

International Business

College of Business

Department of Marketing & International Business
150 Morris Hall • 507-389-2967

Chair: Kevin Elliott

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The international business program offers an integrated undergraduate degree. The objective of the program is to train and prepare students to compete and excel in today's increasingly interdependent global economy.

International Business minor is designed to complement the student's major field of study and enhance his/her career opportunities. It is strongly recommended to students in business administration, marketing, management, aviation management, finance, accounting, computer science, language, political science, history, geography, and other related areas.

Admission to Major typically occurs at the beginning of the student's junior year. A student must be admitted to the program for permission to register for 300-400 level courses.

1. GPA of 2.5 for unconditional admission.
2. Completion of 33 credits of general education requirements.
3. Demonstrated microcomputer competency by successfully completing COMS 101, Introduction to Microcomputers, or equivalent.
4. Completion of ACCT 200, 210; ECON 201, 202, 207; MGMT 200; MATH 112; BLAW 200; Second Year Experience 201.
5. Completion of 60 credits (or in progress).

Students registering for 300-400 level College of Business courses who have a cumulative GPA of less than 2.5 must contact an advisor in the College of Business Advising Office, 151 Morris Hall.

INTERNATIONAL BUSINESS BS

Required General Education (7 credits):

ECON 201 Principles of Macroeconomics (3)
MATH 112 College Algebra (4)

Business Foundation Requirement (25 credits):

Lower Division

ACCT 200 Financial Accounting (3)
ACCT 210 Managerial Accounting (3)
BED 345 Business Communications (3)
BLAW 200 Legal, Political & Regulatory
Environment of Business (3)
COMS 101 Introduction to Microcomputers (3)
ECON 202 Principles of Microeconomics (3)
ECON 207 Business Statistics (4)

MGMT 200 Introduction to MIS (3)

Upper Division (Core, 19 credits):

MRKT 310 Principles of Marketing (3)
MGMT 330 Principles of Management (3)
FINA 362 Business Finance (3)
IBUS 380 Principles of International Business (3)
MGMT 346 Production and Operations
Management (3)
MGMT 395 Personal Adjustment to Business (1)
MGMT 481 Business Policy and Strategy (3)

Required for International Business Major (15 credits):

IBUS 428 International Marketing (3)
IBUS 448 International Management (3)
IBUS 469 International Business Finance (3)
IBUS 485 Export Administration (3)
IBUS 490 International Business Policy (3)

Required Elective (3 credits):

Choose one of the following:

IBUS 419 International Business Seminar (3)
IBUS 486 Consulting for Export Business (3)
IBUS 499 Individual Study (3)
BLAW 453 International Legal Environment of
Business (3)
ECON 420 International Economics (3)

Required Electives (Business Function, 9 credits):

Select three courses from one of the following business function areas:

OPTION A: Marketing

MRKT 316 Consumer Behavior (3)
MRKT 318 Promotional Strategy (3)
MRKT 324 Marketing Research and Analysis (3)
MRKT 339 Distribution Strategy (3)
MRKT 412 Professional Selling (3)

OPTION B: Finance

FINA 460 Investments (3)
FINA 462 Strategic Financial Management (3)
FINA 463 Security Analysis (3)
FINA 464 Financial Institutions and Markets (3)
ACCT 310 Management Accounting I (3)

OPTION C: Management

MGMT 440 Human Resource Management (3)
MGMT 444 Organization Design (3)
MGMT 448 Operations, Planning and Control (3)
MGMT 452 Operations Strategy (3)
MGMT 459 Management Information Systems (3)
MGMT 480 Human Behavior in Organizations (3)
MGMT 485 Introduction to Management Science (3)

Related International Elective (3 credits):

Choose one of the following:

GEOG 341 World Regional Geography (3)
POL 231 World Politics (3)
POL 433 International Organization (3)

Required Minor: None

INTERNATIONAL BUSINESS MINOR

Required for Minor (18 credits):

MRKT 310 Principles of Marketing (3)
IBUS 380 Principles of International Business (3)
Choose four courses from the following:
IBUS 419 IBUS 428 IBUS 448
IBUS 469 IBUS 485 IBUS 490
BLAW 453

POLICIES/INFORMATION

Students have an advisor from their area of interest assigned to them. Questions and concerns pertaining to advising and the assignment of advisors can be answered student relations coordinator, 151 Morris Hall, telephone 507-389-2963.

College of Business students must complete a minimum of 64 credits outside the College of Business.

Students who are non-business majors, business minors, or those who are not seeking a four year degree may not complete more than 30 credits in the College of Business.

Students must be admitted to the College of Business to be granted a Bachelor of Science (BS) degree in International Business.

Residency. Transfer students must complete a minimum of 30 resident credits at the upper division (300-400) in the College of Business. Transfer students pursuing a major/minor in the College of Business must complete 50% (one-half) of their minor coursework through Minnesota State University, Mankato.

Information Technology Initiative. Students with an International Business major or minor are required to purchase a notebook computer with standard set of applications from Minnesota State University, Campus Computer Store. Students who are majoring in other colleges, but are required to take IBUS 380 will be able to enroll in a non-notebook class offered once per year for non-majors/minors. For further information see the College of Business section at the front of this bulletin.

GPA Policy. Students must earn a minimum grade-point average of 2.0 (C) on all the courses taken to earn the minor.

P/N Grading Policy. No more than one-fourth of a student's major shall consist of P/N grades.

Assessment Policy. The College of Business believes that the assessment of its programs make a vital contribution to those programs and student learning. Student participation is an important and expected part of the assessment process.

Student Organizations. The International Business Organization operates on both a professional and personal level. IBO creates cultural awareness and provides interaction among students and international business professionals. IBO members participate in conferences, business tours, annual trips, meetings and social activi-

ties.

The Council of Student Business Organizations (COSBO) which is comprised of the presidents of the seven organizations and the college representative to the Student Senate, works directly with the Dean's office in the coordination of activities of the various organizations and sponsors activities of their own.

Internships. Students are encouraged to participate in business and industrial organizations through intern programs. Internships are available during the junior or senior years. Students interested in internships should interview early with the internship coordinator for enrollment in this program.

COURSE DESCRIPTIONS

IBUS 201 (0) Second Year Experience

IBUS 380 (3) Principles of International Business

International dimensions of business: global business environment (economic, cultural, legal, political) and international business functions (management, marketing, finance, exporting, importing).

Pre: Junior Standing F, S

IBUS 419 (3) International Business Seminar

Topics on current developments in international business, technology, and legislation.

Pre: IBUS 380 F

IBUS 428 (3) International Marketing

Managerial approach to marketing decision making in multicultural market situations.

Pre: MRKT 310, IBUS 380 F

IBUS 448 (3) International Business Management

This course examines cross-cultural differences in business practices. Among the topics covered are the differences in management styles, multiculturalism, international negotiations, as well as international human resource issues, social responsibility and ethics in a global context, international labor relations, cultural synergy and multicultural teams.

Pre: IBUS 380 F

CD-Related

IBUS 469 (3) International Business Finance

International finance functions in a corporation include currency issues, investment, financial markets interacting, raising debt and equity, and export financing.

Pre: IBUS 380 S

IBUS 485 (3) Export Administration

Provides knowledge and documentary skills in managing and implementing the export operations of firms engaged in international trade.

Pre: IBUS 380 S

IBUS 486 (3) Consulting for Export Business

Student teams under faculty supervision assist area firms interested in developing or expanding international busi-

ness.

Pre: Senior Standing/consent V

IBUS 490 (3) International Business Policy

A capstone course for students majoring in international business designed to analyze and integrate the various international business management decisions.

Pre: IBUS 428, 448, 469 S

IBUS 491 (1-4) In-Service

Topics will vary across various hands-on practical experiences.

Pre: Consent V

IBUS 497 (1-9) Internship

Supervised experience in business, industry, state or federal institutions.

P/N only. Pre: Consent F, S

IBUS 498 (1-3) Internship

Supervised experience in business, industry, state or federal institutions. Taken for grade only.

Pre: Consent F, S

IBUS 499 (1-4) Individual Study

Individual study of special topics.

Pre: Consent F, S