



International Programs at UCLA Extension

# Study Abroad at UCLA Business Tracks

Curriculum Approved by UCLA's Anderson School of Management

**Designed for international students who want to earn transferable academic credit.**

The Study Abroad at UCLA Business Tracks Program is designed for international students who are currently enrolled in degree programs in their home country and want to earn transferable academic credits. Study at a top-ranked university and experience life in Los Angeles much in the same way American students do.

Program Benefits:

- Earn academic credit you can transfer to your university
- Know your courses prior to arrival — no crashing courses
- Study with students from around the world

The 3-course curriculum has been approved by **UCLA's Anderson School of Management**.

Our courses are taught at UCLA's campus in Los Angeles, CA.

For more information visit us at:

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## Top 3 Reasons to Choose Our Program

- Curriculum designed to build strong academic foundations in necessary business fields
- UCLA Extension credit-bearing courses with syllabi and instructors all approved by **UCLA's Anderson School of Management**
- Experience life at one of the world's most prestigious universities and explore Los Angeles—an exciting city with entertainment, beaches and mountains

# Program Curriculum: There are two tracks, Entrepreneurial Successes and Analyzing a Business

Required: TOEFL: 83 | IELTS: 6.5 | iTEP: 4.5

## Entrepreneurial Successes

### Required Courses (3 courses, 12 units)

MGMT X 160	Marketing Principles and Practice
MGMT X 190	Management Theory, Policy and Process
MGMT X 109	Business Communications

### Marketing Principles and Practice

MGMT X 160                      4 units

This course surveys marketing methods, practices, and institutions from the perspectives of manufacturers, distributors, and consumers. Students examine marketing concepts, functions, operations, and organizations of retail and wholesale enterprises; distribution channels; market research; advertising; marketing costs; pricing strategies; cooperative marketing; marketing legislation and regulations; and current trends.

### Management Theory, Policy and Process

MGMT X 190                      4 units

This course presents the theory and application of managerial functions; the processes of planning, organizing, leading, and controlling in a wide variety of organizational settings; and how the management of people and resources can accomplish organizational goals. Systems theory, contingency approaches, and socio-technical systems are used to explain managerial problem solving and decision making in organizational contexts and a global environment. Other topics include motivation and participation leadership and communication, management information systems, and other management issues.

### Business Communications

MGMT X 109                      4 units

In this course, learn techniques for clarifying purpose, understanding readers, and organizing ideas. Through in-class writing exercises, you practice proven strategies for overcoming writer's block and creating concise, appropriate, and grammatically correct work. Practice exercises include editing and writing letters, memos, reports, email messages, summaries, resumes, and cover letters. Additionally, you learn vocabulary development, using correct grammar and punctuation, techniques for reducing writing time, and proofreading.

### Workshops

Digital Marketing Tools  
Business Planning  
Business Communications

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## Analyzing a Business

### Required Courses (3 courses, 12 units)

MGMT X 1A	Principles of Accounting
MGMT X 100	Business Economics
MGMT X 130A	Basic Managerial Finance

### Principles of Accounting

MGMT X 1A                      4 units

This course provides an introduction to accounting theory, principles, and practice. Instruction covers the uses, communication, and processing of accounting information, as well as the recording, analyzing, and summarizing of procedures used in preparing balance sheets and income statements. Additional topics include accounting for purchases and sales, receivables and payables, cash and inventories, plant and equipment, depreciation and natural resources, intangible assets, and payrolls. Sole proprietorships and partnerships are also examined.

### Business Economics

MGMT X 100                      4 units

This course examines the effort of the enterprise to secure profits and the nature of demand for its products. Topics include cost and production, allocation of resources through competition, forms of market competition, relation of size to efficiency, markets for productive factors, incentives and growth, and capital budgeting. Various concepts of algebra and statistics may be used in the analysis of economic theory.

### Basic Managerial Finance

MGMT X 130A                      4 units

This course offers an introduction to some of the more important topics in Managerial Finance, with an emphasis on the methods and sources of financing for corporations. Topics include corporate financial analysis, financial planning procedures, present value and security valuation, capital budgeting, capital structure and approaches to raising capital. The course also covers securities markets, factors and models explaining security returns, and the concept of market efficiency.

### Workshops

Managing Up and Down  
Business Forecasting Tools  
Business Evaluation Tools and Cases