



## Boston University Questrom School of Business Bocconi University Exchange 2022

*Concentration Requirements for Students Who Entered Fall 2019 or After*

### Application Procedure

All BU students must apply online at [www.bu.edu/abroad](http://www.bu.edu/abroad).

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

### Pre-Requisites

To study in Milan, students must have completed their Core courses (MK 323, QM 323, OM 323, FE 323). Students should have near a 3.0 GPA. Those with economics minors will be given preference.

### Program Timeline

This program is offered for the fall, spring, or full academic year. Fall runs mid-September to late December. Spring runs early February to mid-June, and the academic year program runs mid-September to mid-June.

### Approved Courses

Students take **five** courses for a total of fifteen credits while at Bocconi University. A typical course load at Bocconi consists of:

- Management Course – 3 credits
- Management Course – 3 credits
- Management Course – 3 credits
- Management Course – 3 credits
- Liberal Arts/Economics Course – 3 credits

The Bocconi University courses listed on the back of this sheet have been approved by Questrom faculty as equivalent to Questrom courses. Students attending this study abroad program should choose from the provided list of courses, or have an alternate course *pre-approved* by the Questrom Undergraduate Development Center. *Do not take any courses that have not been approved by Questrom.*

### Important Notes

1. Students may take up to **two concentration courses** abroad per concentration. Also, 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.
2. Independent concentrators, who petition to take three or more management courses at Bocconi University, must take an additional 300-level management elective of their choice (for a total of five electives) before graduation to make up for the multiple three-credit management courses.
3. Students not dual concentrating should ask an advisor if they need an additional [free elective](#) course to meet minimum credit requirements for graduation.
4. Students are **unable** to take any courses to fulfill HUB units at Bocconi University.
5. 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/bocconi-university-milan-italy-exchange/> and meet with an advisor in the Undergraduate Development Center (617-353-2650) for course planning.

# Bocconi University Exchange 2021

Courses scheduled to be offered may change slightly prior to the beginning of the term. This is not an all-inclusive list.

For further Information about Bocconi University: <http://www.unibocconi.eu/>. Click [HERE](#) for a current course schedule and use the navigation on the left to see the courses offered.

## ALL Previously APPROVED Courses

*This is not an exclusive list and course offerings are subject to change.*

**Please make sure to check for course availability and get approval from the Questrom UDC for any course not listed below (Approval needed for both management and non-management courses)**

*You may take at most 1 A List course per concentration abroad.*

*You may take at most 2 courses per concentration abroad.*

Bocconi Course #	Bocconi University Course Title	Questrom Course #	Elective Type
<b>Finance</b>		Max: 2 courses	
30055	Financial Economics	FE 445	A List
30006	Financial Markets and Institutions	FE 442	B List
30150	Introduction to Options and Futures	FE 429	B List
30181	The Microstructure of Financial Markets (advanced)	FE 4xx	B List
30151	Principles of International Finance	FE 4xx	B List
30179	International Project Finance	FE 4xx	B List
30257	Corporate Valuation	FE 4xx	B List
30177	Financial Modelling	FE 4xx	B List
30180	Equity Portfolio Management	FE 4xx (cannot take FE458 if take this course)	B List
30185	Business Valuation	FE 4XX	B List
<b>Independent</b>			
All concentration electives listed will count. 2 courses maximum will be applied. Must receive approval from Independent Concentration Coordinator.			
30206	Introduction to Management Consulting	SM 3xx	Independent Elective
20552	Sports Business and Management	SM 3xx	Independent Elective
<b>Information Systems</b>		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>			
30017	Corporate Finance	FE449	B List
<b>Innovation and Entrepreneurship</b>		Max: 2 courses	
30154	Technology and Innovation Management	SI 482	B List
30263	Organizing Entrepreneurship	SI 4XX	B List
30383	Digital Disruption and Entrepreneurship	SI 4XX	B List
20491	Social Entrepreneurship & Impact Investing	MO 356	B List
<b>Global Business</b>			
30215	International Business and Management	IM 445	B List
<b>Law</b>			

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30338	Negotiation Skills	MO 448	B List
20491	Social Entrepreneurship & Impact Investing	MO 356	B List
<b>Marketing</b>		<b>Max: 2 courses</b>	
30228	Marketing Research	MK 447	A List
30295	Psychology of Marketing <i>(If take this course, cannot take 30376)</i>	MK 335	B List
30376	Communication and Cultural Consumption Decisions	MK 335/Retailing Concentration	MK B List, Retailing C List
30230	Personal Selling	MK 466	B List
30223	Marketing Communication	MK 469	B List
30221	Management of Fashion Companies <i>(If take this course, cannot take 30379)</i>	MK Elective/Retailing Concentration	MK B List, Retailing B List
30227	Introduction to e-Marketing and e-Commerce	MK Elective	B List
30259	New Products and Product Management	MK Elective	B List
30379	Country Specific Business Models in Fashion & Luxury <i>(If take this course, cannot take 30221)</i>	MK Elective	MK B List, Retailing B List
30338	Negotiation Skills	MO 448	B List
30017	Corporate Finance	FE 449	B List
<b>Management &amp; Organizations</b>			
30338	Negotiation Skills	MO 448	B List
20491	Social Entrepreneurship & Impact Investing	MO 356	B List
<b>Operations Management</b>			
30211	Lean Management	OM 465	B List
30154	Technology and Innovation Management	SI 482	B List
30214	Sustainable Operations Management	OM Elective	B List
30295	Psychology of Marketing <i>(If take this course, cannot take 30376)</i>	MK 335	B List
30376	Communication and Cultural Consumption Decisions	MK 335/Retailing Concentration	B List
<b>Strategy</b>			
30154	Technology and Innovation Management	SI 482	A List
30296	Global Sustainability Strategy	SI 453	B List
30215	International Business and Management	IM 445	B List
<b>Non-Management Electives</b>			
30054	International and Monetary Economics	CAS EC 392	EC elective
30057	International Economics	CAS EC 391	EC elective
30147	The Economics of Imperfect Labour Markets	CAS EC 356	EC elective
30261	Experimental Economics and Psychology	CAS EC323	EC elective
30313	Economics of Institutions and Culture	CAS EC3XX	EC elective
30387	Climate Change Economics	CAS EC371	EC elective

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