



Boston University Questrom School of Business Bocconi University Exchange 2023-2024

* Program details and requirements:

<https://www.bu.edu/abroad/programs/milan-bocconi-university-milan-italy-exchange/>

* All students should **meet with an advisor** in Questrom's Undergraduate Development Center before applying.

Pre-Requisites: Students must have completed their Core courses (MK 323, QM 323, OM 323, FE 323).

Approved Courses

Students enroll in **4-5** courses for a total of **15-16 US credits** while at Bocconi University.

- Generally 2-3 Management classes (maximum outlined in #1 below) and 1-2 elective/liberal arts classes.

* Courses that earn 8 ECTS at Bocconi equal 4 BU credits. Courses with 6 ECTS at Bocconi equal 3 BU credits.

Important Notes

1. Students may take up to up to **two concentration courses** abroad per concentration; of these, only **one** can fulfill an **A List** requirement.
2. Students are **unable** to fulfill HUB units through courses taken at Bocconi University.
3. Students **concentrating in Information Systems** (IS) should take no more than 1 B-list IS elective abroad. Any questions should be directed to the [IS concentration faculty advisor](#)

Enrollment Information

1) Enroll in the non-credit Italian language course.

2) Choose 4-5 courses at Bocconi:

This is not an exclusive list and course offerings are subject to change. Course approval is **required** for **any** course (both management and non-mgmt) not listed below. Click [HERE](#) for current course availability.

Bocconi Crse #	Bocconi University Course Title	Questrom Course Equivalency	
Finance			
30055	Financial Economics	FE 445	A List
30177	Financial Modelling	FE 445	B List
30006	Financial System/Financial Markets and Institutions	FE 342	B List
30150	Introduction to Options and Futures	FE 429	B List
30151	Principles of International Finance	FE 4xx	B List
30180	Equity Portfolio Management (NB: cannot also earn credit for FE458 at Questrom)	FE 4xx	B List
30181	The Microstructure of Financial Markets (advanced)	FE 4xx	B List
30185	Business Valuation	FE 4XX	B List
30257	Corporate Valuation	FE 4xx	B List
30511	Fintech for Banking & Financial Transformation	FE 4XX	B List
Innovation and Entrepreneurship			
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
Global Business			
30215	International Business and Management	IM 445	B List
30193	Management of International & Supranational Organizations	IM4**	B List

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

Law			
30338	Negotiation Skills	MO 448	B List
20491*	Social Entrepreneurship & Impact Investing	MO 356	B List
Marketing		Max: 2 courses	
30228	Marketing Research	MK 447	A List
30221	Management of Fashion Companies (NB: cannot also earn credit for 30379)	MK Elective	B List
30223	Marketing Communication	MK 469	B List
30227	Introduction to e-Marketing and e-Commerce	MK Elective	B List
30230	Personal Selling	MK 466	B List
30259	New Products and Product Management	MK Elective	B List
30277	Marketing in Creative Industries	MK Elective	
30295	Psychology of Marketing (NB: cannot also earn credit for 30376)	MK 345	B List
30338	Negotiation Skills	MO 448	B List
30376	Communication and Cultural Consumption Decisions (NB: cannot also earn credit for 30295)	MK 345	MK B List
30379	Country Specific Business Models in Fashion & Luxury (NB: cannot also earn credit for 30221)	MK Elective	MK B List
30420	Marketing Analytics (NB: cannot also earn credit for 30498)	MK 442	
30498	Principles of E-Marketing and E-Commerce (NB: cannot also earn credit for 30420)	MK442	
Management & Organizations			
30338	Negotiation Skills	MO 448	B List
20491*	Social Entrepreneurship & Impact Investing	MO 356	B List
Operations Management			
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 (NB: cannot also earn credit for 30376)	MK 345	B List
30376	Communication and Cultural Consumption Decisions	MK 345	B List
Strategy			
30154	Technology and Innovation Management	SI 482	A List
30296	Global Sustainability Strategy	SI 453	B List
Non-Management Electives			
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

*NB: Bocconi code system: 30xxx codes refer to Undergraduate courses. 20xxx codes refer to Graduate courses