18
	EUT5507	Tourisme et loisirs gourmands	3		30180	Experiential tourism: current trends in food and wine	6	L-18
	FLS2400	Compréhension de textes et enrichissement du voca	3		30175	Foreign Language "French"	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

University of Ioannina (Greece)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2017/18		Data Management and Databases	7,5	---	30104	Information systems and data management	6	L-18
		Financial Analysis	6	---	30117	Financial Analysis	7	L-18
		Marketing of Agricultural Products	6	---	30135	Tourism and Regional Products	6	L-18
		Marketing and Price Analysis	6	---	30112	Principles of Marketing	7	L-18
		Entrepreneurship	6	---	30118	Entrepreneurship – M1 Strategic Management * PARTIAL RECOGNITION	6	L-18
		Greek Language Course	5	---		Optional course	6	L-18
		Data Management and Databases	7,5	---	30104	Information systems and data management	6	L-18
		Financial Analysis	6	---	30117	Financial Analysis	7	L-18
		Marketing of Agricultural Products	6	---	30135	Tourism and Regional Products	6	L-18
		Entrepreneurship	6	---	30118	Entrepreneurship – M1 Strategic Management * PARTIAL RECOGNITION	6	L-18
		Marketing and Price Analysis	6	---	30112	Principles of Marketing	7	L-18
		Financial Statement Analysis	7,5	---	30105	Introduction to Accounting	8	L-18
		Greek Language Course	5	---		Optional course	6	L-18

Erasmus Exchange Programme

 List of course equivalences recognised in previous years
 Faculty of Economics and Management

University of Lapland, Rovaniemi Finland

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2013/14	YMATO0211	Sustainable rural and urban tourism	5		30134	Sustainable tourism and rural development	6	L-18
	YMATO0113	Responsible tourism business	5			optional course	6	L-18
	ASPB1105	Sustainable development, natural resources and economy in the north	5			optional course	6	L-18
	XFIN0002	Finnish for foreigners 2	3			optional course	3	L-18
	YMAT1220	Experience economy and innovation in tourism	5			optional course	6	L-18
		Arctic Tourism	5		30135	tourism and regional products	6	L-18
		Multidimensional changing environments in tourism	5		30134	Sustainable tourism and rural development	6	L-18
		Strategic management	5		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
	801D11B	Daily operational management in tourism	5		30128	Gestione e pianificazione degli eventi	6	L-18
	801D8C	Product development and pricing	5		30132	Strategic marketing and management in tourism	6	L-18
2015/16	YMAT 0211	Sustainable rural and urban tourism	5		30134	Sustainable tourism and rural development	6	L-18
	YMATO0113	Responsible tourism business	5			optional course	6	L-18
	ASPB1105	Sustainable development, natural resources and economy in the North	5			optional course	6	L-18
	YMEN1210	Quantitative Methods	5		30111	Statistics and Methods of Empirical Research	7	L-18
	YMAT0222	Developing Destination Experiences	5		30125	Destination development	6	L-18
	ORJ01103	Introduction to Leadership Psychology	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	XESP0001	Spanish 1 (CEFR A1)	3		30115	Foreign Language "Spanish"	6	L-18
	XESP0001	Spanish 3 (CEFR A2)	3				6	L-18
2016/17	YMAT0222	Developing Destination Experiences	5		30125	Destination development	6	L-18
	YMEN1210	Quantitative Methods	5		30111	Statistics and Methods of Empirical Research	7	L-18
	ASPB1105	Sustainable development, natural resources and economy in the North	5			optional course	6	L-18
	ASP1101	Introduction to the Arctic	5			optional course	6	L-18
	ORJ01103	Introduction to Leadership Psychology	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	XESP0001	Spanish 1 (CEFR A1)	3		30115	Foreign Language "Spanish"	6	L-18
	XESP0001	Spanish A2 (CEFR A2)	3				6	L-18
	2017/18	YMAT0222	Developing Destination Experiences	5		30125	Destination development	6
YMEN1210		Quantitative Methods	5		30111	Statistics and Methods of Empirical Research	7	L-18
ASP1101		Introduction to the Arctic	5			optional course (free choice)	6	L-18
ISCF6003		Phyöntunturi Excursion	1				6	L-18
ORJ01103		Introduction to Leadership Psychology	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
XESP0001		Spanish 1 (CEFR A1)	3		30115	Foreign Language "Spanish"	6	L-18
XESP0001		Spanish A2 (CEFR A2)	3				6	L-18
YMAT0113		Responsible Tourism Business	5			optional course (free choice)	6	L-18
2018/19	XFIN001	Finnish for foreigners 1	3			optional course	6	L-18
	XFIN002	Finnish for foreigners 2	3				6	L-18
	XESP0001	Spanish 1 (CEFR A1)	3		30115	Foreign Language "Spanish"	6	L-18
	XESP0001	Spanish A2 (CEFR A2)	3				6	L-18
	TUTA0312	Quantitative Methods	5		30111	Statistics and Methods of Empirical Research	7	L-18

	YMAT0113	Responsible Tourism Business	5			optional course (free choice)	6	L-18
	YMAT0222	Developing Destination Experiences	5		30125	Destination development	6	L-18
	HAJO1103	Introduction to Leadership Psychology	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	GKAS3411	The Phenomenon of Globalization & Cultural Diversity	7			optional course (free choice)	6	L-18
2019/20	TUTA0312	Quantitative Methods	5		30111	Statistics and Methods of Empirical Research	7	L-18
	TENG0104	English for Career Development	3		30110	Communication Skills and Strategies	6	L-18
	XFIN001	<i>Finnish for foreigners 1</i>	3			optional course	6	L-18
	XFIN002	<i>Finnish for foreigners 2</i>	3				6	L-18
	JOHT1312	Leadership adn Organizations	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	YMAR1214	Brand management	5			optional course (free choice)	6	L-18
	TUTA0212	Computational Statistics	5		30111	Statistics and Methods of Empirical Research	7	L-18
	XFIN001	<i>Finnish for foreigners 1</i>	3			optional course	6	L-18
	XCIPO224	<i>Understanding Finland</i>	2				6	L-18
	HAJO1103	Introduction to Leadership Psychology	5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
2020/21	YMAT0226	Theory and Practice of Entrepreneurship in Tourism	5			optional course	6	L-18
	YMAR1214	Brand Management	5			optional course	6	L-18
	TUTA0212	Computational Statistics	5		30171	Statistics fro TSE	6	L-18
2021/22	TUTA0312	Quantitative Methods	5		30171	Statistics fro TSE	6	L-18
	YMAR1214	Brand management	5			optional course (free choice)	6	L-18
	YMAT1220	Current Issues in Tourism	5		30181	Sustainabla Tourism Development	6	L-18
	YMAT0312	Revenue Management and Leadership	5		30176	Entrepreneurship and Leadership - M1 Strategic Management * PARTIAL RECOGNITION	6	L-18
	JOHT1312	Leadership and organizations	5		30176	Entrepreneurship and Leadership - M2 Organizational Behaviour and Leadership * PARTIAL RECOGNITION	6	L-18
	ASPB1101	Introduction to the Arctic	5			Free choice course	6	L-18
	YMAT1220	Current Issues in Tourism	5		30186	Current issues in tourism management	6	L-18
	TUTA0312	Quantitative methods	5		30190	Quantitative Methoden im Management	6	L-18
	ASPB1101	Introduction to the Artic	5			extracurricular course		L-18
	XFIN001	<i>Finnish for foreigners 1</i>	3			extracurricular course		L-18
	XFIN002	<i>Finnish for foreigners 2</i>	3					L-18

Bilateral Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

University of Lethbridge - Canada

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2009/10	3680	Canadian Culture and Management	3	3h per week		Economics & Structural Development in Rural Areas	5	L-18
	1000	Spanish	3	3h + 2 exe per week		Spanish	5	L-18
	3080	Managerial Skill Development	3	3h per week		Entrepreneurship Development	5	L-18
	4220	International Marketing	3	3h per week		Strategic Marketing	5	L-18
	3551	An Introduction to Tourism	3	3h per week		Economics and structural development in rural areas	5	L-18
	3551	An Introduction to Tourism	3	3h per week		Economics of Tourism	5	L-18
2010/11	3551	Introduction to Tourism	3		30075	Economia del Turismo	5	L-18
	3080	Managerial Skill Development	3	3h per week	30063	Unternehmensschulung	5	L-18
	1000	Spanish A	3	3h per week	30061	Spanish	5	L-18
	2060	Introduction to IT	3		30085	Internet based processes for service management	5	L-18
	3680	Introduction to Canadian Culture and Management	3	3h per week	30086	Wirtschafts-u. Strukturentwicklung im laendl. Raum	5	L-18
	1000	Beginners French I	3	3h per week	30059	French A (Wahlfach)	5	L-18
	3680	Canadian Culture and Management	3	3h per week	30086	Wirtschafts-u. Strukturentwicklung im laendl. Raum (Optional)	5	L-18
	1000	Spanish beginner	3		30061	Spanish	5	L-18
	2060	Introduction to IT	3		30085	Internet based processes for service management	5	L-18
	3020	Marketing	3		30083	Marketing	5	L-18
	3551	Introduction to Tourism	3		30075	Economia del turismo (Optional)	5	L-18
	2011/12	3020	Marketing	3	48	30112	Principles of Marketing	7
4370		Leadership in organization	3	48	30113	Entrepreneurship - M2 - Leadership	6	L-18
3080		Managerial Skill Development	3	48	30110	Communication skills and strategies	6	L-18
3551		Introduction to tourism	3	48	30124	Tourism and Regional products	6	L-18
3681		introduction to canadian culture and management	3	48	30134	Sustainable Tourism and rural development	6	L-18
	2020	Marketing	3		30112	Principles of Marketing	7	L-18
	3080	Developing Management Skills	3		30110	Communication skills and strategy	6	L-18
	3680	Introduction to canadian culture & management	3		30134	Sustainable tourism and rural development	6	L-18
	1000	Beginner's Spanish	3		30115	Foreign language "Spanish"	6	L-18
	3551	Introduction to tourism	3		30124	Tourism and regional products - optional course	6	L-18
	1770	Introduction to probability and statistics	3		30111	Metodi statistici per la ricerca empirica	7	L-18
2013/14	2020	Marketing	3		30112	Principles of Marketing	7	L-18
	2030	Introduction to organizational Behaviour	3		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	L-18
	3080	Managerial skill development	3		30110	Communication and Strategy	6	L-18
	3680	Introduction to canadian culture & management	3		30134	Optional	6	L-18
	2020	Marketing	3		30112	Principles of Marketing	7	L-18
	2030	Introduction to organizational Behaviour	3		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	L-18
	3080	Managerial skill development	3		30110	Communication and Strategy	6	L-18
	3680	Introduction to canadian culture & management	3		30134	Sustainable tourism and rural development	6	L-18
	1000	Beginner's French I	3		30114	Foreign Language French	6	L-18
	1770	Introduction to Probability and Statistics	3		30111	Empirical Methods and Management	7	L-18
	1000	Beginner's Spanish I	3		30114	Foreign Language Spanish	6	L-18
	2020	Marketing	3		30112	Principles of Marketing	7	L-18
	3080	Managerial skill development	3		30110	Communication and Strategy	6	L-18
	3680	Introduction to canadian culture & management	3		30134	Sustainable tourism and rural development	6	L-18
	1770	Introduction to Probability and Statistics	3		30111	Empirical Methods and Management	7	L-18
	1000	Beginner's Spanish I	3		30114	Foreign Language Spanish	6	L-18

2020	Marketing	3		30112	Principles of Marketing	7	L-18
2030	Introduction to organizational Behaviour	3		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	L-18
3080	Managerial skill development	3		30110	Communication Skills and Strategy	6	L-18
3031	Information Systems and Management	3		30104	Information systems and data management	6	L-18
1010	Introduction to Microeconomics	3		30102	Economics 1	8	L-18
1012	Introduction to Macroeconomics	3					L-18

2014/15	1170	Introduction to Probability and Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	1000	Beginner's Spanish I	3		30114	Foreign Language Spanish	6	L-18
	2030	Introduction to organizational Behaviour	3		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	L-18
	3080	Managerial skill development	3		30110	Communication Skills and Strategy	6	L-18
	2020	Marketing	3		30112	Principles of Marketing	7	L-18
	3680	Introduction to canadian culture & management	3		30134	Sustainable tourism and rural development	6	L-18
	1000	Beginner's Spanish I	3		30114	Foreign Language Spanish	6	L-18
	1170	Introduction to Probability and Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	2020	Marketing	3		30112	Principles of Marketing	7	L-18
	3030	Managerial Economics	3		30116	Business economics	6	L-18
	2030	Introduction to organizational Behaviour	3		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	L-18
	3680	Introduction to canadian culture & management	3		30134	Sustainable tourism and rural development	6	L-18
	3080	Managerial skill development	3		30110	Communication Skills and Strategy	6	L-18

2015/16	MGT 2020	Marketing	3		30112	Principles of Marketing	7	L-18
	MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18
	MGT 3850	Sports marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
	SPAN 1000	Beginner's Spanish I	3		30115	Foreign Language Spanish	6	L-18
	MGT 2020	Marketing	3		30112	Principles of Marketing	7	L-18
	MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18
	MGT 3850	Sports marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18
	MGT 2400	Management Accounting	3		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
	MGT 2020	Marketing	3		30112	Principles of Marketing	7	L-18
	3080	Managerial skill development	3		30110	Communication Skills and Strategy	6	L-18
	MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18
	1170	Introduction to Probability and Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	SPAN 1000	Beginner's Spanish I	3		30115	Foreign Language Spanish	6	L-18
	2030	Introduction to organizational Behaviour	3		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	L-18
	MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18
	MGT 2020	Marketing	3		30112	Principles of Marketing	7	L-18
	1170	Introduction to Probability and Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	3080	Managerial Skill Development	3		30110	Communication Skills and Strategy	6	L-18

2016/17	STAT1770	Introduction to Propability and Statistics	3		30111	Statistics and Methods of Empirical Research	7	L-18
	MGT2020	Marketing	3		30112	Principles of Marketing	7	L-18
	ECON3030	Managerial Economics	3		30116	Business Economics	6	L-18
	FREN 1100	Beginners' French II	3		30114	Foreign Language "French"	6	L-18
2017/18	ECON3030	Managerial Economics	3		30116	Business Economics	6	L-18
	MGT 3850	Sports marketing	3		30133	Sport and Event Marketing and Sponsorship	6	L-18

3470	Corporate Finance	3		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	L-18	
4220	Cross-cultural Marketing	3			Optional Course (free choice)	6	L-18	
MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18	
MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18	
MGT2020	Marketing	3		30112	Principles of Marketing	7	L-18	
SPAN 1000	Beginner's Spanish I	3		30115	Foreign Language Spanish	6	L-18	
MGT 3806	Small Business Management	3			Optional Course (free choice)	6	L-18	
MGT 2030	Introduction to Organizational Behaviour	3		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
SPAN 1000	Beginner's Spanish II	3		30115	Foreign Language Spanish	6	L-18	
MGT 3680	Introduction to Canadian Culture & Management	3		30134	Sustainable tourism and rural development	6	L-18	
MGT2020	Marketing	3		30112	Principles of Marketing	7	L-18	
MGT 2030	Introduction to Organizational Behaviour	3		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
ECO 1010	<i>Introduction to Microeconomics</i>	3		30102	Economics 1	8	L-18	
ECO 1012	<i>Introduction to Macroeconomics</i>	3					L-18	
2018/19	2020	Marketing	3	30112	Principles of Marketing	7	L-18	
	3050	Human Resource Management	3	30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	3680	Introduction to canadian culture & management	3	30134	Sustainable tourism and rural development	6	L-18	
	ECO 1010	<i>Introduction to Microeconomics</i>	3	30102	Economics 1	8	L-18	
	ECO 1012	<i>Introduction to Macroeconomics</i>	3				L-18	
	MGT 2400	Management Accounting	3	30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18	
	MGT 3061	Information Systems and Management	3	30104	Information systems and data management	6	L-18	
	2019/20	MGT 3470	<i>Corporate Finance</i>	3	30118	Financial and operations decision Making - M1 Elements of corporate finance	12	L-18
		MGT 2400	<i>Management Accounting</i>	3		Financial and operations decision Making - M2 Management accounting		L-18
		MGT 3680	Introduction to canadian culture & management	3	30134	Sustainable tourism and rural development	6	L-18
MGT 2020		Marketing	3	30112	Principles of Marketing	7	L-18	
MGT 3680		Introduction to canadian culture & management	3	30134	Sustainable tourism and rural development	6	L-18	
MGT 3050		Human Resource Management	3	30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
MGT 3290		Marketing adn Society	3		Optional Course - Free choice	6	L-18	
MGT 3080		Managerial Skill Development	3	30110	Communication Skills and Strategy	6	L-18	
MGT 2020		Marketing	3	30112	Principles of Marketing	7	L-18	
MGT 3680		Introduction to canadian culture & management	3	30134	Sustainable tourism and rural development	6	L-18	
MGT 3050		Human Resource Management	3	30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
MGT 3290		Marketing adn Society	3		Optional Course - Free choice	6	L-18	
MGT 3080		Managerial Skill Development	3	30110	Communication Skills and Strategy	6	L-18	
MGT 3205		Sports marketing	3	30133	Sport and Event Marketing and Sponsorship	6	L-18	
MGT 3010		Business Law	3	30119	Applied Business Law	6	L-18	
MGT 3470		<i>Corporate Finance</i>	3	30118	Financial and operations decision Making - M1 Elements of corporate finance	12	L-18	
MGT 2400		<i>Management Accounting</i>	3		Financial and operations decision Making - M2 Management accounting		L-18	
MGT 3660		Industrial location and globalization of Enterprise	3		Extracurricular course	--	L-18	
MGT 3210	Consumer Behavior	3		Extracurricular course	--	L-18		

2020/21	MGT 2400	Management Accounting	3		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
	ECON 4590	Economics of Globalization	3			Free choice	6	L-18
	GT 3801	New Venture Strat Ups	3			Free Choice	6	L-18
	MGT 3210	Consumer behaviour	3			Extracurricular course	--	L-18
	MGT/ECON 2070	Operations & Quantitative Management	3			Extracurricular course	--	L-18

2021/22	10011	Management Accounting	6	30172	30172	Managerial Accounting	6	L-18
	10644	Introduction to Organizational Behaviour	6	30176	30176	Entrepreneurship and Leadership- M2- organizational Behaviour and leadership* PARTIAL RECOGNITION	6	L-18
	10861	Project Management	6	30182	30182	Event Management and Planning	6	L-18
	10516	Finance	6	30177	30177	Introduction to Finance	9	L-18
	10835	Business research methods	6	30159	30159	Marketing Research: Methods and Tools	6	L-18
	10394	Managerial Economics	6		30170	Managerial Economics for TSE	6	L-18
	10856	Entrepreneurial Finance	6		30177	Introduction to Finance	9	L-18
	10647	Human Resource Management	6		30176	Entrepreneurship and Leadership- M2- organizational Behaviour and leadership* PARTIAL RECOGNITION	6	L-18
	10866	Environmental Management	6		30181	Sustainable Tourism Development	6	L-18
	10671	Introduction to Canadian Culture and Management	6			FREE CHOICE	6	L-18

10011	Management Accounting	6	30172	30172	Managerial Accounting	6	L-18
10644	Introduction to Organizational Behaviour	6	30176	30176	Entrepreneurship and Leadership- M2- organizational Behaviour and leadership* PARTIAL RECOGNITION	6	L-18
10861	Project Management	6	30182	30182	Event Management and Planning	6	L-18
10516	Finance	6	30177	30177	Introduction to Finance	9	L-18
10835	Business research methods	6	30159	30159	Marketing Research: Methods and Tools	6	L-18
10394	Managerial Economics	6		30170	Managerial Economics for TSE	6	L-18
10856	Entrepreneurial Finance	6		30177	Introduction to Finance	9	L-18
10647	Human Resource Management	6		30176	Entrepreneurship and Leadership- M2- organizational Behaviour and leadership* PARTIAL RECOGNITION	6	L-18
10671	Introduction to Canadian Culture and Management	6			FREE CHOICE	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

University of Marmara (Turkey)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2009/10	ECO 124	Introduction to Statistics II	6		30055	Statistics A	5	L-18
	BUS 172	Law of Obligations	6		30088	Diritto Contrattuale	5	L-18
	BUS 189	Intro to Psychology	6			Optional	5	L-18
	BUS 288	Industrial Psychology	6			Optional	5	L-18
	BUS 187	Creativity at Work	6			Optional	5	L-18
	MATH 122	Calculus II	5		30049	Matematica per le applicazioni economiche B	5	L-18
	BUS 414	Organisational Development and Change	5		30090	Organizzazione e gestione degli impianti sportivi	5	L-18
	ECON 224	Macroeconomics II	5		30058	Economics B	5	L-18
	BUS 232	Business Finance II	4		30082	Rechnungswesen B	5	L-18
	BUS 292	Business Statistics II	4		30055	Statistica	5	L-18
	BUS 460	International Marketing	5		30080	Strategic Marketing for Tourism	5	L-18
	ECON 208	Macroeconomics	3		30058	Economics B	5	L-18
	STAT 124	Introduction to Statistics	6		30055	Statistica	5	L-18
		Turkish Language Course	5			Optional	5	L-18
2010/11	BUS471	Labor Law	5		30077	Diritto del lavoro	5	L-18
	BUS359	Services Marketing	5		30093	Sports and events marketing	5	L-18
	BUS192	Mathematics for Business & Economics II	5		30049	Matematica B	5	L-18
	BUS172	Law of obligations	5		30088	Vertragsrecht	5	L-18
	MRK356	Organizational Marketing	5		30093	Sports and events marketing	5	L-18
2011/12	BUS859	Service Marketing	5		30800	Strategic marketing for tourism	5	L-18
	BUS418	Management of multinational organizations	5			Optional Course	5	L-18
	MRK252	Marketing Management II	5		30800	Strategic marketing for tourism	5	L-18
		Introduction to Turkish language and Turkish culture	5			Optional Course	5	L-18
2013-2014	ECON344	Managerial Economics	6		30116	Business Economics	6	L-18
	OB134	Communication Skills	3		30110	Communication skills and strategies	6	L-18
	TRD191	Introduction to turkish language and culture	5			Extracurricular course	5	L-18

Erasmus Exchange Programme

 List of course equivalences recognised in previous years
 Faculty of Economics and Management

University of Rijeka Croatia

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2012/13	37421	Strategic Management	6		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
	85162	Marketing	6		30112	Principles of Marketing	7	L-18
	33	<i>Financing of small and medium sized enterprises</i>	4		30118	Financial and operations decision Making - M1 Elements of corporate finance	12	L-18
	68	<i>Management accounting</i>	6	Financial and operations decision Making - M2 Management accounting		L-18		
	85152	Statistics	6		30111	Statistics and Methods for Emprirical Research	7	L-18
	104	Business French	4			Optional course	3	L-18
	94715	<i>Monetary economics</i>	6		30118	Financial and operations decision Making - M1- Elements of corporate finance	12	L-18
	37415	<i>Financial institutions accounting</i>	6	Financial and operations decision Making - M2 - Management accounting		L-18		
85168	Business Italian 2	3			Optional course	3	L-18	
2017/18		Ecotourism	3		30134	Sustainable Tourism and Rural Devolpment	6	L-18
		Management accounting	6		30118	Financial and operations decision Making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
		Foreign direct investment and tourism	3		30130	International tourism management	6	L-18
		French in tourism	3		30114	Foreign Language French (mandatory)	6	L-18
2018/19		<i>Financial Management</i>	9		30118	Financial and operations decision Making - M1 Elements of corporate finance	12	L-18
		<i>Management Accounting</i>	6	Financial and operations decision Making - M2 Management accounting		L-18		
		Managerial Economics	3		30116	Business Economics	6	L-18
		French in tourism	3		30114	Foreign Language French (mandatory)	6	L-18
		Croatia as a tourist destination	3			Optional course	6	L-18
		SME' Accounting	4		30105	Accounting	8	L-18
2019/20		Tourism Economics	9		30124	Tourism Economics	6	L-18
		Marketing	9		30112	Principles of Marketing	7	L-18
		<i>Financial Management</i>	9		30118	Financial and operations decision Making - M1 Elements of corporate finance	6	L-18
		<i>Management Accounting</i>	6	Financial and operations decision Making - M2 Management accounting		L-18		
		Management of human capital	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		French in Tourism	3		30114	Foreign Language French	6	L-18
		Introduction of Tourism	3		30158	Introduction into Tourism Management Systems	6	L-18
		Ecotourism	3		30134	Sustainable Tourism and Rural Devolpment	6	L-18
		Cultural Tourism	3		30135	Tourism and regional products	6	L-18
		Sustainable Development Management	9		30134	Sustainable Tourism and Rural Devolpment	6	L-18
		<i>Financial Management</i>	9		30118	Financial and operations decision Making - M1 Elements of corporate finance	6	L-18
		<i>Management Accounting</i>	6	Financial and operations decision Making - M2 Management accounting		L-18		
		Management of human capital	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Ecotourism	3		30134	Sustainable Tourism and Rural Devolpment	6	L-18
	Introduction of tourism	3		30158	Introduction into Tourism Management Systems	6	L-18	
	Cultural Tourism	3		30135	Tourism and regional products	6	L-18	
	Croatia as a tourist destination	3			Optional course (free choice)	6	L-18	
2021/2022		Statistics	6		30171	Statistics for TSE	6	L-18
		Tourism economics	9		30179	Economics of tourism and destinations	6	L-18
		Microeconomics	9		30180	Managerial economics for TSE	6	L-18
2022/23		First Foreign Language – German 1	3		30167	German – Foreign Language 1 – Communication and Presentation Skills in Specializ	3	L-18
		<i>Microeconomics</i>	9		30164	Micro and Macroeconomics	8	L-18
		<i>Macroeconomics</i>	9	L-18				
		Tourism Economics	9		30179	Economics of Tourism and Destinations	6	L-18
		Sustainable Development Management	9		30181	Sustainable Tourism Development	6	L-18
		Statistics	6		30171	Statistics for TSE	6	L-18
		Financial Management	9		30177	Introduction to Finance	9	L-18
		Business Informatics	3		30191	Data Management, Analysis and Security	6	L-18
		Big Data Analytics	6		30185	Technology, Media and Data in Tourism, Sports and Events	3	L-18
	Human Resource Management	6		n.d.	Optional Course	6	L-18	

Bilateral Agreement Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

University of Tasmania (Australia)

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2008 /09		Services Marketing	7,5	13 weeks		Tourism Marketing	5	L-18
		Organisational Behaviour	7,5	13 weeks		Unternehmerschulung	5	L-18
		Principles of Tourism	7,5	13 weeks		Economia del turismo	5	L-18
		Marketing communication	7,5	13 weeks		Communication skill and strategy	5	L-18
		Marketing management	7,5	13 weeks		Marketing A	5	L-18
		International economics	7,5	13 weeks		Economics B	5	L-18
2011/12	BMA211	Business communication	7,5	13 weeks	30110	Communication skills and strategies	6	L-18
	BMA207	Sustainable tourism	7,5	13 weeks	30134	Sustainable Tourism and rural development	6	L-18
	BMA110	Event management	7,5	13 weeks	30128	Event management and planning	6	L-18
	BMA506	Foundations of marketing	7,5	13 weeks	30112	Principles of marketing	7	L-18
	BMA204	Foundations of entrepreneurship	7,5	13 weeks	30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
2012/13	BMA204	Foundations of entrepreneurship	7,5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	BMA506	Foundations of marketing	7,5		30112	Principles of marketing	7	L-18
	BMA207	Sustainable tourism	7,5		30134	Sustainable Tourism and rural development	6	L-18
	BMA310	Interpretation for tourism	7,5		30127	Distribution channels and Intermediaries in tourism	6	L-18
	HEF101	French 1A	7,5		30114	Foreign Language French	6	L-18
	BMA258	Services Marketing	7,5		30132	Strategic marketing and management in tourism	6	L-18
2013/14	BMA246	Foundations of Entrepreneurship	7,5		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	BMA207	Sustainable Tourism	7,5		30134	Sustainable Tourism and Rural Development	6	L-18
	BMA310	Interpretation for Tourism	7,5		30142	optional course	6	L-18
	BEA200	Intermediate Microeconomics	7,5		30116	Business economics	6	L-18
	BMA319	Food, Wine and Agritourism	12,5		30135	Tourismus und regionale Produkte	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

University of Washington - United States of America

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2009/10		Rural development: Economics & Policy	3	3 hours/ week		Economics & Structural Development in Rural Areas	5	L-18
		Commercial law	5	5 hours/ week		Commercial law	5	L-18
		Strategic Marketing Management	4	4 hours/ week		Destination Marketing	5	L-18
		Doctoral Seminar in Marketing Strategy	4	4 hours/ week		Strategic Marketing for Tourism	5	L-18
		Advertising Marketing	4	4 hours/ week		optional course	5	L-18
		Consumer Behavior	4	4 hours/ week		optional course	5	L-18
		Marketing research	4	4 hours/ week		optional course	5	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

University of Worcester

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2009/10	BUSM 3301	Small Business Management	7,5		30063	Unternehmensschulung	5	L-18
	BUSM 3401	Marketing Strategy	7,5		30080	Strategic Marketing for Tourism	5	L-18
	COMP 2113	Introduction to E.Business	7,5		30085	Internet: processi per servizi di management e marketing	5	L-18
	LANG 1250	Spanish Stage 1	7,5			Optional	5	L-18
2012/13	BUSM1021	Economic concepts	7,5		SECS-P/06	Business economics	6	L-18
						Financial and operations decision making – M2 – Management accounting*		L-18
	BUSM2052	Management accounting & finance	7,5		SECS-P/07	PARTIAL RECOGNITION	6	
	SPRT2013	Sport Event Project Management	7,5		SECS-P/08	Internationales Sport und Event Management	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years
Faculty of Economics and Management

Universität Hamburg

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2015/16		Statistik I	6		30111	Statistics and Methods of Empirical Research	7	L-18
		Einführung Marketing	6		30112	Principles of Marketing	7	L-18
		Strategische Unternehmensführung	6		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	L-18
		Umweltökonomie	6			Optional Course	6	L-18
		Einführung in die Volkswirtschaftslehre	6		30102	Economics 1	8	L-18
		Einführung Marketing	6		30112	Principles of Marketing	7	L-18
		Investition I	3		30117	Financial Analysis	7	L-18
		Controlling	6		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
		Personalspezialisierung: Verhalten in Organisationen	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		<i>Makroökonomie</i>	6		30102	Economics 1	8	L-18
	<i>Mikroökonomie</i>	6	L-18					
2018/19	23-11.903.191	Personalwesen	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	23-11.906.191	Investition und Finanzierung I	6		30117	Financial Analysis	7	L-18
	23-11.902.191	Marktorientiertes Management	6		30112	Principles of Marketing	7	L-18
	23-11.903.191	Personalwesen	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
	23-11.906.191	Investition und Finanzierung I	6		30117	Financial Analysis	7	L-18
	23-11.902.191	Marktorientiertes Management	6		30112	Principles of Marketing	7	L-18
2019/20	22-10.204	Sustainability Economics	6		30134	Sustainable tourism and rural development	6	L-18
	23-21.928.192	Controlling	6		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	L-18
	23-21.905.192	Behavioral Investment	6			Optional Course	6	L-18
	23-21.906.192	Experimental Research Design in Marketing	6			Optional Course	6	L-18
		Grundlagen der Unternehmensführung	6		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	L-18
		Marketing	6		30112	Principles of Marketing	7	L-18
	Investition und Finanzierung I	6		30117	Financial Analysis	7	L-18	
2021/22	BA-FBI 4(E)	INTERNATIONAL FINANCE	6		30177	INTRODUCTION TO FINANCE	9	L-18
	BA-GRUR	FUNDAMENTALS OF ACCOUNTING	6		30172	MANAGERIAL ACCOUNTING	6	L-18
	BA-UFÜ 2(E)	THE ENTREPRENEURIAL FIRM	6			OPTIONAL COURSE	6	L-18

BA-MARKET 2(D)	PRICE MANAGEMENT	6			OPTIONAL COURSE	6	L-18
83-407	DIGITAL MARKETING	6			OPTIONAL COURSE	6	L-18
23-11.11.221	Bilanzen	6		30172	Managerial Accounting	6	L-18
23-11.15.221	Personalwesen	6		30176	Enterprenurship and leadership -M2-Organizational Behaviour and Leadership* PARTIAL RECOGNITION	6	L-18
23-11.12.221	Investition und finanzierung 1	6		30177	Introduction to Finance	9	L-18
23-21.13.221	Projekt management in Marketing und Vetrieb	6		30182	Event Management and planning	6	L-18
23-21.12.211	Nachhaltiges Innovationsmarketing	6			Optional Course	6	L-18
23-21.14.221	Marketing in Asia	6			Optional Course	6	L-18
2022/23	83-404	Media Management	6		Free choice course	6	L-18
	82-003.1	Empirical Business Research	6	30185	Technology, Media and Data in Tourism, Sports and Event	3	L-18
	83-602	Introduction to Quantitative Risk Management	6	30190	Quantitative Methods in Management	6	L-18
	83-403	Strategic Marketing Simulation Game	6	30187	Stretegic Marketing for Tourism	6	L-18
	83-401	Retail and Service Marketing	6	30187	Stretegic Marketing for Tourism	6	L-18
	83-293	corporate finance	6	30177	Introduction to finance	9	L-18
	83-403	strategic marketing simulation game	6	30187	strategic marketing for tourism	6	L-18
	82-003	empirical business resarch	6	30185	Technology, Media and Data in Tourism, Sports and Events	3	L-18
	83-505	supply chain management	6		free choice	6	L-18
	83-401	Retail and service marketing	6	30187	strategic marketing for tourism	6	L-18

Free Mover Outgoing Mobility

List of course equivalences recognised in previous years

Faculty of Economics and Management

Universidad Rey Juan Carlos

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2016/17	2006001	Estadística Aplicada al Turismo	6	30	30111	Statistics and Methods of Empirical Research	7	L-18
	2010015	Marketing for tourism	6	30	30112	Principles of Marketing	7	L-18
	2010021	World tourist itineraries and tourist information	6	40		Optional Course	6	L-18
	2021004	Economía	6	40	30102	Economics 1	8	L-18
	2006021	Itinerarios Turísticos del Mundo e Información Turística	6	38		Optional Course	6	L-18
2017/18	2010016	Commercial communication for tourism	6	---	30110	Communication Skills and Strategies	6	L-18
	2110007	Applied Statistics to marketing	6	---	30111	Statistics and Methods of Empirical Research	7	L-18
	2110010	Introduction to marketing	6	---	30112	Principles of Marketing	7	L-18
	2110021	Strategic Marketing	4,5	---	30132	Strategic marketing and management in tourism	6	L-18

Erasmus Exchange Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

Universität Witten/Herdecke

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree
2017/18	3000143	Marketing I (M30-1)	4	---	30112	Principles of Marketing	7	L-18
	3000144	Marketing II (M30-2)	4	---				L-18
	3000237	Asset Valuation (BM-PRF-1604)	5	---	30117	Financial Analysis	7	L-18
	3000203	Current issues in Accounting and control	5	---	30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	L-18
2018/19	3000083	Marketing Management (MG-PGM1809)	5		30112	Principles of Marketing	7	L-18
	3000237	Asset valuation	5		30117	Financial Analysis	7	L-18
		Personalmanagement	5		30113	Entrepreneurshio M2 - Leadership* PARTIAL RECOGNITION	6	L-18
	300143	Advanced Market Research/ Marketing I	5		30159	Marketing Research: Methods and tools	6	L-18
2021/22	BM-PMa-1601	Management von Organisationen	10		30176	Entrepreneurship and Leadership – M2 Organizational Behaviour and Leadership * PARTIAL RECOGNITION	6	L-18
	BP-WPh-1605	Formal Logic and Critical Thinking	5			Optional course	6	L-18
	BM-WFW-1601	Current Issues in Value Based-Management	5			Optional course	6	L-18
	BM-PRF-1604	Asset Valuation	5		30172	Managerial Accounting	6	L-18
	BM-WFM-1606	Advanced methods:Introduction to coding basics	5		30191	Datenmanagement, -analyse und -schutz	6	L-18
		General German Language course	3			Extracurricular course		L-18
		Scientific German Language	3			Extracurricular course		L-18
BM-WWM-1604	Valued-Based Maerktng	5			Optional course	6	L-18	
2022/23	BM-PEc-1602	Macroeconomics	5			Free choice	6	L-18
	MS-PSO-1802	Theories of strategic management	5		30187	Strategic marketing for tourism	6	L-18
	MS-WOr-1806	Current issues in organizations	5		30185	Technology, media and data in tourism, sport and events	3	L-18
	BP-PPo-1601	International politics	5			Free choice	6	L-18

Bilateral Agreement Programme

List of course equivalences recognised in previous years

Faculty of Economics and Management

William Angliss Institute - Australia

academic year	code	course title guest university	ECTS	total hours	code unibz	recognized at unibz as:	ECTS	Degree	
2016/17	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	HTE 602	Event Management	6		30128	Event Management and Planning	6	L-18	
	MAN 701	Human Resource Management	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	HTE 701	Niche Tourism	6		30135	Tourism and Regional Products	6	L-18	
	HTE 602	Event Management	6		30128	Event Management and Planning	6	L-18	
	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	HTE 701	Niche Tourism	6		30135	Tourism and Regional Products	6	L-18	
	HTE 602	Event Management	6		30128	Event Management and Planning	6	L-18	
	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	HTE 701	Niche Tourism	6		30135	Tourism and Regional Products	6	L-18	
	HTE 602	Event Management	6		30128	Event Management and Planning	6	L-18	
2017/18	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	MAN707	Strategy, Change and Leadership	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	MAN707	Strategy, Change and Leadership	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	MAN 605	Financial Analysis and Decision Making	6		30117	Financial Analysis	7	L-18	
	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18	
	MAN 502	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	MAN707	Strategy, Change and Leadership	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	L-18	
	EVE501	Fundamentals of Event Practices	6		30128	Event Management and Planning	6	L-18	
	MAN 601	Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	
	TOU 503	Tourism Distribution Systems	6		30127	Distribution channels and Intermediaries in Tourism	6	L-18	
	2018/19	MAN 706	<i>Innovation and Entrepreneurship</i>	6		30113	Entrepreneurship - M1 - Strategic Management	12	L-18
		MAN 707	<i>Strategy, Change and Leadership</i>	6		30113	Entrepreneurship – M2 – Leadership		L-18
		RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6	L-18
MAN 605		Financial Analysis and Decision Making	6		30117	Financial Analysis	7	L-18	
MAN 601		Introduction to Marketing	6		30112	Principles of Marketing	7	L-18	

								L-18
RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6		L-18
MAN 601	Introduction to Marketing	6		30112	Principles of Marketing	7		L-18
EVE501	Fundamentals of Event Practices	6		30128	Event Management and Planning	6		L-18
MAN 605	Financial Analysis and Decision Making	6		30117	Financial Analysis	7		L-18
RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6		L-18
EVE501	Fundamentals of Event Practices	6		30128	Event Management and Planning	6		L-18
MAN 605	Financial Analysis and Decision Making	6		30117	Financial Analysis	7		L-18
RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6		L-18
MAN 605	Financial Analysis and Decision Making	6		30117	Financial Analysis	7		L-18
MAN 707	Strategy, Change and Leadership	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6		L-18
EVE501	Fundamentals of Event Practices	6		30128	Event Management and Planning	6		L-18
2019/20								
RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6		L-18
H0H601	Digital marketing and Distribution	6		30127	Distribution channels and Intermediaries in Tourism	6		L-18
HOS603	Sustainable Procurement for Hospitality and Tourism	6		30134	Sustainable Tourism and Rural Development	6		L-18
HOS609	Wine Design	6			Optional course (Free choice)	6		L-18
MAN 601	Introduction to Marketing	6		30112	Principles of Marketing	7		L-18
MAN605	Financial analysis and decision making	6		30118	Financial and operations decision making – M1 – Elements of corporate finance* PARTIAL RECOGNITION	6		L-18
MAN 706	Innovation and entrepreneurship	6		30113	Entrepreneurship – M1 – Strategic Management* PARTIAL RECOGNITION	6		L-18
RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6		L-18
RES 501	Foundation Academic Communication Skills	6		30110	Communication Skills and Strategies	6		L-18
MAN 605	Financial Analysis and Decision Making	6		30117	Financial Analysis	7		L-18
MAN 707	Strategy, Change and Leadership	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6		L-18
TOU502	Destination Concepts	6		30125	Destination development	6		L-18
RES 501	Foundation Academic Communication Skills	6			Optional course (Free choice)	6		L-18
MAN 707	Strategy, Change and Leadership	6		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6		L-18
MAN 601	Introduction to Marketing	6		30112	Principles of Marketing	7		L-18
MAN 605	Financial Analysis and Decision Making	6		30117	Financial Analysis	7		L-18
2022/23								
EVE501	Fundamentals of Event Practices	6		30182	Gestione e pianificazione degli eventi	6		L-18
EVE503	Event Design	6			free choice	6		L-18
EVE701	Sustainability for the Events Industry	6			free choice	6		L-18
HOS509	Food and Beverage Knowledge- beverage-knowledge.	6		30180	Erlebnistourismus: aktuelle Trends in der Lebensmittel- und Weinbranche	6		L-18
RES501	Foundation Academic Communication Skills	6			extra-curricular			L-18
EVE504	Events Fundamentals	6		30182	Gestione e pianificazione degli eventi	6		L-18
EVE759	Politics and Culture in International Events	6			free choice	6		L-18
EVE503	Event design	6			Free choice	6		L-18
EVE601	Planning and Hosting Festivals	6			Free choice	6		L-18
RES501	Foundation Academic Communication Skills	6			extracurricular course			L-18
HOS509	Food and Beverage Knowledge	6		30180	Turismo esperenziale: attuali tendenze nel settore enogastronomico (file allegato)	6		L-18
EVE501	Fundamentals of Event Practices	6		30182	Event Management and Planning (file allegato)	6		L-18
EVE504	Events Fundamentals	6		30182	Gestione e pianificazione degli eventi	6		L-18

	EVB601	Designing business events	6			Free choice	6	L-18
2023/23	EVE501	Fundamentals of Event Practices	6		30182	Gestione e pianificazione degli eventi	6	L-18
	TOU739	Current Issues in Tourism and Hospitality	6		30189	Current Issues in Tourism Management	6	L-18
	MAN706	Innovation and Entrepreneurship	6		30176	Entrepreneurship and Leadership: M1 Strategic Management	6	L-18
	TOM719	Tourism Marketing and Data Analytics	6		30191	Datenmanagement, -analyse und -schutz	6	L-18
	EVE611	Project Management	6		30182	Gestione e pianificazione degli eventi	6	L-18
	HOH601	Digital Marketing and Distribution	6		30187	Strategic Marketing for Tourism	6	L-18
	MAN706	Innovation and entrepreneurship	6		30176	Entrepreneurship and LeadershipM-1 Strategic Management	6	L-18
	EVE611	Project Management	6		30182	Event Management and Planning	6	L-18
	TOU 739	Current issues in tourism and hospitality	6		30189	current issues in tourism management	6	L-18
	HOH601	Digital marketing and distibution	6		30187	strategic marketing for tourism	6	L-18