












SCHOOL	COURSE NAME	DAYS	CLASS TIME (at local time zone)	HOME CREDIT	COURSE DESCRIPTION
<b>UDLAP</b>	International Trade Agreements	Tuesday / Thursday	13:00 / 14:15	6 units	At the end of this course, the student will be able to apply, in specific cases, his/her knowledge regarding opportunity niches that are available to Mexican and foreign companies in the commercial treaty regulatory framework.
<b>UDLAP</b>	International Marketing	Monday / Wednesday	13:00 / 14:15	6 units	Identify international and global marketing concepts and theories, applying analysis tools to develop successful strategies for products and services in international markets to improve the position of the company in the market.
<b>UDLAP</b>	International Corporate Strategy	Saturday	10:00 / 12:30	6 units	At the end of this course, the student will be able to understand how companies formulate, implement and evaluate strategies. The student will be able to plan the future direction of different organizations, making objective strategy decisions and justifying them.
<b>UDLAP</b>	Business Regulation in Mexico	Monday / Wednesday	13:00 / 14:15	6 units	Understand the basic principles and guidelines for conducting business in Mexico through the specific analysis of the framework established by Mexican law on business matters, in order to identify the legal context of business development in the country.
<b>NC STATE</b> Poole College of Management	Marketing Research	Monday / Wednesday	15:00 / 16:15	3 US credits	The use, collection, organization and analysis of information pertinent to marketing decisions. Use of qualitative and quantitative data in the solution of specific marketing problems.
<b>NC STATE</b> Poole College of Management	Product and Brand Management	Monday / Wednesday	11:45 / 13:00	3 US credits	Provides an in-depth understanding of marketing planning and implementation involved in product and brand management. The course places emphasis on developing specific marketing strategies to support the creation and launch of new products and to successfully manage existing products and brands.

 Poole College of Management	Decision Modeling and Analysis	Tuesday / Thursday	11:45 / 13:00	3 US credits	Structured framework and process for modeling and analyzing business decisions. Business decisions are frequently made difficult by the presence of uncertainty and complex interactions among key drivers of the decision. In today's global environment the stakes of bad outcomes may be too high to justify learning by experience. Filled with in-depth insights and practical advice, this course covers the essential tools and techniques to improve your skills, such as: decision trees, influence diagrams, spreadsheet-based decision modeling, Monte Carlo simulation, demand forecasting, and methods to obtain and model decision-relevant data from subject matter experts in an unbiased manner.
 Poole College of Management	Business Opportunity Analysis	Monday	13:30 / 16:15	3 US credits	Issues and management processes related to the identification of new business opportunities with emphasis on commercializing new technologies. Students will analyze and develop individual plans for commercialization of a new technology or other innovation. New venture formation is the primary focus, but the processes and skills students develop are relevant to new product introductions by existing firms.
 Poole College of Management	Human Resources Compensation Systems	Tuesday / Thursday	08:30 / 09:45	3 US credits	Compensation philosophy, strategy, and policy. Earnings, individual and group incentive plans, voluntary and mandated benefits. Legal, regulatory, economic, and strategic issues affecting compensation and benefits. Strategies for developing the structure and level of compensation to enhance organizational performance.
 Poole College of Management	Human Resources Analytics	Tuesday / Thursday	11:45 / 13:00	3 US credits	This course is an introduction to common analytical approaches used in human resource management. Various methods and analyses are helpful for HR professionals to evaluate questions and issues. Students in this course will learn statistical techniques that are often used to interpret organizational situations and information decision making. At the end of the course, students will be able to [a] develop and test research questions relevant for the organizational context; [b] critically evaluate quantitative information and illustrations you encounter; [c] communicate your understanding of statistics to others; and [d] perform common statistical analysis in Microsoft Excel, SAS, and/or R.
 Brock University	International Finance	Monday / Wednesday	08:00 / 09:30	0,5	Overview of the international financial environment, the theoretical and practical aspects of the various international financial markets and the impact of the international environment on the financial decision making of the individual and the firm. Lectures, discussion, 3 hours per week. Restriction: open to BBA students approved to the Finance concentration, General Management concentration, International Business concentration and BBE Financial Economics option students until date specified in Registration guide. After that date open to BAcc, BBA, BBE, BCB and combined Business majors.
 Brock University	Retail Management	Monday / Wednesday	17:00 / 18:30	0,5	Managerial role and its effect on retailing decisions. Institutional structure of retailing and its past and probable future patterns. Marketing strategies and interrelationships among suppliers, customers and members of the distribution channels. Lectures, case discussion, 3 hours per week. Restriction: open to BBA students approved to the Marketing concentration until date specified in Registration guide. After that date open to BAcc, BBA, BBE, BCB, BCMN, STAC, TMGT and combined Business majors. Students must have a minimum of 10.0 overall credits.
 Brock University	International Marketing	Tuesday / Thursday	14:00 / 16:30	0,5	Marketing concept and individual components of the marketing mix in the context of the international environment; the differences between international and domestic marketing and how they affect the planning, organization and control of marketing programs. Lectures, case discussion, 3 hours per week. Restriction: open to BBA students approved to the Marketing concentration and International Business concentration until date specified in Registration guide. After that date open to BAcc, BBA, BCB and combined Business majors. Students must have a minimum of 10.0 overall credits.

 Goodman School of Business Brock University	Negotiating in Organizations	Tuesday / Thursday	17:00 / 18:30	0,5	<p>Causes and consequences of conflict in organizations, and strategies and tactics to manage conflict. Emphasis on the use of bargaining and negotiation skills to manage conflict and resolve disputes.</p> <p>Lectures, case discussion, 3 hours per week.</p> <p>Restriction: open to BBA students approved to the Human Resource Management concentration until date specified in Registration guide. After that date open to BAcc, BBA, BCB and combined Business majors. Students must have a minimum of 10.0 overall credits.</p>
 Goodman School of Business Brock University	Human Resources Planning	Tuesday / Thursday	11:00 / 12:30	0,5	<p>Human resource strategies and their support of organizational strategies. Identification of business strategies, determination of appropriate human resource strategies, assessment of current human resource assets and planning future human resource requirements of the firm.</p> <p>Lectures, case discussion, 3 hours per week.</p> <p>Restriction: open to BBA students approved to the Human Resource Management concentration until the date specified in Registration guide. After that date open to BAcc, BBA, BCB and combined Business majors. Students must have a minimum of 10.0 overall credits.</p>
 NEOMA BUSINESS SCHOOL REIMS · ROUEN · PARIS	Excel Modelling for Finance	<i>The exact time and day will follow</i>	<i>The exact time and day will follow</i>	5	<p>The course used advanced Excel features and functions and should help participants design financial statements, performance scorecards, and templates to analyze business and support decision. Typical situations involving modeling include business plans for start ups, forecasts for established business, capital budgeting, corporate valuation, mergers &amp; acquisitions, corporate restructuring, etc.</p>
 NEOMA BUSINESS SCHOOL REIMS · ROUEN · PARIS	International Management	<i>The exact time and day will follow</i>	<i>The exact time and day will follow</i>	5	<p>This course aims to encourage debates likely to advance the understanding of numerous aspects of international management in general. We will look at different features of globalization, international strategy, global mobility, knowledge transfer, and exerting control on different contexts such as multinationals and global sourcing. This course aims to promote critical awareness of the merits and complexities of international management. The cases covered in the course represent a variety of industries and settings. Additional reading materials in the form of recommended readings that can be useful readings are optional and are intended to provide elaboration on some of the key topics covered in the sessions. Preparation in advance and active participation in class and on the Courses platform is the best way to further develop both your learning skills and understanding. The cases, slides, videos, discussions, and all kind of materials for all sessions will be in the Courses platform.</p>