

Tecnológico de Monterrey			Hochschule für Technik und Wirtschaft Berlin			
Courses to be taken:			Credits gained for:			
Code	Course name	Tec Credits	Code	Course name	ECTS	
5th Semester	EG1004	Elective Course Leadership, Entrepreneurship and Innovation	3	BIB5.4	Information Management International	5
	NI2001B	International Business Panorama	4	BIB5.2	Economics	5
	NI2002B	Exportation Plan	8			
	NI2026	Global Business Trends & Risk Detection	1	BIB5.1	Financial Markets, Institutions and Investment	5
	NI2027	International Logistics Operations	2			
			<b>18</b>			
additional Semester	EG1005	Elective Course Ethics and Citizenship	3	BIB5.5	Elective Module 2	5
	NI2003B	Import Management & Compliance	8			
	NI2004B	International Service Development: trading intangibles	4	BIB5.6	Elective Module 3	5
	NI2025	Negotiation Across Cultures	2	BIB7.2	Communication Skills and Negotiation	5
	NI2028	International Sales & Contracts	1			
			<b>18</b>			<b>30</b>

Obs.:

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 NI2001C "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

HTW students have completed 120 credits (first four semesters) before starting their studies at Tecnológico de Monterrey. Only 30 credits are recognised in order to achieve 240 credits for the Tecnológico de Monterrey degree. BIB5.3 Company Taxation shall be completed before or after the year at Tecnológico de Monterrey.

TEC programme available at

<https://samp.itesm.mx/Programas/VistaPrograma?clave=BGB19&modoVista=Default&idioma=EN&cols=0#>

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Courses to be taken:			Credits gained for:			
Code	Course name	ECTS	Code	Course name	Tec Credits	
<b>1st Exchange Semester</b>	BIB5.2	International Economics	5	OP3091	Professional Elective I	3
	BIB5.3	Company Taxation or Elective	5	OP3092	Professional Elective II	3
	BIB5.4	Information Management	5	OP3093	Professional Elective III	3
	BIB4.5	Elective 1*	5	OP3094	Professional Elective IV	3
	BIB5.5	Elective 2*	5	OP3095	Professional Elective V	3
	BIB5.6	Elective 3*	5	OP3096	Professional Elective VI	3
			<b>30</b>			<b>18</b>
<b>2nd Exchange Semester</b>	BIB7.1	Business Ethics Communication	5	VA3111	Elective I	3
	BIB7.2	Skills and Negotiation	5	VA3112	Elective II	3
	BIB7.3	Business Simulation Cases Studies	5	VA3113	Elective III	3
	BIB7.41 or 7.42	(Finance and accounting or management)	5	VA3114	Elective IV	3
				VA3115	Elective V	3
	BIB7.5	Bachelor Thesis and Colloquium	10	VA3116	Elective VI	3
		<b>30</b>			<b>18</b>	

Obs.:

Courses could be substituted by other courses based on mutual agreement  
Summer and Winter Intake (from March and October)

\*Note:

<b>Students are not allowed to take:</b>
Introduction to Business

Introduction to  
Economics  
Marketing  
Statistics  
Corporate Finance  
Innovation  
Management  
International  
Management  
Cost Accounting  
Managing  
Organizations  
Specialisation