**INTERNATIONAL BUSINESS**

**INTL BUS 200 — INTERNATIONAL BUSINESS**
3 credits.

A survey of the interrelationships of world business operations; an introduction to current conceptual perspectives; cultural, educational, political and economic constraints, the international financial and trade frameworks, and the problems and challenges facing the multinational corporation. Enroll Info: None
Requisites: Sophomore standing and (ECON 101, 102, or 111); or member of Business Exchange program
Repeatable for Credit: No

**INTL BUS/FRENCH 313 — PROFESSIONAL COMMUNICATION AND CULTURE IN THE FRANCOPHONE WORLD**
3 credits.

Study and analysis of the culture and sociology of professional environments in the French and Francophone worlds, including government, international organizations, NGO’s and business. Students develop communication skills through interactive teaching methods in multimedia labs. Enroll Info: None
Requisites: FRENCH 228 or 311
Course Designation: L&S Credit - Counts as Liberal Arts and Science credit in L&S
Repeatable for Credit: No
Last Taught: Fall 2017

**INTL BUS/FRENCH 314 — CONTEMPORARY ISSUES IN GOVERNMENT, ORGANIZATIONS, AND ENTERPRISE**
3 credits.

Cultural study of contemporary Francophone Africa, focusing on issues in government, organizations and enterprise. Exploration of cultural and professional relations between Francophone Africa and France, the European Union, and the United States. Enroll Info: None
Requisites: FRENCH 228, 311, or FRENCH/INTL BUS/FRENCH 313
Course Designation: L&S Credit - Counts as Liberal Arts and Science credit in L&S
Repeatable for Credit: No
Last Taught: Spring 2018

**INTL BUS/FRENCH 315 — ADVANCED INTERDISCIPLINARY STUDIES IN PROFESSIONAL COMMUNICATION**
3 credits.

In-depth study, from interdisciplinary perspectives, of key aspects of technical French language for the professions and business, together with an exploration of the history, sociology, and culture of professional environments in the French and Francophone worlds. Enroll Info: None
Requisites: FRENCH 228, FRENCH/INTL BUS/FRENCH 313, or 314
Course Designation: Level - Advanced
L&S Credit - Counts as Liberal Arts and Science credit in L&S
Repeatable for Credit: Yes, unlimited number of completions
Last Taught: Summer 2001

**INTL BUS/GEN BUS 320 — INTERCULTURAL COMMUNICATION IN BUSINESS**
3 credits.

Develops awareness and knowledge of cultural influences on business. Focuses on various attitudes toward work, time, material possession, business, and the relationship of these attitudes to different social, religious, philosophical, and educational backgrounds of business people from cultures around the world. Enroll Info: None
Requisites: Sophomore standing or member of Business Exchange program
Repeatable for Credit: No
Last Taught: Spring 2018

**INTL BUS/SPANISH 329 — SPANISH FOR BUSINESS**
3 credits.

Spanish lexicon and linguistic style for management, banking, accounting, capital investment, personnel and office systems, production of goods and services, marketing, finance, and import/export; includes translation and interpretive activities. Enroll Info: None
Requisites: SPANISH 311
Course Designation: Level - Advanced
L&S Credit - Counts as Liberal Arts and Science credit in L&S
Repeatable for Credit: No
Last Taught: Fall 2017

**INTL BUS 365 — CONTEMPORARY TOPICS**
1-3 credits.

A course for the exploration of subject areas possibly to be introduced into the business curriculum. Enroll Info: None
Requisites: Sophomore standing or member of Business Exchange program
Repeatable for Credit: Yes, unlimited number of completions
Last Taught: Spring 2018

**INTL BUS 399 — READING AND RESEARCH-INTERNATIONAL BUSINESS**
1-6 credits.

Individual work suited to the needs of undergraduate students may be arranged both during regular sessions and the intersession periods. Enroll Info: None
Requisites: Consent of instructor
Course Designation: Level - Advanced
L&S Credit - Counts as Liberal Arts and Science credit in L&S
Repeatable for Credit: Yes, unlimited number of completions

**INTL BUS/M H R 403 — GLOBAL ISSUES IN MANAGEMENT**
3 credits.

Focuses on the strategic management required in global business. Topics include environmental analysis, global strategy, and subsidiary control. The aim of the course is to develop special skills that are required to manage international firms. Enroll Info: None
Requisites: Sophomore standing, not open to graduate students
Repeatable for Credit: No
Last Taught: Spring 2018
INTL BUS/MARKETING 420 — GLOBAL MARKETING STRATEGY
3 credits.
Structure of foreign trading; commercial facilities available to exporters and importers; application of economic analysis in marketing decisions; contemporary trends in international economy affecting foreign trade policies and practices. Enroll Info: None
Requisites: (MARKETING 300 and sophomore standing) or member of Business Exchange program
Repeatable for Credit: No
Last Taught: Spring 2018

INTL BUS/REAL EST 430 — INTERNATIONAL REAL ESTATE
3 credits.
Analysis of international real estate and related transaction issues, especially in foreign countries which are visited as part of the course; survey of land use patterns and regulations, ownership rights, types of leases, transfer procedures, mortgage system, tax matters, currency risks, and geographical diversification issues. Enroll Info: None
Requisites: A A E/ECON/REAL EST/URB R PL/A A E/ECON/REAL EST 306 or member of Business Exchange program
Repeatable for Credit: No
Last Taught: Fall 2015

INTL BUS/REAL EST 730 — INTERNATIONAL REAL ESTATE
3 credits.
Analysis of international real estate and related transaction issues, especially in foreign countries which are visited as part of the course; survey of land use patterns and regulations, ownership rights, types of leases, transfer procedures, mortgage system, tax matters, currency risks, and geographical diversification issues. Enroll Info: None
Requisites: Graduate/professional standing or member of Business Exchange program
Course Designation: Grad 50% - Counts toward 50% graduate coursework requirement
Repeatable for Credit: Yes, unlimited number of completions
Last Taught: Fall 2010

INTL BUS/FINANCE 745 — MULTINATIONAL BUSINESS FINANCE
3 credits.
Theory of business finance as applied to the operations of multinational firms; financial analysis and control of foreign investment decisions; working capital management; multinational credit institutions and capital markets; special accounting problems and trends in international monetary affairs. Enroll Info: None
Requisites: FINANCE 700
Course Designation: Grad 50% - Counts toward 50% graduate coursework requirement
Repeatable for Credit: No
Last Taught: Spring 2018

INTL BUS/OTM 755 — INTERNATIONAL OPERATIONS: PROBLEMS AND ADMINISTRATION
3 credits.
Organizations and strategies of international and multinational firms. Initiating international operations, joint venture problems, relationships with state enterprises, licensing methods, defenses against adverse government policies (including confiscation), and international business policies and tactics. Enroll Info: None
Requisites: Graduate/professional standing or member of Business Exchange program
Course Designation: Grad 50% - Counts toward 50% graduate coursework requirement
Repeatable for Credit: No
Last Taught: Spring 2009

INTL BUS 765 — CONTEMPORARY TOPICS
1-4 credits.
Exploration of advanced subject areas possibly to be introduced into the business curriculum. Enroll Info: None
Requisites: Graduate/professional standing or member of Business Exchange program
Course Designation: Grad 50% - Counts toward 50% graduate coursework requirement
Repeatable for Credit: Yes, unlimited number of completions
Last Taught: Summer 2018
INTL BUS 799 — READING AND RESEARCH-INTERNATIONAL BUSINESS
1-6 credits.

Individual work suited to the needs of graduate students may be arranged both during regular sessions and the intersession periods. Enroll Info: None

Requisites: Consent of instructor

Course Designation: Grad 50% - Counts toward 50% graduate coursework requirement

Repeatable for Credit: Yes, unlimited number of completions