

## International Business

**William Newburry**, Professor, Department Chair, and  
Ryder Eminent Scholar of Global Business  
**Aya Chacar**, Professor and Ingersoll-Rand Professor  
**Danielle Combs**, Assistant Professor  
**Jose de la Torre**, Professor Emeritus  
**Stav Fainshmidt**, Associate Professor and Knight Ridder  
Eminent Scholar  
**Doreen Gooden**, University Instructor  
**Orhun Guldiken**, Assistant Professor  
**Jerry Haar**, Clinical Professor, Executive Director,  
Executive & Professional Education  
**Arun Kumaraswamy**, Associate Professor  
**Sumit Kundu**, Professor, James K. Batten Eminent  
Scholar Chair in International Business and Associate  
Dean, International Programs  
**Curba Lampert**, Associate Professor  
**Louis Melbourne**, Senior Instructor and Director, Master  
of International Business  
**Ronaldo Parente**, Professor and Knight-Ridder  
Research Fellow  
**Karen Paul**, Professor  
**Clifford R. Perry**, University Instructor  
**Seema Pissaris**, Clinical Professor  
**Dileep Rao**, Clinical Professor  
**Donald Roomes**, University Instructor  
**Philip Shepherd**, Associate Professor  
**Mary Ann Von Glinow**, Professor and Knight Ridder  
Eminent Scholar Chair in International Management,  
Faculty Director, Center for International Business  
Education Research  
**Fred Walumbwa**, Professor  
**David Wernick**, University Lecturer

### Mission

The mission of the Department of International Business is three-fold: 1) to be a world leader in international business research, teaching and academic leadership; 2) to provide impactful entrepreneurship educational programs in line with the needs of the South Florida community, and 3) to be a recognized player in the strategic management field. The department strives to prepare its students by offering a wide variety of academic courses, experiential learning activities and exposure to real-world international business environments, guided by world-renowned faculty members.

### BBA in International Business

The Bachelor of Business Administration (BBA) in International Business provides students with an intensive, in-depth study of the international dimensions of business. Students in the program will be exposed to all major business areas of International Business.

For more information, please visit our departmental web page at <http://ib.fiu.edu>

### Degree Program Requirements (120 credit-hours)

Lower-Division/Business Pre-Core	60 hours
Upper-Division/Business Core	27 hours
IB Required Courses	21 hours
Upper Division Business Electives	12 hours

### Lower Division/Business Pre-Core

The "General Information" section in this catalog describes the Lower Division requirements and business pre-core.

### Upper Division/Business Core

The College's Business Core Requirements are listed in the first section of the "College of Business" chapter.

Upper Division requirements must be completed within six years prior to awarding of degree or otherwise be approved by the Department.

### IB Required Courses:

International Business majors must take 21 credit-hours from the following list:

### IB Required Courses (5 courses, 15 credit-hours)

FIN 4604	International Financial Management – GL
MAN 4602	International Business
MAR 4156	International Marketing
MAN 4633	MNC Strategy
	<b>AND</b>
MAN 4442	International Business Negotiations
	<b>OR</b>

any 3000 level or higher language course (3 credits) with the prefixes ABT, CHI, FRE, GER, HAI, ITA, JPN, POR, SPN or equivalent.

### IB Elective Courses (2 courses, 6 credit hours)

ENT 4704	International Entrepreneurship
MAN 4203	Leadership in Multilateral Institutions
MAN 4600	International Management
MAN 4610	International Human Resources
MAN 4613	International Risk Assessment
MAN 4660	Business in Latin America
MAN 4661	Business in Asia
MAN 4662	Business in Europe
MAN 4663	Business in the Caribbean
MAN 4664	Business in Africa
MAN 4671	Special Topics in International Business
MAN 4672	IB Regulation and Ethics
MAN 4673	Trade Policy and Business
MAN 4690	Independent Study in International Business
MAN 4712	IB Business-Government Relations
MAN 4946	International Business Internship
MAN 4956	International Business Study Abroad
MAN 4653	Foreign Direct Investment
ACG 4251	International Accounting
ECO 4701	World Economy
ECO 4703	International Trade Theory and Policy
ECO 4713	International Macroeconomics – GL
FIN 3652	Asian Financial Markets and Institutions
FIN 4633	International Capital Markets
FIN 4634	International Banking – GL
FIN 4651	Latin American Financial Markets and Institutions
FIN 4663	Global Private Banking
MAR 4144	Export Marketing
MAR 4203	Marketing Channels
MAR 4503	Consumer Behavior
MAR 4733	Digital Marketing
REE 4956	International Real Estate – GL
TRA 4721	Global Logistics

### Upper Division Business Elective Requirements:

IB students are required to take 12 credits of upper division electives. Review of this policy and future changes will be the prerogative of the Chair of the IB Department.

IB students may take any 3000 level or higher course inside or outside of the College of Business to satisfy their Upper Division Business Elective requirement. All upper division electives outside the College of Business must demonstrate a relationship to international business and receive the approval of the IB Department Chair.

Students enrolled in a second major or a certificate/minor program must take the courses prescribed in their program.

### MAN Prefix Courses

Students should note that not all courses with a MAN prefix are actually management or international business courses. Therefore, they should consult with a College advisor to confirm that their program of study reflects the degree requirements.

### Honors in International Business Track

The Honors in International Business (Honors in IB) track attracts highly motivated, focused, and intellectually curious students who have a global perspective. Honors in IB provides the opportunity for future leaders in the world economy to develop a global business skill set through international study, travel, and work experiences.

An Honors in IB student has the opportunity to participate in ceremonies, networking events, honors-dedicated courses, special corporate seminars, and placement services. An Honors in IB student will graduate with Honors recognition. Students joining the Honors in IB track are expected to join the IB Honors Society, the community/social responsibility arm of the program that engages students in compelling international service learning projects.

### Program Highlights:

**INTERNATIONAL BUSINESS EXPERIENCE:** Honors in IB students are given the opportunity to experience the real world of international business via their participation in an international business activity. This requirement can be filled by enrollment in a study abroad program or an international business internship anywhere in the world.

**INTERNATIONAL EXPLORATION:** Students in the program will have the opportunity to be exposed to various topics and themes germane to international business through multidisciplinary coursework.

**HONORS PROJECT:** The Honors in IB track allows students to fulfill their IB Honors Project by doing an individual thesis, or becoming a member of a team which enters a national case or business plan competition, or by developing an individual business plan.

### Admission to the Program

College of Business Honors in IB Track: Students interested in Honors in IB track must first declare an international business major and consult the Honors in IB Advisor to submit a completed application form obtained from the Honors in IB website. Students must have a minimum GPA of 3.3 and have earned a minimum grade of "B" in MAN 3025 to be admitted to the Honors in IB

track. Admission to the Honors College is not required. Upon completion of degree requirements students will receive a BBA degree with Honors in International Business (see <http://business.fiu.edu/landon/hib.cfm>).

### Honors in IB Track Academic Standards

Students are required to

- obtain a grade of "B" or higher in each of their major courses,
- obtain a minimum GPA of 3.3 in their program for graduation,
- fulfill all University language requirements, and
- fulfill all other Department, COB and University graduation requirements.

Students interested in participating in the Honors in IB track should contact the program's director at (305) 348-2791, or consult the Honors in IB program website.

### Honors in International Business Track Requirements (120 credit-hours)

Lower-Division/Business Pre-Core	60 hours
Upper-Division/Business Core	27 hours
Major Courses	33 hours

### REQUIRED UPPER DIVISION CORE COURSES (9 courses, 27 credit-hours)

The College's Business Core Requirements are listed in the first section of the "College of Business" chapter. Students pursuing the Honors IB Track may complete INR 3403. International Law, in lieu of BUL 4310.

### HONORS IN IB REQUIRED MAJOR COURSES (7 courses, 21 credit-hours)

FIN 4604	International Financial Management – GL
MAN 4600	International Management
MAN 4602	International Business
MAN 4633	MNC Strategy
MAN 4970	International Business Honors Project Seminar
MAR 4156	International Marketing
	<b>plus</b>
MAN 4946	International Business Internship
	<b>or</b>
MAN 4956	Study Abroad in International Business

### INTERNATIONAL EXPLORATION (2 courses required, 6 credit-hours)

Students may select two (2) courses (6 credit-hours) from the following list:

ENT 4704	International Entrepreneurship
MAN 4203	Leadership in Multilateral Organizations
MAN 4442	International Business Negotiations
MAN 4610	International Human Resources
MAN 4613	International Risk Assessment
MAN 4653	Foreign Direct Investment
MAN 4660	Business in Latin America
MAN 4663	Business in the Caribbean
MAN 4671	Special Topics in International Business
MAN 4672	International Business Regulation and Ethics
MAN 4673	Trade Policy and Business
MAN 4690	Independent Study in International Business
MAN 4712	International Business - Government Relations
ECO 4701	World Economy

ECO 4703	International Trade Theory and Policy	CPO 4541	Politics of China
ECO 4713	International Macroeconomics – <i>GL</i>	CPO 3103	Politics of Western Europe
ECS 3003	Comparative Economic Systems	CPO 3104	Politics of the European Union
FIN 3652	Asian Financial Markets	EUH 3282	European History, 1945 to Present
FIN 4634	International Banking – <i>GL</i>	FRE 3420	Review Grammar/Writing I
FIN 4663	Global Private Banking	FRE 3421	Review Grammar/Writing II
FIN 4651	Latin American Financial Markets and Institutions	FRE 3441	Advanced Business French
REE 4956	International Real Estate – <i>GL</i>	FRE 3504	Language and Culture
ECO 3202	Applied Macroeconomics	GEA 3500	People, Place, and Environment of Europe
MAR 4144	Export Marketing	GEA 3554	Geography of Russia and Central Eurasia
MAR 4203	Marketing Channels	GER 3420	Review Grammar/Writing I
MAR 4722	e-Marketing	INR 3214	International Relations of Europe
MAR 4503	Consumer Behavior	INR 3262	International Relations of Russia and the former USSR
TRA 4721	Global Logistics	ITA 3420	Review Grammar/Writing I
AFS 3011	African Civilization, Religion and Philosophy – <i>GL</i>	ITA 3421	Review Grammar/Writing II
AFA 4340	Health, Society and Culture in the African World	ITA 3500	Italian Culture and Society – <i>GL</i>
AFS 3332	Gender and Sexualities in Sub-Saharan African Contexts – <i>GL</i>	ITA 3410	Advanced Italian Conversation
AFS 3331	Women and Human Rights in Sub-Saharan Africa – <i>GL</i>	MAN 4662	Business in Europe
AFS 4265	Latin America and the Caribbean in Africa: South-South Interactions – <i>GL</i>	PHH 3602	Twentieth Century British Philosophy
CPO 3204	African Politics	POR 3244	Portuguese Intermediate Conversation
CPO 4404	Iraq: Politics and Society	POR 3420	Review Grammar/Writing I
GEA 3600	Population and Geography of Africa	POR 3421	Review Grammar/Writing II
INR 3253	International Relations of Sub-Saharan Africa	POR 3440	Portuguese for Business
MAN 4664	Business in Africa	SPN 3013	Language Skills for Professional Personnel
REL 4370	African Religions	SPN 3301	Advanced Spanish for Non-Heritage Speakers
ABT 3503	Arabic Language and Culture	SPN 3440	Spanish Business
ASN 3015	South Asian Cultures	SPN 3422	Composition/Correspond
ASN 3329	Women in Asian Society	SPN 3423	Advanced Grammar and Composition I
ASN 3410	Introduction to East Asia – <i>GL</i>	SPN 4500	Advanced Grammar and Composition II
ASN 4510	Dynamics of Asia	SPN 4520	Spanish Culture – <i>GL</i>
ASN 4936	Modern Asia	AFA 4241	Latin American Culture – <i>GL</i>
CHI 3400	Intermediate Chinese Conversation	ANT 4332	The African Diaspora in Latin America
CHI 3410	Advanced Chinese I	ANT 4334	Latin America
CHI 3440	Business Chinese	ANT 4340	Contemporary Latin American Women
CHT 3502	Chinese Culture and Society	CPO 3304	Caribbean Cultures
COM 3410	Cultural Communication Patterns of Asia	CPO 4303	Politics of Latin America
CPO 3403	Politics of the Middle East	CPO 4333	Politics of South America
CPO 3502	Politics of the Far East	ECS 3401	Politics of Central America
CPO 4553	Government and Politics of Japan	ECS 3402	The Brazilian Economy
ECS 3200	Economics of Asia	ECS 3403	The Political Economy of South America
INR 3223	Japan and the United States	GEA 3320	Economics of Latin America
INR 3224	International Relations of East Asia	GEA 3400	Population and Geography of the Caribbean
INR 3274	International Relations of the Middle East	HAI 3213	Population and Geography of Latin America
INR 4032	Asia and Latin America in World Affairs	HAI 3214	Accelerated Haitian Creole
INR 4232	International Relations of China	HAI 3500	Accelerated Intermediate Haitian Creole
GEA 3635	Population and Geography of the Middle East	INR 3243	Haiti: Language and Culture
JPN 3140	Japanese for Business	INR 3246	International Relations of Latin America
JPN 3500	Japanese Culture and Society – <i>GL</i>	LAH 3718	International Relations of the Caribbean
JPN 3242	Intermediate Japanese Conversation	LAS 3002	History of U.S.-Latin American Relations
JPN 3243	Advanced Japanese Composition	PHH 3042	Introduction to Latin American and Caribbean Studies
JPN 3400	Advanced Japanese I	REL 3375	Latin American Philosophy
MAN 4661	Business in Asia	REL 4481	Religions of the Caribbean
REL 3123	Asian Religions in the Americas	SPN 3343	Contemporary Latin American Religious Thought
REL 3310	Introduction to Asian Religions	SPN 4521	Advanced Spanish for Heritage Speakers – <i>GL</i>
REL 4351	Religions and Japanese Culture		Topics on Latin American Culture

### **HONORS IN IB UPPER DIVISION BUSINESS ELECTIVES (2 courses, 6 credit-hours)**

Students in the Honors in IB track are required to take two (2) 3000- or 4000- level (upper division) business electives.

### **Entrepreneurship Minor for Non-Business Students**

Non-business students wishing to earn a minor in Entrepreneurship must have a minimum GPA of 2.5 to be admitted to the minor and complete four (4) of the following courses (12 credit-hours) with a grade of "C" or higher in each course.

**Note:** The faculty of the IB Department highly recommends students take ENT 4113, GEB 4110, MAN 3022, and MAN 4802 to fulfill the minor.

MAN 3022	Introduction to Management
ENT 4113	Entrepreneurship: New Business Development
GEB 4110	Writing the Business Plan
MAN 4802	Small Business Management
AMH 4373	Entrepreneurs in the US
AMH 4375	Technology and American Society

### **Entrepreneurship Certificate**

FIU students wishing to earn a certificate in entrepreneurship must apply for the certificate program and complete six of the following courses (18 credit-hours) with a grade of "C" or higher in each course. This certificate program is open to degree-seeking students only.

#### **Entrepreneurship Foundation Courses: Four (4) Courses Required (12 credit hours)**

MAN 3025	Organization and Management
<b>or</b>	
MAN 3022	Introduction to Management (or equivalent such as HFT 3203)
ENT 4113	Entrepreneurship: New Business Development
GEB 4110	Writing the Business Plan
MAN 4802	Small Business Management
<b>and</b>	

#### **Entrepreneurship Elective Courses: Two (2) Courses Required (6 credit hours)**

ENT 4604	Product Development and Innovation
ENT 4704	International Entrepreneurship
FIN 4702	Entrepreneurial Finance
GEB 4153	Social Entrepreneurship
MAN 4054	Managing Innovation
MAN 4301	Human Resource Management
MAN 4864	Family Business
MAR 4025	Marketing of Small Business Enterprises
MAR 4400	Personal Selling
HFT 4292C	Entrepreneurship in Hospitality & Tourism
AMH 4373	Entrepreneurs in the US
AMH 4375	Technology and American Society

### **International Trade and Investment Certificate**

The Certificate in International Trade and Investment is open to all FIU students. It is designed for students who want to develop expertise in the international movements of goods and services and the operation of commercial enterprises in foreign locations. The courses address different aspects of international business: export/import; franchising and licensing; managing global operations; finance; political, legal, economic and; cultural differences; marketing abroad; and negotiating with businesspeople from other countries. This certificate program is open to degree-seeking students only.

Students will take six (6) courses each of which is three (3) credit hours for a total of 18 credit hours.

#### **Requirements**

- All certificate course work must be completed at FIU;
- Students will be required to obtain a grade of "C" or higher in each of the six courses comprising the certificate;
- The certificate must be earned concurrently with a Bachelor's degree at FIU; and
- Students will be required to take six courses as follows:

#### **Five Required Courses: (15 credit hours)**

MAN 4600	International Management
MAN 4602	International Business
MAN 4673	Trade Policy and Business
MAN 4613	International Risk Assessment
MAN 4653	Foreign Direct Investment

#### **One Elective Course: (3 credit hours)**

FIN 4604	International Financial Management – <i>GL</i>
FIN 4634	International Banking – <i>GL</i>
MAN 4442	International Business Negotiations
MAN 4633	MNC Strategy
MAN 4956	Study Abroad in International Business
MAR 4144	Export Marketing
MAR 4156	International Marketing

#### **Academic Standard**

The Department of International Business requires that students fulfill the following requirements in order to remain in a degree program:

- Receive a grade of "C" or higher in each of the courses in their major.
- Receive a grade of "C" or higher in each of the business core courses (MAN 3025 and MAN 4720).
- Earn a grade of "C" or higher in each Upper Division business elective.