



Boston University Questrom School of Business Copenhagen Business School Exchange 2021-2022

Application Procedure

All BU students must apply online at www.bu.edu/abroad.

- Applications are due by **March 15** for fall semester, **September 15** for the spring semester.
- *Note:* Students must meet with an advisor in the [Questrom UDC](#) before applying.

Pre-Requisites

To study in Copenhagen, students must have completed their Core courses (MK 323, QM 323, OM 323, FE 323).

Program Timeline

This program is offered in the fall semester, running from mid-August to late December.

This program is also offered in the spring semester, running from mid-January to mid-June.

Approved Courses

Students take **four** courses for a total of sixteen credits while in Copenhagen. A typical course load in Copenhagen consists of the following:

- Management course
- Management or CAS course
- Management or CAS course
- Management or CAS course

The Copenhagen Business School courses listed on the back of this sheet have been approved by Questrom faculty as equivalent to Questrom courses. Students should choose from the provided list of courses, or have any alternate courses *pre-approved* by the Questrom Undergraduate Development Center.

Important Notes

- Students may take up to two concentration courses abroad per concentration. Further, they may take up to one "A List" course abroad per concentration. The list of available courses on the reverse side of this sheet shows what courses are available and how they may be applied toward each concentration.
- Students are **unable** to take any courses to fulfill HUB units at Copenhagen Business School.
- IS concentrators should discuss their course plan with the [IS concentration faculty advisor](#) if it involves taking more than one IS course abroad. It is strongly recommended that IS concentrators take no more than 1 B-list IS elective abroad and that another IS4xx course is taken at Questrom as the second B-list elective.

For more information on this program, please visit the Boston University Study Abroad website at <http://www.bu.edu/abroad/programs/copenhagen-business-school-exchange-denmark/> and meet with an advisor in the Undergraduate Development Center (617-353-2650) for course planning.

Copenhagen Business School website: <http://www.cbs.dk/en>
CBS course schedule: [Will contain most up-to-date course offerings]
<http://www.cbs.dk/en/international-outreach/international-students/guestexchange/student/undergraduate-courses>

Fall—Typical Courses. There is significant variation each year.

This is a sample of past course offerings. Courses scheduled to be offered may change prior to the beginning of the term. While this program is not offered for the fall semester, feel free to use courses approved below as a guide for spring selection.

Select four courses:

CBS Course #	Copenhagen Business School Course Title	Questrom Equivalent	
Accounting			
BA-BDMAO2002U	Corporate Finance	FE449	B List
Finance			
BA-BDMAO2002U	Corporate Finance	FE449	A List
BA-BHAAV2389U	Behavioral Finance	FE elective	B List
Independent			
All business concentration electives listed will count. No more than two courses can be applied. Students must seek approval of Independent Concentration Coordinator.			
Information Systems			
BA-BDMAO2002U	Corporate Finance	FE449	B List
Innovation and Entrepreneurship			
BA-BHAAV2260U	Entrepreneurial Strategy	I&E elective	B List
BHAAV5006U	Innovation Management	I&E elective	B List
BHAAV2645U	International Business Negotiation	MO 448	B List
BA•BBLCV1030U	Creative Industries – not offered	I&E elective	B List
BA•BHAAV2003U	Google, Ebay, Amazon – Management Challenges in Networked Businesses	I&E elective	B List
BA•BINBO1319U	Capitalism and Entrepreneurship in Global Historic Setting	I&E elective	B List
Global Business			
BA-BBLCO1242U	International Economics & Competitiveness	IM 345	A List
BA-BHAAV6020U	EU, the Internal Market and Business Strategy	GB elective	B List
BA-BBLCV1014U	Global Strategic Management	IM 445	B List
BA•BINBO1321U	International Business Environment	GB elective	B List
BHAAV1366U	Strategic Management	GB elective	B List
Law		Max: 2 courses	
All business concentration electives listed, including those below, will count as a Law B List elective.			
BHAAV2604U	EU Law from a Business Perspective	Law elective	B List
BJURV1082U	International Commercial Law	Law elective	B List
BHAAV2645U	International Business Negotiation	MO 448	B List
BEOKV1006U	Conflict Management in the Workplace	MO 448	B List
BEOKV1002U	Language of Negotiations	MO 448	B List
BBLCV1401U	Negotiation Skills and Conflict Management	MO 448	B List
Marketing		Max: 2 courses	
BA-BIMKV1018U	Consumer Behavior	MK 335	B List
BHAAV1988U	Retail Marketing	MK 465	B List
BA-BIMKV1701U	Comprehending Consumers Across Cultures	MK467	B List
BABBLCV1160U	Marketing – The Essentials & the Trend Drivers	MK 468	B List

BA-BHAAV6015U	Pricing Management in Theory and Practice	MK 470	B List
BA-BHAAV6019U	Neuromarketing	MK elective	B List
BA-BHAAV6013U	Qualitative Methods in Marketing and Consumer Research	MK elective	B List
BA-BDMAO2002U	Corporate Finance	FE449	B List
BHAAV2645U	International Business Negotiation	MO 448	B List
BEOKV1006U	Conflict Management in the Workplace	MO 448	B List
BEOKV1002U	Language of Negotiations	MO 448	B List
BBLCV1401U	Negotiation Skills and Conflict Management	MO 448	B List
Operations & Technology Management			
BA-BINM01023U	Project Management	OM 453	B List
BA-BISH02001U	Operations and Logistics Management	OM4XX	B List
BHAAV2645U	International Business Negotiation	MO 448	B List
BEOKV1006U	Conflict Management in the Workplace	MO 448	B List
BEOKV1002U	Language of Negotiations	MO 448	B List
BBLCV1401U	Negotiation Skills and Conflict Management	MO 448	B List
Management & Organizations			
BHAAV2645U	International Business Negotiation	MO 448	A List
BEOKV1006U	Conflict Management in the Workplace	MO 448	A List
BEOKV1002U	Language of Negotiations	MO 448	A List
BBLCV1401U	Negotiation Skills and Conflict Management	MO 448	A List
Strategy			
BA•BBLCV1030U	Creative Industries	SI elective	B List
BA•BHAAV2003U	Google, Ebay, Amazon – Management Challenges in Networked Businesses	SI elective	B List
BA-BBLCO1242U	International Economics & Competitiveness	IM 345	B List
BA•BBLCV1013U	Global Economic Governance	IM 445	B List
BEOKV1006U	Conflict Management in the Workplace	MO 448	B List
BHAAV2645U	International Business Negotiation	MO 448	B List
BEOKV1002U	Language of Negotiations	MO 448	B List
BBLCV1401U	Negotiation Skills and Conflict Management	MO 448	B List
Additional Liberal Arts Courses [NOT eligible for HUB units]			
BA-BASPV1005U	The Chinese Political Economy	CAS/non-QST elective	
BA-BEUBV1001U	Foreign Policy of the European Union	CAS/non-QST elective	
BA-BIMKV1002U	Cognition and Communication: An	CAS/non-QST elective	
BA-BHAAV3007U	The Economics of the Euro	CAS/non-QST elective	
BA-BPOLO1281U	International Economics	CAS EC 3xx (Econ minor, Social Science) Cannot also take EC 391 or 392 for credit	
BA-BPOLO1293U	Political Science	CAS/non-QST elective	
BA-BPSYV1501U	The Science of Mindfulness	CAS/non-QST elective	
BA-BHAAV1078U	Sports Economics	CAS/non-QST elective	
BA-BINBV1106U	Danish—Integrated Skills	CAS/non-QST elective	
BA-BINBU1008U	Corporate Communication	Non-Mgmt	
BA-BINMO1058U	Fundamentals of Communication	Non-Mgmt	

Spring—Typical Courses. There is significant variation each year.

This is a sample of past course offerings. Courses scheduled to be offered may change prior to the beginning of the term.

Select four courses:

CBS Course #	Copenhagen Business School Course Title	Questrom Equivalent	
Accounting			
BA-BBLCO1221U	Corporate Finance	FE 449	B List
Finance		Max: 1 course	
BA-BBLCO1221U	Corporate Finance	FE 449	A List
Independent		Max: 2 courses	
All business concentration electives listed will count, including those listed below. No more than two courses can apply.			
Innovation and Entrepreneurship			
BHAAV5006U	Innovation Management	I&E elective	B List
	Entrepreneurship and Innovation in a Global	I&E elective	
BINBO1166U	Global Supply Chain Management	I&E elective	B List
BSTHO1022U	Tourism Social Entrepreneurship and Sustainability	I&E elective	B List
BSACO1021U	Cultural Entrepreneurship: Arts and Culture	I&E elective	B List
BSSIO1013U	Service Innovation and sustainability	I&E elective	B List
Information Systems		Max: 1 course	
<i>(IS concentrators are strongly encouraged to take another IS4xx course as their second B-list elective upon return to Questrom)</i>			
BA-BINMO300IU	Information Organization in Practice	IS 4XX	B List
BA-BDMAO2002U	Corporate Finance	FE 449	B List
Global Business		Max: 2 courses	
BINBO1337U	International Business Strategy	IM 445	B List
BINBO1166U	Global Supply Chain Management	OM 467	B List
BHAAV1366U	Strategic Management	IM elective	B List
BINBO1160U	Principles of International Marketing	MK 467	B List
BHAAV6021U	Global People Management: Human Resource Management & Leadership	OB 444	B List
Law		Max: 1 course	
BINBO1140U	International Business Law	Law elective	B List
BEOKV1006U	Conflict Management in the Workplace	MO 448	B List
BEOKV1002U	Language of Negotiations	MO 448	B List
BBLCV1401U	Negotiation Skills and Conflict Management – Drivers of Success & Complexity	MO 448	B List
Marketing		Max: 2 courses	
BINBO1160U	Principles of International Marketing	MK 467	B List
BHAAV1988U	Retail Marketing	MK 465	B List
BABBLCV1160U	Marketing – The Essentials & the Trend Drivers	MK 468	B List
BA-BHAAV7026U	Pricing Management	MK470	B List
BIMKV1601U	SME Marketing & Global Market Communication	MK elective	B List

BA-BIMKV1603U	Naming & Framing as a tool for identity building and consumer communication across markets and cultures	MK elective	B List
Operations & Technology Management			
BINBO1166U	Global Supply Chain Management	OM 467	B List
BHAAV6016U	Greening Product and Service Design Processes	OM elective	B List
BHAAV1186U	Project Management	OM 453	B List
BHAAV5005U	Operations Management – Enhancing Competitiveness through Operational Effectiveness	OM elective	B List
Management & Organizations			
BEOKV1006U	Conflict Management in the Workplace	MO 448	B List
BEOKV1002U	Language of Negotiations	MO 448	B List
BBLCV1401U	Negotiation Skills and Conflict Management – Drivers of Success & Complexity	MO 448	B List
BHAAV6021U	Global People Management: Human Resource Management & Leadership	MO 430	B List
BHAAV5003U	Introduction to Sustainable Business	MO 4xx	B List
Strategy			
BINBO1337U	International Business Strategy	IM 445	B List
BSSIO1003U	Prediction Markets and Crowdsourcing for Firm Innovation: Service and Innovation	SI 4xx	B List
BSSIO1013U	Service Innovation and sustainability	SI 4xx	B List
BINBO1601U	Risk Management of Multinational Enterprise: Creating Global Strategic Responsiveness	SI 4xx	B List
Additional Liberal Arts Courses [NOT eligible for HUB units]			
BA-BEUBV1001U	Foreign Policy of the European Union	CAS/non-QST	
BA-BPOLO2003U	EU Business and Politics	CAS/non-QST	
BASPV1234U	Emerging Markets – Society in Transition	CAS EC 3xx (Econ minor/CAS)	
BINBO1129U	International Economics	CAS EC 3xx (Econ minor/CAS) Cannot also take EC 391 or 392 for credit	
BINBO1138U	Industrial Organisational Analysis	CAS EC 3xx (Econ minor/CAS)	
BINMO1027U	Business Economics and Information Management	CAS EC 3xx (Econ minor/CAS) Cannot also take EC 404 for credit	
BPOLO1232U	Comparative Political Economy	CAS/non-QST	
BPOLO1287U	Political Economy of Development	CAS/non-QST	
BINBV1106U	Danish—Integrated Skills	CAS/non-QST	
BIMKV1008U	Visual Communication	Non-QST	
BSACO1005U	Management of Cultural Projects, processes and organizations: Arts and Culture	Non-QST	
BA-BHAAV1078U	Sports Economics	CAS/non-QST	