

## INTERNATIONAL BUSINESS BS AND MINOR

### International Business

College of Business

Department of Marketing & International Business

150 Morris Hall • 507-389-2967

Website: [cob.mnsu.edu/academics/international-business/](http://cob.mnsu.edu/academics/international-business/)

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Faculty: Turgut Guvenli, M. Anaam Hashmi

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.

The 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.

#### Academic Map/Degree Plan at [www.mnsu.edu/programs/#All](http://www.mnsu.edu/programs/#All)

**Accreditation.** The International Business program is accredited by the Association to Advance Collegiate Schools of Business (AACSB)

#### POLICIES/INFORMATION

**Admission to a Major in the College of Business.** Admission to a major in the College of Business typically occurs at the beginning of the student's sophomore year. Once admitted, students may choose to pursue a degree in one or more of the following majors: Accounting, Finance, International Business, Management, or Marketing. Multiple criteria will be considered for admission to a major in the College of Business. Admission is competitive; meeting minimum requirements does not guarantee admission. Deadlines for application are: October 1 for Spring Semester and March 1 for Fall Semester.

#### Criteria Considered for Admission to the International Business Major

1. Minimum cumulative (including Transfer) Grade Point Average of 2.5.
2. Completion of the following courses with a minimum grade of C (2.0): IT 101, MATH 130, ACCT 200, BUS 295, ECON 201.

#### Requirements for the International Business Minor

1. Students must be admitted to a major at Minnesota State Mankato, and
2. Students must have a cumulative GPA of 2.0 or higher when starting the International Business minor.

**Academic Advising.** Students will initially receive their advising from the professional advisors in the College of Business Student Center. When a student applies to the College of Business (which is done during BUS 295), he/she will be assigned a faculty advisor in the major area of study. Questions regarding the assignment of advisors can be answered in the College of Business Advising Center, 151 Morris Hall, 389-2963.

**College of Business Policies.** Students who are business minors, non-business majors or those who are not seeking a four-year degree may take up to 24 credits in the College of Business.

Students must be admitted to a major to take upper division (300/400) courses in the College of Business.

Students must be admitted to the College of Business major to be granted a Bachelor of Science degree in any College of Business majors.

**Residency.** Transfer students must complete a minimum of 30 resident credits at the upper division (300-400) level in the College of Business at Minnesota State Mankato.

**Transfer students** pursuing a major or minor in the College of Business must complete at least 50% (one-half) of their major or minor coursework at Minnesota State Mankato.

**GPA Policy.** Students must earn a minimum grade point average of 2.0 ("C") on the total courses taken in the College of Business and a 2.25 overall GPA to meet graduation requirements.

**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 ongoing assessment of its programs makes a vital contribution to the quality of those programs and to student learning. Student Participation is an important and expected part of the assessment process.

**Internships.** Students are strongly encouraged to participate in one or more internship programs related to their field of study before graduation. Qualifying internships may receive academic credit counting towards a student's major, but are not required to be taken for credit. To receive academic credit, students must be registered during the semester the internship takes place. Registration instructions and other business internship resources can be found at: [cob.mnsu.edu/internship/](http://cob.mnsu.edu/internship/)

#### INTERNATIONAL BUSINESS BS

Degree completion = 120 credits

#### Required General Education

ECON 201 and MATH 130 must be completed for admission to the major.

ECON 201 Principles of Macroeconomics (3)

MATH 130 Finite Mathematics and Introductory Calculus (4)

#### Ethics Requirement (choose 3 credits)

PHIL 120W Introduction to Ethics (3)

PHIL 205W Culture, Identity, and Diversity (3)

PHIL 222W Medical Ethics (3)

PHIL 224W Business Ethics (3)

PHIL 226W Environmental Ethics (3)

PHIL 240W Law, Justice & Society (3)

#### Prerequisites to the Major

ACCT 200 Financial Accounting (3)

BUS 295 Professional Preparation for Business Careers (2)

IT 101 Introduction to Information Systems (3)

#### Major Common Core (choose 34 credits)

Required of all College of Business Majors

ACCT 210 Managerial Accounting (3)

BLAW 200 Legal Environment of Business (3)

ECON 202 Principles of Microeconomics (3)

ECON 207 Business Statistics (4)

FINA 362 Business Finance (3)

IBUS 380 Principles of International Business (3)

MGMT 230 Principles of Management (3)

MGMT 300 Introduction to MIS (3)

MGMT 346 Production & Operations Management (3)

MGMT 481 Business Policy & Strategy (3)

MRKT 210 Principles of Marketing (3)

#### Required of all International Business Majors (choose 15 credits)

IBUS 428 International Marketing (3)

IBUS 448 International Business Management (3)

IBUS 469 International Business Finance (3)

IBUS 485 Export Administration (3)

IBUS 490 International Business Policy (3)

#### Major Restricted Electives

Choose two courses from one of the following business functional areas (Marketing, Finance, or Management)

##### OPTION A: Marketing (choose 6 credits)

MRKT 312 Professional Selling (3)

MRKT 316 Consumer Behavior (3)

MRKT 318 Integrated Marketing Communications (3)

MRKT 324 Marketing Research & Analysis (3)

MRKT 339 Distribution Strategy (3)

MRKT 420 Sales Management (3)

##### OPTION B: Finance (choose 6 credits)

ACCT 310 Management Accounting I (3)

FINA 460 Investments (3)

FINA 462 Strategic Financial Management (3)

FINA 463 Security Analysis (3)

FINA 464 Financial Institutions and Markets (3)

FINA 467 Insurance and Risk Management (3)

##### OPTION C: Management (choose 6 credits)

MGMT 340 Human Resource Management (3)

MGMT 380 Human Behavior in Organizations (3)

## INTERNATIONAL BUSINESS CONTINUED

MGMT	385	Introduction to Management Science (3)
MGMT	441	Staffing (3)
MGMT	444	Organization Design (3)
MGMT	459	Management Information Systems (3)

### Major Unrestricted Electives (choose 6 credits)

ECON	420	International Economics (3)
FREN	202	Intermediate French II (4)
GEOG	103	Introductory Cultural Geography (3)
GEOG	341	World Regional Geography (3)
GER	202	Intermediate German II (4)
IBUS	419	International Business Seminar (3)
IBUS	491	In-Service (1-4)
IBUS	492	Study Tour (1-3)
IBUS	498	Internship (1-3)
IBUS	499	Individual Study (1-3)
POL	231	World Politics (3)
SCAN	293	Intermediate Norwegian II (1-4)
SCAN	295	Intermediate Swedish II (1-4)
SPAN	202	Intermediate Spanish II (4)

Required Minor: None

### INTERNATIONAL BUSINESS MINOR

#### Minor Core

IBUS	380	Principles of International Business (3)
MRKT	210	Principles of Marketing (3)
(choose four courses (12 credits) from the following)		
IBUS	419	International Business Seminar (3)
IBUS	428	International Marketing (3)
IBUS	448	International Business Management (3)
IBUS	469	International Business Finance (3)
IBUS	485	Export Administration (3)
IBUS	490	International Business Policy (3)
IBUS	491	In-Service (1-4)
IBUS	492	Study Tours (1-3)

## COURSE DESCRIPTIONS

### BUS 100 (3) Introduction to Business and Business Careers

This course prepares students for success by exposing them to the requirements, expectation, resources and opportunities of the College of Business. Students will have business experiences and will develop professional skills.  
Variable

### BUS 295 (2) Professional Preparation for Business Careers

This course is required for admission to the College of Business for all business majors. The purpose of the course is to provide students with an overview of COB majors, allow students to create an academic plan for graduation, and develop professional skills needed for future job placement. Topics include cover letter and resume writing, interviewing skills, the process of networking, the internship program, etiquette skills, and requirements for graduation.  
Fall, Spring

### BUS 397 (3) IBE Practicum

An applied course that entails developing, launching, managing, and closing a business with the cohort of students enrolled in the class. Students write and present a business plan as they seek financing for their start-up company. The business start-up experience creates a real-world context in which students can practice the concepts introduced in MGMT 230, MRKT 210, and FINA 362. BUS 397 is part of the United Prairie Bank Integrated Business Experience, and students must enroll concurrently in BUS 397 and sections of FINA 362, MGMT 230, and MRKT 210 that are designated for IBE students.  
Prerequisite: Must be admitted to a major.  
Co-requisite: FINA 362, MGMT 230, MRKT 210  
Fall, Spring

### 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).  
Prerequisite: Junior Standing  
Fall, Spring

### IBUS 398 (0) CPT: Co-Operative Experience

Curricular Practical Training: Co-Operative Experience is a zero-credit full-time practical training experience for one summer and on adjacent fall or spring term. Special rules apply to preserve full-time student status. Please contact an advisor in your program for complete information.  
Prerequisite: At least 60 credits earned; in good standing; instructor permission; co-op contract; other prerequisites may also apply.  
Fall, Spring, Summer

### IBUS 419 (3) International Business Seminar

Topics on current developments in international business, technology, and legislation.  
Prerequisite: IBUS 380  
Fall

### IBUS 428 (3) International Marketing

Managerial approach to marketing decision making in multicultural market situations.  
Prerequisite: MRKT 210, IBUS 380  
Fall

### 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.  
Prerequisite: IBUS 380  
Fall

### 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.  
Prerequisite: IBUS 380  
Spring

### IBUS 485 (3) Export Administration

Provides knowledge and documentary skills in managing and implementing the export operations of firms engaged in international trade.  
Prerequisite: IBUS 380  
Spring

### 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.  
Prerequisite: IBUS 428, IBUS 448, IBUS 469 (select 2 out of the 3 courses)  
Spring

### IBUS 491 (1-4) In-Service

Topics will vary across various hands-on practical experiences.  
Prerequisite: Consent  
Variable

### IBUS 492 (1-3) Study Tours

Study tours are led by Minnesota State University, Mankato faculty and provide students with opportunities to visit companies and attend lectures by renowned experts from key sectors of economy, government, and business.  
Variable

### IBUS 497 (1-9) Internship

Supervised experience in business, industry, state or federal institutions.  
P/N only.  
Prerequisite: Consent  
Fall, Spring

### IBUS 498 (1-3) Internship

Supervised experience in business, industry, state or federal institutions. Taken for grade only.  
Prerequisite: Consent  
Fall, Spring

### IBUS 499 (1-3) Individual Study

Individual study of special topics.  
Prerequisite: Consent  
Fall, Spring