

# INTERNATIONAL BUSINESS (IB)

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## **IB-501 Theoretical Concepts in Global Economics (3 credits)**

This course introduces the fundamental theoretical concepts in international economics, including international trade and investment, industrial and economic restructuring, and technological change and innovation. Other topics include economic geography, spatial economics and the principles of locational choice for multinational firms.

## **IB-503 International Econ Finance & Accounting (3 credits)**

This course studies the economic principles in trade and investment among nations. More specifically, topics such as the international exchange and balance of payments, the scope and significance of international investment and capital movements, and the basics of international financial accounting and reporting are explored.

## **IB-505 International Negotiation & Comm. Communications (3 credits)**

This course is designed to provide an understanding of the aspects of cultural differences among peoples in different countries that significantly affect managing businesses, communicating and marketing products or services in the global economy through the study of major economic regions of the world. Emphasis is placed on the role of managers as leaders, negotiators and facilitators in the international business environment.

## **IB-506 International Management (3 credits)**

The course covers various areas of knowledge, theories and applications of organizational behavior and human resource management in the global arena. Topics include leadership and organizational styles in different cultures, motivational techniques, managing human resources and cross-cultural training, preparing expatriates for foreign deployment, compensation and related problems in international business, and country-specific factors affecting foreign placement of company personnel.

## **IB-602 Multinational Corporate Finance (3 credits)**

This course emphasizes the financial issues that multinational enterprises face. Topics include risk management, financing and investment decisions.

Prerequisite(s): Take IB-503

## **IB-604 International Marketing & Research (3 credits)**

This course is a study of how international business variables affect the marketing process. Emphasis is placed on the mechanics and strategies of international marketing, including export and non-export entry modes. The course focuses on product, pricing, promotion and distribution decisions in a global marketplace.

Prerequisite(s): Take IB-505

## **IB-605 Legal Environment in International Bus (3 credits)**

The course investigates international trade organizations, conferences, treaties, export regulations, antitrust laws, securities regulations in the international environment, the Foreign Corrupt Practices Act, laws that provide protection against unfair competition from foreign goods, and laws that provide economic relief to those affected by import competition.

Prerequisite(s): Take IB-503

## **IB-607 International Transportation & Logistics (3 credits)**

This course examines the escalating importance of international logistics and transportation in world commerce. It emphasizes the importance of increasingly complex global supply-chain and product distribution management. Transportation and logistics issues such as export management and documentation, distribution and traffic management are also discussed.

Prerequisite(s): Take IB-503

## **IB-608 Multinational Strategic Management (3 credits)**

This course is an advanced study in global strategic management that allows students to apply and extend skills learned in earlier international business theoretical and functional courses. Students relate recent innovations in international operations management and information technology to business strategy, and integrate core management courses in organization, leadership, strategy, marketing, accounting, finance and cross-cultural concepts from the perspective of a business executive.

Prerequisite(s): Take IB-602 IB-604

## **IB-610 International Financial Reporting (3 credits)**

This course is a study of the accounting aspects of international business. Topics include comparative international accounting systems, practices, reporting and taxation. This course also includes a discussion of the need for and uses of relevant accounting information by managers for planning, forecasting, budgeting and decision making in a global competitive business environment.

Prerequisite(s): Take IB-602

## **IB-612 International Bus Elective (3 credits)**

This course covers special topics in international business that are of interest to students and enhance students' knowledge in specific areas.

## **IB-620 International Business Fieldwork (3-9 credits)**

This course allows students the opportunity to apply international business knowledge and skills in real world settings. Assignments include positions in multinational corporations, government agencies and other institutions in the U.S. or abroad. Fieldwork assignments will be arranged on an individual basis.

## **IB-621 International Business Project Seminar I (3 credits)**

This course will provide the fundamental framework and support system needed to allow students to formulate a proposal for a viable research study or an applied project of equivalent scholarly rigor in the field of international business. The course perspective is the utilization of theory to frame research questions for applied research problems in international business. The review and critical analysis of components of applied research designs prepare the student to be a producer and consumer of research as a manager. Students will work closely with the instructor to investigate, formulate and describe, in the proper format, a research study or project.

Prerequisite(s): Take GRA-600 or GRA-601

## **IB-622 International Business Project Seminar (3 credits)**

This course prepares the international business student to complete a graduate research project. Current research is examined to identify appropriate areas of inquiry for students entering the international business field. Prerequisite: GRA 621.

**IB-630 International Fieldwork II (3-9 credits)**

This course is a continuation of IB 620.

Prerequisite(s): Take IB-620

**IB-689 Special Topics Study Abroad (3 credits)**