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| **Higher-year enrolment request form** |

1. **General information**

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| **Name** | Click or tap here to enter text. |
| **Student ID number** | Click or tap here to enter text. |
| **Correspondence address (e-mail address)** | Click or tap here to enter text. |
| **Name of the SBE bachelor’s programme you want to apply for** (in case you choose the bachelor’s programme Economics and Business Economics, please also specify which specialisation) | Click or tap here to enter text. |

**2. List of equivalent courses**

**SBE Course***Please fill out the details of the first-year SBE course for which you want to be exempted. You can find the first-year courses at SBE in the* [*Outline Study Programme*](https://sbeosp.maastrichtuniversity.nl/index.htm)*.*

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| **Course name and course code** | *Example: Management of Organisations and Marketing (EBC1001)* |
| **Number of ECTS** | *Example: 6.5 ECTS* |

**Equivalent course***Please fill out the details of the course taken at your current university. Also if you have not yet finished the course, you can submit your request and fill out the details below.*

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| **Course name and course code** | *Example: Management and the modern corporation (BA1010)* |
| **ECTS** | *Example: 6.5 ECTS* |
| **Course taken at** | *Example: University of London* |
| **Goals** | *Example: This introductory course Management of Organisations and Marketing serves two main purposes. First, it aims at providing you with crucial theoretical and practice-oriented knowledge that helps you to understand the functioning of companies and the behaviour of management in business contexts. This knowledge will be*  *derived from two disciplines: management and organisation (1) and marketing (2). More details on the perspectives of these disciplines will be provided ín the next section. A second purpose of this course relates to the development of basic learning skills that you will need throughout your study at Maastricht University.*  *This skills training mainly focuses on Problem-Based Learning in an international classroom. We introduce the 7-jump, different roles in tutorial groups and various PBL working methods. During the group sessions, you will have ample opportunity to practice your newly acquired PBL skills.*  *When you have successfully finished this course, you are:*  *-capable of studying in an academic problem-based learning environment*  *-knowledgeable of the foundations of management and organisation studies*  *-knowledgeable of the foundations of marketing studies*  *-capable of understanding and explaining basic organisational and marketing problems in isolation* |
| **Course description** | *Example: This course, which has an evident business administration character, addresses the issues of managing organisations and their marketing activities. This course introduces the basic concepts necessary to analyse and understand the functioning of any organisation, among others management, culture, and structure.*  *Fundamental aspects like what management is and why we should study it will be dealt with, firstly.*  *Subsequently, culture, ethics, corporate responsibility, teams, decision making, and structure will be discussed among others. Based on this knowledge the course deals with challenges faced by managers of organisations nowadays.*  *The marketing part of this course builds upon 'marketing orientation' as a foundation of contemporary firms.*  *Attention is, for instance, paid to basic marketing tools, positioning and segmentation strategies, and*  *customer motivation. Throughout the course examples of real life problems organisations face are given. Next to these main subjects, practical skills deemed relevant for a successful study career will be emphasised.* |
| **Literature** | *Example:  1.Information and the Modern Corporation- Cortada, James*  *2. Custom made booklet and study materials* |
| **Assessment methods** | *Example: Final Paper + Attendance /Participation + Written Exam* |

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| **Course name and course code** | Click or tap here to enter text. |
| **Number of ECTS** | Click or tap here to enter text. |

**Equivalent course***Please fill out the details of the course taken at your current university. Also if you have not yet finished the course, you can submit your request and fill out the details below.*

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| **Course name and course code** | Click or tap here to enter text. |
| **ECTS** | Click or tap here to enter text. |
| **Course taken at** | Click or tap here to enter text. |
| **Goals** | Click or tap here to enter text. |
| **Course description** | Click or tap here to enter text. |
| **Literature** | Click or tap here to enter text. |
| **Assessment methods** | Click or tap here to enter text. |