

Bilateral Agreement Programme  
 List of course equivalences recognised in previous years  
 School of Economics and Management  
 Degree Program: Tourism, Sport and Event Management

**University of Tasmania (Australia)**

academic year	Code	title of the lecture guest university	ECTS	total hrs	code unbz	recognized at unbz as:	ECTS	students
2012 - 2013	BMA204	Foundations of entrepreneurship	7,5		30113	Entrepreneurship M2 Leadership	6	TSE - DM 270/04
	BMA506	Foundations of marketing	7,5		30112	Principles of marketing	7	TSE - DM 270/04
	BMA207	Sustainable tourism	7,5		30134	Sustainable Tourism and rural development	6	TSE - DM 270/04
	BMA310	Interpretation for tourism	7,5		30127	Distributionchannels + Intermediaries in tourism	6	TSE - DM 270/04
	HEF101	French 1A	7,5		30114	Foreign Language French	6	TSE - DM 270/04
	BMA258	Services Marketing	7,5		30132	Strategic marketing and management in tourism	6	TSE - DM 270/04
2013-2014	BMA246	Foundations of Entrepreneurship	7,5		30113	Entrepreneurship M2 Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	BMA207	Sustainable Tourism	7,5		30134	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
	BMA310	Interpretation for Tourism	7,5		30142	optional course	6	TSE - DM 270/04
	BEA200	Intermediate Microeconomics	7,5		30116	Business economics	6	TSE - DM 270/04
	BMA319	Food, Wine and Agritourism	12,5		30135	Tourismus und regionale Produkte	6	TSE - DM 270/04

Erasmus Exchange Programme  
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 School of Economics and Management  
 Degree Program: Tourism, Sport and Event Management

**University of Lapland, Rovaniemi Finland**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-14</b>	YMATO0211	Sustainable rural and urban tourism	5		30134	Sustainable tourism and rural development	6	TSE - DM 270/04
	YMATO0113	Responsible tourism business	5			optional course	6	TSE - DM 270/04
	ASPB1105	Sustainable development, natural resources and economy in the north	5			optional course	6	TSE - DM 270/04
	XFIN0002	Finnish for foreigners 2	3			optional course	3	TSE - DM 270/04
	YMAT1220	Experience economy and innovation in tourism	5			optional course	6	TSE - DM 270/04
		Arctic Tourism	5		30135	tourism and regional products	6	TSE - DM 270/04
		Multidimensional changing environments in tourism	5		30134	Sustainable tourism and rural development	6	TSE - DM 270/04
		Strategic management	5		30113	Entrepreneurship M1_ Strategic Management	6	TSE - DM 270/04
	801D11B	Daily operational management in tourism	5		30128	Gestione e pianificazione degli eventi	6	TSE - DM 270/04
	801D8C	Product development and pricing	5		30132	Strategic marketing and management in tourism	6	TSE - DM 270/04
<b>2015-16</b>	YMAT 0211	Sustainable rural and urban tourism	5		30134	Sustainable tourism and rural development	6	TSE - DM 270/04
	YMATO0113	Responsible tourism business	5			optional course	6	TSE - DM 270/04
	ASPB1105	Sustainable development, natural resources and economy in the North	5			optional course	6	TSE - DM 270/04
	YMEN1210	Quantitative Methods	5		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	YMAT0222	Developing Destination Experiences	5		30125	Destination development	6	TSE - DM 270/04
	ORJ01103	Introduction to Leadership Psychology	5		30154	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	XESP0001	Spanish 1	3		30115	Foreign Language "Spanish"	6	TSE - DM 270/04
	XESP0001	Spanish 3	3					

Erasmus Exchange Programme and Free Movers  
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 School of Economics and Management  
 Degree Program: Tourism, Sport and Event Management

**Universidad del Pais Vasco (Bilbao)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2012 - 2013	25828	<i>Economía de la empresa: Organización y dirección</i>	6		30116	Business economics	6	TSE - DM 270/04
	27001	<i>Microeconomía intermedia</i>	6					
	27069	Comunicación comercial: decisiones	6			Optional course	6	TSE - DM 270/04
	25813	Marketing internacionales	6		30112	Principles of Marketing	7	TSE - DM 270/04
	25827	Contabilidad financiera	6		30118	Management accounting - M2	6	TSE - DM 270/04
	26988	Gestion en mercados financieros renta variable y derivados	6		30118	Elements of corporate finance - M1	6	TSE - DM 270/04

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**Université Paul Cezanne Aix (Marseille)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2012 - 2013	ENBEM1U1	Statistique	6		30111	Statistics and methods	7	TSE - DM 270/04
	ENBEM5V16B	Management et diagnostic strategies	4,5		30132	Entrepreneurship - M1 Strategic Management+ PARTIAL RECOGNITION	6	TSE - DM 270/04
	ENBEM3V3B	Comptabilité et analytique de control gestion	4,5		30118	Financial and operating decision making	6	TSE - DM 270/04
	ENBEM3V18	Marketing	4,5		30112	Principles of Marketing	7	TSE - DM 270/04
		Marketing	4,5		30112	Principles of Marketing	7	TSE - DM 270/04
		<i>Finance internationale</i>	3		30117	Financial analysis	7	TSE - DM 270/04
		<i>Mecanismes monetaire internationaux</i>	3					
		Choix financiers & analyse	4,5		30117	Financial analysis	7	TSE - DM 270/04
		<i>Mathematiques financieres</i>	9		30118	Financial & opertional decision making - M2	6	TSE - DM 270/04
		<i>Finance de marche</i>						
		Math. Fin. & choix d'investment	4,5		30118	Financial & opertional decision making - M2	6	TSE - DM 270/04
		Statistique	6		30111	Statistics and methods	7	TSE - DM 270/04
		<i>Francais</i>	3			Optional	6	TSE - DM 270/04
		<i>Anglais</i>	3					
		<i>Politique economique</i>	3					
		<i>Economie international</i>	3		30116	Business Economics	6	TSE - DM 270/04
		Psychologie sociale	3			Optional	3	TSE - DM 270/04
	Technique de la GRH	3			Optional	3	TSE - DM 270/04	
	Gestion de ressources humaines	3			Optional	3	TSE - DM 270/04	

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**Università di Firenze**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2012 - 2013</b>	B004553	Lingua Spagnola	6		30115	Foreign language Spanish	6	TSE - DM 270/04
	B001197	Diritto commerciale	9		30119	Applied Business Law	6	TSE - DM 270/04
	B016334	Programmazione e controllo	6		30118	Financial and Operation decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	B015832	Innovazione e sviluppo nuovi prodotti	6			Optional Course	6	TSE - DM 270/04
	B019348	Tourism business organization, human resourcess & event management	9		30128	Event Management & Planning	6	TSE - DM 270/04
	B003135	Organizzazione aziendale	6		30113	Entrepreneurship - M2 - Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	B000269	Marketing (principi e strumenti)	6		30112	Principles of Marketing	7	TSE - DM 270/04
	B018991	Economia aziendale	9		30116	Business economics	6	TSE - DM 270/04
	B001296	Istituzione di diritto pubblico	9		30103	Introduction to legalsystem M1 - public law* PARTIAL RECOGNITION	6	TSE - DM 270/04
	B016417	Economia Agro-Alimentare e rurale	9		30134	Sustainable Tourism and rural development	6	TSE - DM 270/04
	B016337	Strategia di impresa	9		30113	Entrepreneurship – M1 – Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
	B018986	Economia dello sviluppo e degli organizzazione aziendale	6		30116	Business economics	6	TSE - DM 270/04
	B019348	Tourism business organization, human resourcess & event management	9		30128	Event Management and Planning	6	TSE - DM 270/04
	B018986	Economia dello sviluppo e degli organizzazione aziendale	6		30116	Business economics	6	TSE - DM 270/04
<b>2014-15</b>	B001197	Diritto commerciale	9		30119	Applied Business Law	6	TSE - DM 270/04
	B018992	Economia e gestione delle imprese	9		30113	Entrepreneurship - M2 Leaderhsip	6	TSE - DM 270/04
	B015947	Sociologia die processi culturali	9			Optional Course	6	TSE - DM 270/04
	B00269	Marketing (Principi e Strumenti)	6		30112	Principles of Marketing	7	TSE - DM 270/04
	B019356	Agri-Food Economics	6		30135	Tourism and regional products	6	TSE - DM 270/04

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**Universität Leuphana - Lüneburg**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2012 - 2013</b>	30421000	Marketing	5		30112	Principles of Marketing	7	TSE - DM 270/04
		International management I: Introduction to international business	5		30130	International Tourism Management	6	TSE - DM 270/04
		International management II: Microfoundations of international management	5		30113	Entrepreneurship M2 - Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Responsibility of corporations	5			Optional course	6	TSE - DM 270/04
	12911000	Tourismus Management	5		30130	International Tourism Management	6	TSE - DM 270/04
	56601000	Teamkompetenz Konflikte lösen/vermeiden	5		30113	Entrepreneurship M2 - Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	33955000	Funktionen und Instrumente des Personalmanagements I	5			Optional course	6	TSE - DM 270/04
	Methoden kultureller Kommunikationssprache, Zeichen, Schrift und Bild	5		30110	Communication Skills and Strategies	6	TSE - DM 270/04	
<b>2013-2014</b>	33421000	Marketing	5		30112	Principles of Marketing	7	TSE - DM 270/04
	12911000	Tourism Management	5		30130	International Tourism Management	6	TSE - DM 270/04
	12003000	Methods of Cultural Analysis	5		30110	Communication Skills and Strategies	6	TSE - DM 270/04
	28109000	Organizational psychology and personal development	5		30113	Entrepreneurship M2: Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04

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**California University - Pomona**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2012 - 2013</b>	IBM301	Principles of Marketing Management	4		30112	Principles of Marketing	7	TSE - DM 270/04
	MHR324	Communication for management	4		30110	Communication skills and strategies	6	TSE - DM 270/04
	MHR311	Human resources management	4			Optional course	4	TSE - DM 270/04
	MHR318	Organizational behavior	4		30113	Entrepreneurship - M2 Leadership	6	TSE - DM 270/04
	MHR321	Creativity and Entrepreneurship	4					
	HRT415	International travel & tourist	4		30130	International tourism management	6	TSE - DM 270/04
	HRT203	Hotel/resort operations	4			Optional course	6	TSE - DM 270/04
	HRT374	Hospitality industry managerial accounting	4		30118	Financial and operations decision making M2 - Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
IBH300	Principles of Global Business	4		30141	Optional course	6	TSE - DM 270/04	
<b>2013-2014</b>	IBM 301	Principles of Marketing Management	4		30112	Principles of Marketing	7	TSE - DM 270/04
	MHR318	Organizational Behavior	4		30113	Entrepreneurship - M2 Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	MHR324	Creativity and Entrepreneurship	4					
	MHR 324	Communication for Management	4		30110	Communication Skills and Strategies	6	TSE - DM 270/04
	HRT390	Hotel/Resort Sales, Advertising, Public Relations	4			Optional course	6	TSE - DM 270/04
	HRT320	Club Operations	4			Optional course	6	TSE - DM 270/04
	SPN151	Spanish	4		30115	Foreign Language Spanish (Extracurricular)	6	TSE - DM 270/04
<b>2014-15</b>	<i>BUS 495</i>	<i>Strategic Management</i>	4		30113	Entrepreneurship - M1 + M2	12	TSE - DM 270/04
	<i>MHR 450</i>	<i>Leadership</i>	4					
	ACC 208	Managerial Accounting for Decision Making	4		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	TOM 302	Managerial Statistics	4		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	BM 301	Principles of Marketing Management	4		30112	Principles of Marketing	7	TSE - DM 270/04

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**Universidad de Las Palmas**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2015-16</b>	40523	Direccion de marketing operativo	6		30112	Principles of Marketing	7	TSE - DM 270/04
	41306	Recursos territoriales turisticos	6		30135	Tourism and Regional Products	6	TSE - DM 270/04
	40515	Contabilidad de Gestion	6		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	41323	Gestion de alojamentos	6		30142	Optional Course	6	TSE - DM 270/04

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**National Sun Yat-Sen University (Taiwan)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized as at unibz:	ECTS	students
2015-16	IB501	Managerial Economics	3		30116	Business Economics	6	TSE - DM 270/04
	MIS 235	Business English & communication	3		30110	Communication skills & strategy	6	TSE - DM 270/04
	IB594	Financial Management	3		30117	Financial Analysis	7	TSE - DM 270/04
	HRM651	International Marketing Management	3		30112	Principles of Marketing	7	TSE - DM 270/04
	HRM502	Organizational Behavior	3		30113	Entrepreneurship - M2 Leaderhsip* PARTIAL RECOGNITION	6	TSE - DM 270/04
	IB521	Accounting	3		30105	Introduction to Accounting	8	TSE - DM 270/04

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**College of Charleston**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2015-16		Entrepreneurship Theory and Practice	3		30113	Entrepreneurship – M1 – Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Business Finance	3		30117	Financial Analysis	7	TSE - DM 270/04
		Managerial Accounting	3		30118	Financial and operations decision making – M2 – Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Events Management	3		30131	International Sport and Event Management	6	TSE - DM 270/04
		Entrepreneurial Leaderhsip	3		30113	Entrepreneurship – M2 – Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04

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**Universtiy of Ottawa (Canada)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2012 - 2013</b>	ADM2303	Statistics for management	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	ADM2320	Marketing	3		30112	Principles of Marketing	7	TSE - DM 270/04
	ADM3313	Entrepreneurial mind	3		30113	Entrepreneurship - M1 strategic management* PARTIAL RECOGNITION	6	TSE - DM 270/04
	ADM2336	Organizational behaviour	3			Optional course	6	TSE - DM 270/04
	ADM2303	Statistics for management	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	FSL 2761	French as a second language	3		30114	Foreign Language A - French	6	TSE - DM 270/04
	ADM2341	Managerial accounting	3		30118	Financial and operations decision making - M2* PARTIAL RECOGNITION	6	TSE - DM 270/04

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University of Lethbridge - Canada

academic year	Code	titel of the lecture guest univeristy	ECTS	code unibz	recognized as at unibz:	ECTS	students
<b>2012 - 2013</b>	2020	Marketing	3	30112	Principles of Marketing	7	TSE - DM 270/04
	3080	Developing Management Skills	3	30110	Communication skills & strategy	6	TSE - DM 270/04
	3680	Introduction to canadian culture & management	3	30134	Sustainable tourism & rural development	6	TSE - DM 270/04
	1000	Beginner's Spanish	3	30115	Foreign language "Spanish"	6	TSE - DM 270/04
	3551	Introduction to tourism	3	30124	Tourism and regional products - optional course	6	TSE - DM 270/04
	1770	Introduction to probability and statistics	3	30111	Metodi statistici per la ricerca empirica	7	TSE - DM 270/04
<b>2013-14</b>	2020	Marketing	3	30112	Principles of Marketing	7	TSE - DM 270/04
	2030	Introduction to organizational Behaviour	3	30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	3080	Managerial skill development	3	30110	Communication and Strategy	6	TSE - DM 270/04
	3680	Introduction to canadian culture & management	3	30134	Optional	6	TSE - DM 270/04
	1000	Beginner's French I	3	30114	Foreign Language French	6	TSE - DM 270/04
	1770	Introduction to Probability and Statistics	3	30111	Empirical Methods and Management	7	TSE - DM 270/04
	1000	Beginner's Spanish I	3	30114	Foreign Language Spanish	6	TSE - DM 270/04
	3031	Information Systems and Management	3	30104	Information systems and data management	6	TSE - DM 270/04
	1010	Introduction to Microeconomics	3	30102	Economics 1	8	TSE - DM 270/04
1012	Introduction to Macroeconomics	3					
<b>2014-15</b>	1170	Introduction to Probability and Statistics	3	30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	1000	Beginner's Spanish I	3	30114	Foreign Language Spanish	6	TSE - DM 270/04
	2030	Introduction to organizational Behaviour	3	30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	3080	Managerial skill development	3	30110	Communication Skills and Strategy	6	TSE - DM 270/04
	2020	Marketing	3	30112	Principles of Marketing	7	TSE - DM 270/04
	3680	Introduction to canadian culture & management	3	30134	Sustainable tourism & rural development	6	TSE - DM 270/04
	3030	Managerial Economics	3	30116	Business economics	6	TSE - DM 270/04
<b>2015-16</b>	MGT 2020	Marketing	3	30112	Principles of Marketing	7	TSE - DM 270/04
	MGT 3680	Introduction to canadian culture & management	3	30134	Sustainable tourism & rural development	6	TSE - DM 270/04
	MGT 3850	Sports marketing	3	30133	Sport and Event Marketing and Sponsorship	6	TSE - DM 270/04
	SPAN 1000	Beginner's Spanish I	3	30115	Foreign Language Spanish	6	TSE - DM 270/04
	MGT 3850	Sports marketing	3	30133	Sport and Event Marketing and Sponsorship	6	TSE - DM 270/04
	MGT 2400	Management Accounting	3	30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	3080	Managerial skill development	3	30110	Communication Skills and Strategy	6	TSE - DM 270/04
	1170	Introduction to Probability and Statistics	3	30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	2030	Introduction to organizational Behaviour	3	30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04

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School of Economics and Management

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**University of Marmara (Turkey)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-2014</b>	ECON344	Managerial Economics	6		30116	Business Economics	6	TSE - DM 270/04
	OB134	Communication Skills	3		30110	Communication skills and strategies	6	TSE - DM 270/04
	TRD191	Introduction to turkish language and culture	5			Extracurricular course	5	TSE - DM 270/04

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**University of Worcester**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2012 - 2013	BUSM1021	Economic concepts	7,5		SECS-P/06	Business economics	6	TSE - DM 270/04
	BUSM2052	Management accounting & finance	7,5		SECS-P/07	Financial & operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	SPRT2013	Sport Event Project Management	7,5		SECS-P/08	Internationales Sport und Event Management	6	TSE - DM 270/04

**University di Cagliari**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized as at unibz:	ECTS	students
<b>2012 - 2013</b>	IUS/01	Diritto privato	9		30103	Diritto privato	6	TSE - DM 270/04
	SECS-P/07	Programmazione e controllo	9		30118	Finanzierung und Kostenanalyse - M2 - Strategisches Rechnungswesen* PARTIAL RECOGNITION	6	TSE - DM 270/04
	SECS-P/08	Business communication and selected topics in marketing	9			Optional	9	TSE - DM 270/04
	SECS-P/07	Economia aziendale	12		30116	Economia aziendale	6	TSE - DM 270/04
	IUS/04	Diritto commerciale	9		30119	Applied business law	6	TSE - DM 270/04
	IUS/05	Diritto dell'economia	6		30120	Applied economic law	6	TSE - DM 270/04
	SECS-P/09	Finanza aziendale	9		30117	Financial Analysis	7	TSE - DM 270/04
	SECS-501	Statistica per finanza	6		30111	Statistics and methods for empirical research	7	TSE - DM 270/04
<b>2013-14</b>	IUS/01	Diritto privato	9		30103	Introduction to legal systems - M2: private law* PARTIAL RECOGNITION	6	TSE - DM 270/04
	SECS-501	Statistica	6		30111	Statistics and methods for empirical research	7	TSE - DM 270/04
	SECS-P/08	Business communication and selected topics in marketing	9		30142	Optional	6	TSE - DM 270/04
	SECS-P/08	Economia e gestione delle imprese	9		30116	Economia aziendale	6	TSE - DM 270/04
	L-LIN/07	Spanish Language	6		30115	Foreign Language - Spanish	6	TSE - DM 270/04
	SECS-P/07	Management pubblico	6		30142	Optional	6	TSE - DM 270/04
	SECS-P/07	Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	L-LIN/07	French Language	6		30114	Foreign Language - French	6	TSE - DM 270/04
	EC/0006	Innovation Management	9		30142	Optional	6	TSE - DM 270/04
		Legislazione del turismo	6		30120	Diritto economico applicato	6	TSE - DM 270/04
	Analisi di bilancio	6		30142	Optional	6	TSE - DM 270/04	
<b>2014-15</b>		Marketing (Tourist)	9		30112	Principles of Marketing	7	TSE - DM 270/04
		Diritto commerciale	6		30119	Applied Business Law	6	TSE - DM 270/04
		Lingua Russa	6		30142	Optional	6	TSE - DM 270/04
		Diritto privato	6		30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	TSE - DM 270/04
<b>2015-16</b>		Diritto privato	6		30103	Introduzione agli ordinamenti giuridici - M2 Diritto Privato* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Geografia del Turismo	6		30134	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
		Programmazione e controllo	9		30118	Financial and operations decision making - M2 - Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Organizzazione Aziende Turistiche	6		30142	Optional Course	6	TSE - DM 270/04

Bilateral Agreement Programme  
 List of course equivalences recognised in previous years  
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**Sun Yat Sen University (China)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2015-16		Business Comunication	2	1 cp equals 18 hrs	30110	Communication Skills and Strategies	6	TSE - DM 270/04
		Marketing research	2	1 cp equals 18 hrs	30112	Principles of Marketing	7	TSE - DM 270/04
		Finance	2	1 cp equals 18 hrs	30117	Financial Analysis	7	TSE - DM 270/04
		Business English	2	1 cp equals 18 hrs	301146	Specialized language course for Economics - English	3	TSE - DM 270/04

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School of Economics and Management

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**Southern Cross University - Australia**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized as at unibz:	ECTS	students
2012 - 2013	MKT00127	Tourism and Hospitality Marketing	12		30112	Principles of Marketing	7	TSE - DM 270/04
	MNG00427	Entrepreneurship in Tourism-Hospitality	12		30113	Entrepreneurship (M1 + M2)	12	TSE - DM 270/04
	MNG00421	Events management	12		30128	Event management and planning	6	TSE - DM 270/04
	LAW00523	Commercial law	12		30119	Applied business law	6	TSE - DM 270/04
	HMS00423	Sustainable Tourism	12		30134	Sustainable tourism and rural development	6	TSE - DM 270/04
	MKT00128	Tourism and hospitality sales and promotion	12		30132	Marketing and management in tourism	6	TSE - DM 270/04
	MNG01413	Human resource and workplace management	12			Optional course	6	TSE - DM 270/04

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List of course equivalences recognised in previous years

School of Economics and Management

Degree Program: Tourism, Sport and Event Management

**Humboldt-Universität zu Berlin**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized as at unibz:	ECTS	students
<b>2012/13</b>	70695	Marketingtheorie	3		30112	Principles of Marketing	7	TSE - DM 270/04
	70708	Seminar zum Marketingmanagement	3					
	70142	Mathematik II VL	3		30101	Matematica per le applicazioni economiche B - M2	6	TSE - DM 270/04
	70142	Mathematik II UE	3					
	70672	Einführung Internationales Management VL	3		30130	International Tourism Management	6	TSE - DM 270/04
	70672	Einführung Internationales Management UE	3					
<b>2013-2014</b>	70114	Mikroökonomie II	6		30116	Business economics	6	TSE - DM 270/04
	70129	Finanzierung und Investition	3		30117	Financial Analysis	7	TSE - DM 270/04
	70721	Excel für die BWL und VWL Praxis	3					
	7084	Grundlagen des professionellen Sprechens	5		30110	Communication Skills and Strategies	6	TSE - DM 270/04
	70630	Applied Entrepreneurship	6		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
<b>2015-16</b>	70614	Corporate Finance	6		30118	Financial and operations decision making - M1 Elements of corporate finance	12	TSE - DM 270/04
	70129	Finanzierung und Investition	3			Financial and operations decision making - M2		
	70754	Entwicklungstendenzen der Kostenrechnung	3			Management accounting		
	70688	Grundlagen der Marktforschung	6			Optional Course	6	TSE - DM 270/04
	70710	Customer analytics and customer insights	6			Optional Course	6	TSE - DM 270/04
	70 687	Marktforschung und Marketingentscheidungen	6			Optional Course	6	TSE - DM 270/04
	9014	Eventmanagement – Events erfolgreich entwickeln, vermarkten, organisieren und durchführen	6			Optional Course	6	TSE - DM 270/04

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 List of course equivalences recognised in previous years  
 School of Economics and Management  
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**University of Rijeka Croatia**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2012 - 2013	37421	Strategic Management	6		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
	85162	Marketing	6		30112	Principles of Marketing	7	TSE - DM 270/04
	33	Financing of small and medium sized enterprises	4		30118	Financial and operations decision Making - M1 Elements of corporate finance	12	TSE - DM 270/04
	68	Management accounting	6			Financial and operations decision Making - M2 Management accounting		
	85152	Statistics	6		30111	Statistics and Methods for Emprirical Research	7	TSE - DM 270/04
	104	Business French	4			Optional course	3	TSE - DM 270/04
	94715	Monetary economics	6		30118	Financial and operations decision Making - M1- Elements of corporate finance	12	TSE - DM 270/04
	37415	Financial institutions accounting	6			Financial and operations decision Making - M2 - Management accounting		
85168	Business Italian 2	3			Optional course	3	TSE - DM 270/04	

Exchange Programme

List of course equivalences recognised in previous years

School of Economics and Management

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**Technische Universität Dresden**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-2014</b>	WW-BA-01	Mathematik	9		30101	Mathematics for Economics M1 + M2	12	TSE - DM 270/04
	WW-BA-03	Grundlagen des Rechnungswesens	7		30105	Introduction to Accounting	8	TSE - DM 270/04
	WW-BA-12	Statistik	9		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	WW-BA-20-086	Tourismuswirtschaft	6		30124	Tourism Economics	6	TSE - DM 270/04
		Organisation und Management von Kulturveranstaltungen	4			Optional Course	6	TSE - DM 270/04
	WI-BA-02	Aqua/Mentorenprogramm	6		30110	Kommunikation und Strategie	6	TSE - DM 270/04
	WW-BA-21-08	Verkehrswissenschaft und Politik	9		30129	Management of Travel and Transport Organizations	6	TSE - DM 270/04
	WW-BA-19.04	Vertiefungsthemen im Schwerpunkt Marketing und Management	6		30112	Principles of Marketing	7	TSE - DM 270/04

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List of course equivalences recognised in previous years

School of Economics and Management

Degree Program: Tourism, Sport and Event Management

**Johannes Gutenberg Universität Mainz**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-2014</b>		Statistik II	7		30111	Statistics and Methods for empirical research	7	TSE - DM 270/04
		Finanzen	6		30117	Financial Analysis	7	TSE - DM 270/04
		Absatzwirtschaft	7		30112	Principles of Marketing	7	TSE - DM 270/04
		Mikroökonomie 2	6		20116	Business Economics	6	TSE - DM 270/04
		International Trade	6			Optional Course	6	TSE - DM 270/04
		Corporate Finance	6		30117	Financial Analysis	7	TSE - DM 270/04
<b>2014-15</b>		Finanzwirtschaft	7		30117	Financial Analysis	7	TSE - DM 270/04
		Unternehmensführung	7		30013	Entrepreneurship - M2 Leaderhsip* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Controlling	6		30118	Financial and operations decision making - M1 Elements of corporate finance * PARTIAL RECOGNITION	6	TSE - DM 270/04
		Statistik I	7		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
		Skills and Tools	7		30110	Communication Skills and Strategies	6	TSE - DM 270/04
		Marketing	7		30112	Marketing	7	TSE - DM 270/04
		Skills and Tools	7		30110	Communication Skills and Strategies	6	TSE - DM 270/04
		Absatzwirtschaft	7		30112	Principles of Marketing	7	TSE - DM 270/04
		Statistik II	7		30111	Statistics and Methods for Empirical Research	7	TSE - DM 270/04
		Mikroökonomie II	6		30116	Business Economics	6	TSE - DM 270/04
		Corporate Finance	6		30117	Financial Analysis	7	TSE - DM 270/04
		Curso umbral de Espanol	6		30115	Foreign Language - Spanish	6	TSE - DM 270/04
	International trade: Theory and Policies	6			Optional Course	6	TSE - DM 270/04	
<b>2015-16</b>		Absatzwirtschaft	7		30112	Principles of Marketing	7	TSE - DM 270/04
		Mikroökonomie II	6		30116	Business Economics	6	TSE - DM 270/04
		Corporate Finance	6		30117	Financial Analysis	7	TSE - DM 270/04
		International trade: Theory and Policies	6			Optional Course	6	TSE - DM 270/04
		Statistik I	7		30111	Statistics and Methods for Empirical Research	7	TSE - DM 270/04
		Mikroökonomie I	9		30116	Business Economics	6	TSE - DM 270/04
		Unternehmensführung	7		30013	Entrepreneurship - M2 Leaderhsip* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Advanced International Economics II: International Money and Finance	6			Optional Course	6	TSE - DM 270/04

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**Universität Augsburg**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-2014</b>		Marketing	5		30112	Principles of Marketing	7	TSE - DM 270/04
		Strategisches Managment	4		30113	Entrepreneurship - M1 Strategic Management	12	TSE - DM 270/04
		Unternehmensführung - Karriere und Organisation	4		30113	Entrepreneurship - M2 Leadership		
		Course Espanol	6		30115	Foreign Language Spanish	6	TSE - DM 270/04
		Seminartopics. Global Business	6			Optional course	6	TSE - DM 270/04
		Global perspectives of public and private sector interaction	4			Optional course	6	TSE - DM 270/04
		Statistik	6		30111	Statistics and methods for empirical research	7	TSE - DM 270/04

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School of Economics and Management

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**Özyegin University Turkey**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-2014</b>	HMAN101	Tourism industry	6		30124	Tourism economics	6	TSE - DM 270/04
	MKTG201	Marketing	6		30112	Principles of Marketing	7	TSE - DM 270/04
	FIN803	Strategic financial management	5		30118	Financial and operations decision making - M1 Elements of corporate finance* PARTIAL RECOGNITION	6	TSE - DM 270/04
	HUK380	Commercial Law	4		30119	Applied Business Law	6	TSE - DM 270/04

Erasmus Exchange Programme

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School of Economics and Management

Degree Program: Tourism, Sport and Event Management

**Technische Universität Hamburg**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2012 - 2013</b>	IWI	Internationales Wirtschaftsrecht	6		30120	Angewandtes Wirtschaftsrecht	6	TSE - DM 270/04
	IWI	Internes und externes Rechnungswesen	6		30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
<b>2015-16</b>		Statistik I	6		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
		Einführung Marketing	6		30112	Principles of Marketing	7	TSE - DM 270/04
		Strategische Unternehmensführung	6		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Umweltökonomie	6		30142	Optional Course	6	TSE - DM 270/04
		Einführung in die Volkswirtschaftslehre	6		30102	Economics 1	8	TSE - DM 270/04

Bilateral Agreement Programme  
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**Brock University Canada**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2013-14</b>	SPMA3806	Globalization of sports	6		30147	Optional Course	6	TSE - DM 270/04
	ENTR2F91	Entrepreneurship	6		30113	Entrepreneurship - M2: Leadership* PARTIAL RECOGNITION	6	TSE - DM 270/04
	SPMA3P03	Sport Event Management	6		30128	Event Management and Planning	6	TSE - DM 270/04
	MKTG2891	Introduction to Marketing	6		30112	Principles of Markting	7	TSE - DM 270/04
<b>2015-16</b>	ENTR2P51	Entrepreneurship - Basics	6		30113	Entrepreneurship – M1 – Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
	ECON 2P23	Managerial Economics	6		30116	Business Economics	6	TSE - DM 270/04
	MATH 1P98	Practical Statistics	6		30128	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	TMGT 2P28	Economics of the Environment	6		30134	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
	MKTG 2P91	Introduction to Marketing	6		30112	Principles of Markting	7	TSE - DM 270/04
	SPMA3P03	Sport Event Management	6		30128	Event Management and Planning	6	TSE - DM 270/04
	FNCE 2P91	Corporate Finance I	6		30117	Financial Analysis	7	TSE - DM 270/04

Bilateral Agreement Programme  
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**Khon Kaen University Thailand**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2013-14	965116	Events and MICE Management	7		30128	Event Management and Planning	6	TSE - DM 270/04
		Spanish	7		30115	Foreign Language Spanish	6	TSE - DM 270/04
	50121	Principles of Marketing	7		30112	Principles of Marketing	7	TSE - DM 270/04
	963212	Hotel Management	7		30142	Optional Course	6	TSE - DM 270/04
	52320	Event Marketing	7		30133	Sports and Events Marketing and Sponsorship	6	TSE - DM 270/04
	96426	Cookery and Kitchen Management	7		30142	Optional Course	6	TSE - DM 270/04
	963214	Tourist Behaviour and service psychology	7		30142	Optional Course	6	TSE - DM 270/04
2014-15		<i>Business Finance</i>	3		30118	<i>Financial and operations decision making – M1 – Elements</i>	12	TSE - DM 270/04
		<i>Accounting for Management</i>	3			<i>Financial and operations decisions making - M2 - Management Accounting</i>		
		Business environment and communication	3		30110	Communication Skills and Strategies	6	TSE - DM 270/04
		Advanced Microeconomics	3		30116	Business Economics	6	TSE - DM 270/04
		Sustainable Tourism Management	3		30314	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
		Tourist behaviour and social psychology	3		30142	Optional Course	6	TSE - DM 270/04
		Research Methodology in Economics	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
		Human Resource Economics	3		30142	Optional Course	6	TSE - DM 270/04
		IGE 143	Introduction to Computera and Information Systems	3		30104	Information systems and data management	6
	IMK 423	International Marketing Management	3		30130	International Tourism Management	6	TSE - DM 270/04
2015-16	50211	<i>Business Finance</i>	3		30118	<i>Financial and operations decision making – M1 – Elementsof corporate finance</i>	12	TSE - DM 270/04
	50212	<i>Accounting for Management</i>	3			<i>Financial and operations decisions making - M2 - Management Accounting</i>		
	963217	Principles of Marketing	3		30112	Principles of Marketing	7	TSE - DM 270/04
	961301	Quantitative analysis in finance	3		30117	Financial analysis	7	TSE - DM 270/04
	963214	Tourist behaviour and social psychology	3		30142	Optional Course	6	TSE - DM 270/04
	965242	Sustainable Accomodation and Event Management	3		30134	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
	54305	Financial and Budgeting Management	3		30117	Financial analysis	7	TSE - DM 270/04
	961301	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	TSE - DM 270/04
	962362	Human Resources Economics	3		30142	Optional Course	6	TSE - DM 270/04
	50322	Business Strategy	3		30113	Entrepreneurship - M1 Strategic Management* PARTIAL RECOGNITION	6	TSE - DM 270/04
	965116	Events and Mice Management	3		30128	Event Management and Planning	6	TSE - DM 270/04
	966111	Preliminary Principles of Accounting	3		27004	Introduction to Accounting	8	TSE - DM 270/04
	964312	Strategic Management of Tourism	3		30132	Strategic Marketing and Management in Tourism	6	TSE - DM 270/04

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**Kasem Bundit University - Thailand**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2013-14	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	TSE - DM 270/04
	IFB 301	Business Finance	3		30117	Financial Analysis	7	TSE - DM 270/04
	IMK 422	Event Marketing	3		30133	Sport and Event Marketing and Sponsorship	6	TSE - DM 270/04
	IMA 201	Business Statistic	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	IMG 308	Strategic Management	3		30113	Entrepreneurship - M1: Strategic Management	12	TSE - DM 270/04
	IMG 304	Entrepreneurship	3		30113	Entrepreneurship - M2: Leadership		
	CP405E	Management Information System	3		30104	Angewandte Daten- und Informationsverarbeitung	6	TSE - DM 270/04
2014-15		Business Finance	3		30118	Financial and operations decisions making - M1 - Elements of Corporate Finance	12	TSE - DM 270/04
		Finance and Accounting for Hotel Business	3			Financial and operations decisions making - M2 - Management Accounting		
		Introduction to Computer and Information Systems	3		30104	Information systems and data management	6	TSE - DM 270/04
		International Marketing	3		30130	International Tourism Management	6	TSE - DM 270/04
	IGE 142	Environmental Science for a sustainable World	3		30314	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
	IFB 301	Business Finance	3		30118	Financial and operations decisions making - M1 - Elements of Corporate Finance* PARTIAL RECOGNITION	6	TSE - DM 270/04
	IHM 102	Tourism Industry	3		30130	International Tourism Management	6	TSE - DM 270/04
	IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 - Management Accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	IHM 224	Thai Culinary and Cuisine	3		30142	Optional Course	6	TSE - DM 270/04
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	IMK 422	Event Marketing	3		30133	Sport- and Event Marketing	6	TSE - DM 270/04
	IHM 207	Ethics and Laws for Tourism 6 Hotel	3		30157	Optional Course	6	TSE - DM 270/04
	IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	TSE - DM 270/04
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	IHM 207	Ethics and Laws for Tourism 6 Hotel	3		30157	Optional Course	6	TSE - DM 270/04
2015-16	IAC 204	Managerial Accounting	3		30118	Financial and operations decisions making - M2 - Management Accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04
	IMA 201	Business Statistics	3		30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
	IMG 303	Strategic Management	3		30153	Entrepreneurship – M1 – Strategic Management	12	TSE - DM 270/04
	IMG 304	Entrepreneurship	3		30113	Entrepreneurship – M2 – Leadership		
	IMK 422	Event Marketing	3		30133	Sport and Event marketing and sponsorship	6	TSE - DM 270/04
IGE 125	Communication & Human Relations	3		30110	Communication Skills and Strategies	6	TSE - DM 270/04	

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 School of Economics and Management

**Katholische Universität Eichstätt-Ingolstadt**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2015-16		Angewandte Statistische Methoden	5	4 SWS	30111	Statistics and Methods of Empirical Research	7	TSE - DM 270/04
		<i>Einführung in das strategische Management</i>	5	4 SWS	30113	Entrepreneurship - M1 Strategic Management	12	TSE - DM 270/04
		<i>Organizational Behaviour</i>	5	4 SWS	30113	Entrepreneurship - M2 Leadership		
		<i>Investition, Finanzierung &amp; Kapitalmarkt</i>	5	4 SWS	30118	Financial & Operations decision making - M1 Elements of corporate finance	12	TSE - DM 270/04
		<i>Grundlagen des Controlling</i>	5	4 SWS	30118	Financial & Operations decision making - M2 Strategic Management		
		Betriebliches Rechnungswesen	5	4 SWS	30105	Introduction to Accounting	8	TSE - DM 270/04
		Service Strategy and Design	5	4 SWS	30110	Communication Skills and Strategies	6	TSE - DM 270/04
		Entrepreneurial Finance and Strategy	6	4 SWS	30117	Financial Analysis	7	TSE - DM 270/04
		Global Marketing and Management	5	4 SWS	30112	Principles of Marketing	7	TSE - DM 270/04
		Entrepreneurship	5	4 SWS	30113	Entrepreneurship - M2 Leadershi* PARTIAL RECOGNITION	6	TSE - DM 270/04
		Sustainability at Leading Companies	5	4 SWS		Optional Course	6	TSE - DM 270/04
	Pre-Semester Intensive German	5	4 SWS		Extracurricular Course	5	TSE - DM 270/04	

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**Università degli Studi di Torino**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
2015-16	MAN 110	Diritto Privato / Private Law	6	42	30103	Introduzione agli ordinamenti giuridici (M1 + M2)	12	TSE - DM 270/04
	MAN 109	Diritto Pubblico / Public Law	6	42				
	MAN 115A	Diritto Commerciale	6	36	30119	Diritto Commerciale applicato	6	TSE - DM 270/04
	MAN 114	Statistics for business	6	36	30111	Metodi statistici per la ricerca empirica	7	TSE - DM 270/04
	MAN 119A	Financial Accounting	6	36	30118	Financial and operations decision making - M2 Management accounting* PARTIAL RECOGNITION	6	TSE - DM 270/04

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**Donghua University (China - Shanghai)**

academic year	Code	titel of the lecture guest univeristy	ECTS	total hrs	code unibz	recognized at unibz as:	ECTS	students
<b>2015-16</b>	BUS 402	Business Ethics and Social Responsibility	3	48	30134	Sustainable Tourism and Rural Development	6	TSE - DM 270/04
	Mkt 200	Marketing Basics	3	48	30112	Principles of Marketing	7	TSE - DM 270/04
	LNG 160	Academic writing	5	80	30146	Specialized language course for Economics - English	3	TSE - DM 270/04
	BUS 350	Cross cultural Communication	2	32	30111	Communication Skills and Strategies	6	TSE - DM 270/04