

2. B.A. in International Business (“Licenciado en Negocios Internacionales”) – LIN - Edition 2019

2.1 Fachhochschule Aachen

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Fachhochschule Aachen students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Fachhochschule Aachen Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Fachhochschule Aachen is shown below:

Tec de Monterrey TEC21			FH Aachen		
B.A. in International Business			B.A. in International Business		
Code	Course	Credits	Code	Course or Formative Unit	ECTS
First semester					
EG1004	Elective Course Leadership, Entrepreneurship, and Innovation	3		Specialisation I	5
NI2001B	International Business Panorama	4		Specialisation II	5
NI2002B	Exportation Plan	8		Specialisation III	5
				Specialisation IV	5
NI2026	Global Business Trends & Risk Detection	1		Specialisation V	5
NI2027	International Logistics Operations	2		Specialisation VI	5
Second semester					
EG1005	Elective Course Ethics and Citizenship	3		Elective I	5
NI2003B	Import Management & Compliance	8		Elective II	5
				Elective III	5
NI2004B	International Service Development: trading intangibles	4		Elective IV	5
NI2025	Negotiation Across Cultures	2		Elective V	5
NI2028	International Sales & Contracts	1		Elective VI	5
	TOTAL	36		TOTAL	60

Notes:

- Courses could be substituted by other courses based on mutual agreement or could be replaced by one of the concentrations: NI3001C "Digital Supply Chains: Innovation and Trends" or "Driving Global Business Across Frontiers"
- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake

2.2 Hochschule für Technik und Wirtschaft Berlin

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Hochschule für Technik und Wirtschaft Berlin students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Hochschule für Technik und Wirtschaft Berlin Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Hochschule für Technik und Wirtschaft Berlin is shown below:

Tec de Monterrey TEC21			FH Südwestfalen		
B.A. in International Business			B.A. in International Business		
Code	Course	Credits	Code	Course or Formative Unit	ECTS
First semester					
EG1004	Elective Course Leadership, Entrepreneurship, and Innovation	3	BIB6.1	Internship	25
NI2001B	International Business Panorama	4	BIB6.2	Internship Assessment and Evaluation	5
NI2002B	Exportation Plan	8			
NI2026	Global Business Trends & Risk Detection	1			
NI2027	International Logistics Operations	2			
Second semester					
EG1005	Elective Course Ethics and Citizenship	3		Off Curriculum	
NI2003B	Import Management & Compliance	8			
NI2004B	International Service Development: trading intangibles	4			
NI2025	Negotiation Across Cultures	2			
NI2028	International Sales & Contracts	1			
	TOTAL	36		TOTAL	30

2.3 B.Sc. International Industrial Management at Hochschule Esslingen

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Hochschule Esslingen students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Hochschule Esslingen Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Hochschule Esslingen is shown below:

Tecnológico de Monterrey			Hochschule Esslingen		
B.A. in International Business			B.Sc. International Industrial Management		
Code	Course name	Tec Credits	Code	Course name	ECTS
EG1004	Elective Course Leadership, Entrepreneurship, and Innovation	3	968	Advanced Studies 2: Advanced Management	5
NI2001B	International Business Panorama	4	0980 c	International Business	2
NI2002B	Exportation Plan	8	0968-1	Advanced Studies 1	10
NI2026	Global Business Trends & Risk Detection	1	0981 b	Advances Management Accounting	2
NI2027	International Logistics Operations	2	0968-2	Advanced Studies 2: Advanced	5
EG1005	Elective Course Ethics and Citizenship	3	981 a	Corporate Governance and Ethics	2
NI2003B	Import Management & Compliance	8	968 a	Advanced Studies 1	10
NI2004B	International Service Development: trading intangible	4	980 b	Advanced Studies 1	5
NI2025	Negotiation Across Cultures	2	920 b	Exercises in Economics	2
NI2028	International Sales & Contracts	1	0980 b	International Marketing (Part of Int. Business)	2
	TOTAL	36		TOTAL	45

Notes

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- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake.

2.4 Hochschule Fulda

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Hochschule Fulda students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Hochschule Fulda Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Hochschule Fulda is shown below:

Tecnológico de Monterrey			Hochschule Fulda		
B.A. in International Business			B.Sc. International Business & Management		
Code	Course name	Tec Credits	Code	Course name	ECTS
EG1005	Elective Course Ethics and Citizenship	3		Elective I	5
NI2001B	International Business Panorama	4	IBM 6.2	Int. Strategic Management	5
NI2002B	Exportation Plan	8	IBM 6.4	SCM	5
			IBM 6.3	Business Simulation	5
NI2026	Global Business Trends & Risk Detection	1	IBM 6.6	Marketing	5
NI2027	International Logistics Operations	2	IBM 7.3	Corporate Governance and Ethics	5
OP3091	Professional Elective I	3	IBM 7.2	Entrepreneurship	5
OP3092	Professional Elective II	3		Elective II	5
OP3093	Professional Elective III	3		Elective III	5
OP3094	Professional Elective IV	3		Elective IV	5
OP3095	Professional Elective V	3		Elective V	5
OP3096	Professional Elective VI	3		Elective VI	5
	TOTAL	36		TOTAL	60

Notes

- Courses could be substituted by other courses based on mutual agreement or could be replaced by one of the concentrations: NI3001C "Digital Supply Chains: Innovation and Trends" or "Driving Global Business Across Frontiers".
- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake.

2.5 Technische Hochschule Ingolstadt

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Technische Hochschule Ingolstadt students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Technische Hochschule Ingolstadt Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Technische Hochschule Ingolstadt is shown below:

Tecnológico de Monterrey			Technische Hochschule Ingolstadt		
B.A. in International Business			B.A. International Management		
Code	Course name	Tec Credits	Code	Course name	ECTS
First Semester					
EG1005	Elective Course Ethics and Citizenship	3		Current Issues in Economics	6
NI2003B	Import Management & Compliance	8		Major Module II	6
NI2004B	International Service Development: trading intangible	4		Major Module III	6
NI2025	Negotiation Across Cultures	2		Int. Business Simulation	5
NI2028	International Sales & Contracts	1		Revision of Business Theory	5
Second semester					
EG1005	Elective Course Ethics and Citizenship	3		Electives: Sustainability Competences	3
NI2003B	Import Management & Compliance	8		Electives: Business Competences I - III	9
NI2004B	International Service Development: trading intangibles	4		International Project	5
NI2025	Negotiation Across Cultures	2		Project "Social Engagement"	3
NI2028	International Sales & Contracts	1		Electives: Social Competences	3
	TOTAL	36		TOTAL	51

Notes:

- Courses could be substituted by other courses based on mutual agreement or could be replaced by one of the concentrations: NI3001C "Digital Supply Chains: Innovation and Trends" or "Driving Global Business Across Frontiers"
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- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake

2.6 Technische Hochschule Nürnberg Georg Simon Ohm

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Technische Hochschule Nürnberg Georg Simon Ohm students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Technische Hochschule Nürnberg Georg Simon Ohm Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Technische Hochschule Nürnberg Georg Simon Ohm is shown below:

Tecnológico de Monterrey			Hochschule für Technik und Wirtschaft des Saarlandes		
B.A. in International Business			B.A. in International Business		
Code	Course name	Tec Credits	Code	Course name	ECTS
First Semester					
EG1004	Elective Course Leadership, Entrepreneurship, and Innovation	3		Competition and Corporate Strategy	5
NI2001B	International Business Panorama	4		Entrepreneurship and Business Valuation	5
NI2002B	Exportation Plan	8		Technology and Innovation Management	5
				Electives I	5
NI2026	Global Business Trends & Risk Detection	1		Electives II	5
NI2027	International Logistics Operations	2		Electives III	5
EG1005	Elective Course Ethics and Citizenship	3		Off curriculum	0
NI2003B	Import Management & Compliance	8			
NI2004B	International Service Development: trading intangibles	4			
NI2025	Negotiation Across Cultures	2			
NI2028	International Sales & Contracts	1			
	TOTAL	36		TOTAL	30

Notes:

- Courses could be substituted by other courses based on mutual agreement or could be replaced by one of the concentrations: NI3001C ""Digital Supply Chains: Innovation and Trends"" or ""Driving Global Business Across Frontiers.""
- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake."

2.7 Hochschule für Technik und Wirtschaft des Saarlandes

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Hochschule für Technik und Wirtschaft des Saarlandes students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Hochschule für Technik und Wirtschaft des Saarlandes Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Hochschule für Technik und Wirtschaft des Saarlandes is shown below:

Tecnológico de Monterrey			Hochschule für Technik und Wirtschaft des Saarlandes		
B.A. in International Business			B.A. in International Business		
Code	Course name	Tec Credits	Code	Course name	ECTS
First Semester					
EG1004	Elective Course Leadership, Entrepreneurship, and Innovation	3		Competition and Corporate Strategy	5
NI2001B	International Business Panorama	4		Entrepreneurship and Business Valuation	5
NI2002B	Exportation Plan	8		Technology and Innovation Management	5
				Electives I	5
NI2026	Global Business Trends & Risk Detection	1		Electives II	5
NI2027	International Logistics Operations	2		Electives III	5
EG1005	Elective Course Ethics and Citizenship	3		Off curriculum	0
NI2003B	Import Management & Compliance	8			
NI2004B	International Service Development: trading intangibles	4			
NI2025	Negotiation Across Cultures	2			
NI2028	International Sales & Contracts	1			
	TOTAL	36		TOTAL	30

Notes:

- Courses could be substituted by other courses based on mutual agreement or could be replaced by one of the concentrations: NI3001C "Digital Supply Chains: Innovation and Trends" or "Driving Global Business Across Frontiers."
- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake."

2.8 Fachhochschule Südwestfalen

TECNOLÓGICO DE MONTERREY will provide sufficient academic credits for Fachhochschule Aachen students to pursue studies toward obtaining the Bachelor Degree at TECNOLÓGICO DE MONTERREY and transfer credits to count as part of Year 3 (three) of the Fachhochschule Aachen Bachelor's degree. A guide towards the courses offered at TECNOLÓGICO DE MONTERREY and accreditation inside Fachhochschule Aachen is shown below:

Tecnológico de Monterrey			Fachhochschule Südwestfalen		
B.A. in International Business			B.Sc. in International Business Administration		
Code	Course name	Tec Credits	Code	Course name	ECTS
First Semester					
EG1004	Elective Course Leadership, Entrepreneurship, and Innovation	3		Electives I	5
NI2001B	International Business Panorama	4		Electives II	5
NI2002B	Exportation Plan	8		Electives III	5
				Electives IV	5
NI2026	Global Business Trends & Risk Detection	1		Electives V	5
NI2027	International Logistics Operations	2		Electives VI	5
Second Semester					
EG1005	Elective Course Ethics and Citizenship	3		Electives I	5
NI2003B	Import Management & Compliance	8		Electives II	5
				Electives III	5
NI2004B	International Service Development: trading intangibles	4		Electives IV	5
NI2025	Negotiation Across Cultures	2		Electives V	5
NI2028	International Sales & Contracts	1		Electives VI	5
	TOTAL	36		TOTAL	30

Notes:

- Courses could be substituted by other courses based on mutual agreement or could be replaced by one of the concentrations: NI3001C "Digital Supply Chains: Innovation and Trends" or "Driving Global Business Across Frontiers".
- Semester sequence shown for Autumn Intake (from 2nd Monday in August), Spring Intake (2nd Monday in February) is also being offered, but sequence might vary for Spring Intake.