

International Business

College of Business

Department of Marketing & International Business

150 Morris Hall • 507-389-2967

Chair: M. Anaam Hashmi

Kenneth A. Anglin, Linda K. Anglin, Kevin Elliott, H.

Turgut Guvenli, Mark Hall, Basil Janavaras, Ann T.

Kuzma, John R. Kuzma, Gerald W. Stiles, Li Zhang.

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 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, 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 math and English competencies.

6. Completion of 60 credits (or in progress).

INTERNATIONAL BUSINESS BS

Required General Education (15 credits):

ECON 201 Principles of Macroeconomics (3)

MATH 112 College Algebra (4)

Modern Language (6 credits):

Majors must complete one year of foreign language at

the 200 level or test out by examination. There are

also

study abroad programs that offer opportunities for the

learning of foreign languages. Majors whose native

language

is not English are required to meet with the

chairperson

for possible waiver of the language requirement.

Required for Major (25 credits):

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)

Required for Major (Core, 34 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)

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)

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 cr):

Select three courses from one of the following

business

function areas:

OPTION A

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

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

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 cr):

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 486

IBUS 490 BLAW 453 ECON 420

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

by Larry Herke, 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.

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 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 a Marketing/International Business major or minor are required to lease a notebook computer from Minnesota State University, Mankato. Students who are majoring in other colleges, but are required to take MKT 310 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 the total courses taken in the College

of Business 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 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 activities.

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

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

419 (3) International Business Seminar

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

Pre: IBUS 380 ALT

428 (3) International Marketing

Managerial approach to marketing decision making in multicultural market situations.

Pre: MRKT 310, IBUS 380 F

448 (3) International Business Management

Comparison of the major management systems within their differing cultural environments. Analysis of differing

value systems, group behaviors, conflicts and supervisory problems.

Pre: IBUS 380 F

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

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

486 (3) Consulting for Export Business

Student teams under faculty supervision assist area firms

interested in developing or expanding international business.

Pre: Senior Standing/consent V

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

491 (1-3) In-Service

Topics will vary across various hands-on practical experiences.

Pre: Consent V

497 (1-9) Internship

Supervised experience in business, industry, state or federal institutions. P/N only.

Pre: Consent F, S

498 (1-3) Internship

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

Pre: Consent F, S

499 (1-4) Individual Study

Individual study of special topics.

Pre: Consent F, S