

HOW TO CHOOSE YOUR COURSES?

1. Attached with this document you will find the itineraries and schedules offered for next academic year 2017-18.
2. Each itinerary consists of different subjects. You must choose the itinerary that suits you best.
3. Once you have selected the itinerary, you will have to choose courses you want to be enrolled in:
 - a. If you come with an Erasmus + scholarship, you need to add a minimum of 30 ECTS
 - b. If you don't come with this scholarship, you must choose a minimum of 24 ECTS.
4. You will not be able to choose subjects of different itineraries.
5. Once you have selected the courses, you must send us your choice along with your application material.
6. The sending of your request does not imply the automatic allocation of places. The assignment will be confirmed by the staff of the office of International Relations through an email.
7. Registration will be done in order of receipt of applications.
8. Groups will be closed as soon as these are full.
9. Once we confirm you your enrollment in the courses you chose, you will not be able to make changes.

IMPORTANT ADVICE:

Exchange students must remain flexible as courses are never guaranteed due to prerequisites, classrooms capacity, time conflicts and class cancellations.

IQS reserves the right to modify courses in the last minute in the interest of academic development.



PERSONA CIENCIA EMPRESA
UNIVERSITAT RAMON LLULL

Degree in Business Administration and Management 2017 - 2018

Itinerary A1 (Fall)			Itinerary A2 (Spring)		
Course	Codes	ECTS	Course	Codes	ECTS
Spanish for Business ³	15552	6	Spanish for Business ³	15552	6
Business Law	53011	6	Marketing ¹	53005	6
Financial Mathematics	53018	4,5	Introduction to Finance ¹	15551	6
Human Resources Management	53013	6	Organizational Behavior ¹	53009	6
Statistics I	15549	3	Tax Law	53012	4,5
Economic Structure I	15557	4,5	Statistics II	15549	3
Data Science		6	Economic Structure II	15557	4,5
Inteligencia Emocional	53044	3	Operations Management	53016	6
Christianity and Soc. in XXI Century	53060	3	Applied Corporate Finance ²	53048	6
Christian Social Thought (Sp. or Eng.)*	53008	3	Person, Economy and Society	53059	3
Cost Accounting*	53010	6	Ciencia, Tecnología y Sociedad	53038	3
International Trade	53019	4,5	International Marketing	53051	6

Consultar opción de cursar este itinerario en español

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Itinerary B1 (Fall)			Itinerary B2 (Spring)		
Course	Codes	ECTS	Course	Codes	ECTS
Spanish for Business ³	15552	6	Spanish for Business ³	15552	6
International Trade	53019	4,5	Management Control	53021	4,5
Labour Law	53022	4,5	Business Ethics and CSR	53025	4,5
Sales Management	53023	4,5	Strategic Marketing	53027	4,5
Innovation Management	53075	4,5	Person, Economy and Society	53059	3
Information Systems	53036	6	Leadership	53055	3
Financial Analytical Accounting I	15550	4,5	Financial Analytical Accounting II	15550	4,5
Econometric Model and Forecast I	15546	3	Econometric Model and Forecast II	15557	3
Data Science**		6	Organizational Behavior ¹	53009	6
Christianity and Soc. in XXI Century	53060	3	Introduction to Finance ¹	15551	6
Christian Social Thought (Spanish or Eng.)	53008	3	International Marketing	53051	6
International Trade	53019	4,5			

Itinerario C1 (Otoño)			Itinerary C2 (Spring)		
Asignatura	Código	ECTS	Course	Codes	ECTS
Contabilidad de Costes	53010	6	Spanish for Business ³	15552	6
Dirección de Recursos Humanos (G10)	53013	6	Strategic Management	53029	9
Derecho de Empresa	53011	6	Applied Corporate Finance ²	53048	6
Estadística I	15549	3	International Marketing	53051	6
Inteligencia Emocional	53044	3	Negotiation Skills	53056	3
Sociología del Consumo	53037	6	Selling to Corporations	53057	3
Matemáticas Financieras	53018	4,5	Organizational Behavior ¹	53009	6
Estructura Económica I (G10)	15557	4,5	Introduction to Finance ¹	15551	6
Christianity and Soc. in XXI Century	53060	3	Person, Economy and Society	53059	3
Christian Social Thought (Spanish or Eng.)	53008	3			
Data Science		6			
Advanced English	53064	3			
International Trade	53019	4,5			

Degree in Business Administration and Management
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Itinerary D2 (Spring)		
Courses	Codes	ECTS
Spanish for Business ³	15552	6
Entrepreneurship*	53049	6
Applied Corporate Finance* ²	53048	
Financial Markets	53050	6
Negotiation Skills*	53056	3
Ciencia, Tecnología y Sociedad*	53038	
Selling to Corporations	53057	3
Person, Economy and Society	53059	3
Leadership	53055	3
Organizational Behavior ¹	53009	6
Marketing ¹	53005	6
International Marketing	53051	6

Itinerary E2 (Spring)		
Courses	Codes	ECTS
Spanish for Business ³	15552	6
Financial Management	53029	9
Financial Markets	53050	6
Negotiation Skills	53056	3
Selling to Corporations	53057	3
Organizational Behavior ¹	53009	6
Marketing ¹	53005	6
Person, Economy and Society	53059	3
Leadership	53055	3
International Marketing	53051	6

* You can choose only ONE of the two subjects, as they have an overlap.

** Overlapped with International Trade and Financial Analytical Accounting.

¹ Special Schedule: these classes will start during mid January

² Prerequisite: principles of Accounting and Finance

³ Special schedule: Fall Term: end August - beginning Sept.; Spring Term: January