



UNIVERSITÀ TELEMATICA  
INTERNAZIONALE UNINETTUNO



## **UNINETTUNO → Doral College Pathway**

To earn the Doral College Bachelor of Business Administration, UNINETTUNO students must take at least 12 courses at Doral College as outlined below for a minimum of 36 credits. The four (4) courses marked with an asterisk (\*) are required. Students may choose the other courses from either elective list. All courses are worth three (3) credits.

### **Required Courses**

Students **must** complete the following four (4) courses for a total of 12 credits:

- ENC 1101 English Composition I *or* ENC 1102 English Composition II\*
- SPC 1608: Public Speaking\*
- GEB 3213: Introduction to Business Communication\*
- MAN 3065: Business Ethics\*

### **Elective Courses**

Students **must** complete an additional eight (8) courses for a total of 24 credits from this list, the list below, or a combination thereof:

#### **Top Elective Course Suggestions**

- ISM 3011: Management Information Systems
- BUL 3130: Legal and Ethical Environment of Business
- ENT 3003: Foundations of Entrepreneurship
- ENT 4412: Entrepreneurial Finance
- ENT 4124: Marketing for Entrepreneurs
- ENT 4013: Planning New Ventures
- MAN 4301: Human Resource Management
- MAR 4233: Influential Media Marketing
- MAR 4503: Consumer Behavior
- MAR 4400: The Art of Sales: Mastering the Selling Process
- MAR 3023: Marketing Fundamentals

#### **Other Choices**

- FIN 3403: Financial Management
- FIN 4504: Principles of Investment
- FIN 4303: Financial Institutions
- FIN 3105: Personal Investment Management
- MAN 3240: Organizational Behavior
- MAN 4046: Leadership and Team Development
- MAN 3600: International Business

In addition to the coursework outlined above, UNINETTUNO students must provide proof of having successfully completed the following UNINETTUNO modules for degree conferral. This coursework transfers to Doral College as outlined in the table below:

UNINETTUNO Modules	ECTS	Year in the UNINETTUNO Bachelor	US credits (recognised)	Doral College Modules (recognised)
Economics	9	First year	3+3	ECO 2013: Principles of Macroeconomics ECO 2023: Principles of Microeconomics
Introduction to business administration	9	First year	3+3	ENT 3003: Foundations of Entrepreneurship MAN 3600: International Business
Mathematics	9	First year	3+3	MAC 2233: Calculus for Business MAC 2311 Calculus I
Introduction to law	9	First year	3+3	BUL 2241 Business Law BUL 3130 Legal and Ethical Environment of Business
Organizational dynamics and behaviour	9	First year	3+3	MAN 4301: Human Resource Management MAN 3240: Organizational Behavior
Information management	9	First year	3	ISM 3011: Management Information Systems
Statistics and business statistics	9	Second year	3	STA 2023: Statistics
Financial accounting	9	Second year	3	ACG 2021: Financial Accounting
Banking and finance	9	Second year	3+3	FIN 4303: Financial Institutions FIN 3403: Financial Management
Marketing	9	Second year	3+3	ENT 4124: Marketing for Entrepreneurs MAR 3023: Marketing Fundamentals
Student choice	6	Second year	3+3	MAN 3065: Business Ethics MAR 4233: Influential Media Marketing
Management accounting	9	Third year	3	ACG 2071: Managerial Accounting
Student choice	6	Third year	3+3	MAR 4503: Consumer Behavior MAR 4400: The Art of Sales: Mastering the Selling Process
Student choice	6	Third year	3+3	GEB 3213: Introduction to Business Communication FIN 3105: Personal Investment Management
<b>TOT</b>	<b>117</b>		<b>72</b>	