International Business

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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.

International Business Major

This major 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)

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

Major Courses Requirements:

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
- AND MAN 4600 International Management

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

**IB Major Elective Courses (2 courses, 6 credit hours)**

- ENT 4704 International Entrepreneurship
- MAN 4203 Leadership in Multilateral Institutions
- MAN 4442 International Business Negotiations
- 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 majors 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 majors 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.

Double Majors
International Business majors may choose general Management, Human Resource Management, or another discipline (preferably within the College of Business) as a second major. By combining two majors, students can gain a competitive edge in the job market. Students can apply three courses from one major to the second major. These 3 courses when combined with the four upper division business electives allow students to complete the double major within 120 or 123 credits. Students desiring a double major are encouraged to meet with their College of Business advisor early in their program of study.

Internships: The Department also offers internship opportunities to undergraduate students through the College of Business’s Business Career Management office located in CBC 121. To qualify for academic credit in these activities, students must have a 2.75 GPA, junior or senior standing, and approval from the Department Chair.

For more information, please visit our departmental webpage: http://ib.fiu.edu

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 Program
The Honors in International Business (Honors in IB) program attracts highly motivated, focused, and intellectually curious students who have a global perspective. The Honors in IB program 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 program 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 fulfilled 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 program 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 program: Students interested in the Honors in IB program 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 program. Students interested in the Honors in IB program must contact the program’s director at (305) 348-2791, or consult the Honors in IB program website.

Honors in IB program Academic Standards
Students are required to
(a) obtain a grade of “B” or higher in each of their major courses,
(b) obtain a minimum GPA of 3.3 in the program for graduation,
(c) fulfill all University language requirements, and
(d) fulfill all other Department, COB and University graduation requirements.

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

Scholarships
A limited number of academic scholarships are available to students in the Honors in IB program. Please consult the Honors in IB advisor for specific details.

Honors in International Business Major Degree Requirements (120 credit-hours)
Lower-Division/Business Pre-Core 60 hours
Upper-Division/Business Core 27 hours
Major Courses 33 hours

Honors in IB program
REQUIRED UPPER DIVISION CORE COURSES (9 courses, 27 credit-hours)
BUL 4310 The Legal Environment of Business
NOTE: HC IBH students can take INR 3403, International Law, in lieu of BUL 4310
ISM 3011 Information Systems Management or
QMB 4680 Business Analysis
COM 3150 Advanced Communications for Business
FIN 3403 Financial Management
MAN 3025 Organization and Management
MAN 4720 Strategic Management – GL
MAR 3023 Introduction to Marketing – GL
QMB 3200 Applied Business Statistics

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 plus
MAN 4946 International Business Internship or
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
ECON 4701 World Economy
ECON 4703 International Trade Theory and Policy
ECON 4713 International Macroeconomics – GL
ECON 3003 Comparative Economic Systems
FIN 3652 Asian Financial Markets
FIN 4634 International Banking – GL
FIN 4663 Global Private Banking
FIN 4651 Latin American Financial Markets and Institutions
REE 4956 International Real Estate – GL
ECO 3202 Applied Macroeconomics
MAR 4144 Export Marketing
MAR 4203 Marketing Channels
MAR 4722 e-Marketing
MAR 4503 Consumer Behavior
TRA 4721 Global Logistics
AHS 3011 African Civilization, Religion and Philosophy – GL
AFA 4340 Health, Society and Culture in the African World
AFS 3332 Gender and Sexualities in Sub-Saharan Africa
ITA 3500  Italian Culture and Society – GL
ITA 3410  Advanced Italian Conversation
MAN 4662  Business in Europe
PHH 3602  Twentieth Century British Philosophy
POR 3244  Portuguese Intermediate Conversation
POR 3420  Review Grammar/Writing I
POR 3421  Review Grammar/Writing II
POR 3440  Portuguese for Business
SPN 3013  Language Skills for Professional Personnel
SPN 3301  Advanced Spanish for Non-Heritage Speakers
SPN 3440  Spanish Business Composition/Correspond
SPN 3422  Advanced Grammar and Composition I
SPN 3423  Advanced Grammar and Composition II
SPN 4500  Spanish Culture – GL
SPN 4520  Latin American Culture – GL
AFA 4241  The African Diaspora in Latin America
ANT 4332  Latin America
ANT 4334  Contemporary Latin American Women
ANT 4340  Caribbean Cultures
CPO 3304  Politics of Latin America
CPO 4303  Politics of South America
CPO 4333  Politics of Central America
ECS 3401  The Brazilian Economy
ECS 3402  The Political Economy of South America
ECS 3403  Economics of Latin America
GEA 3320  Population and Geography of the Caribbean
GEA 3400  Population and Geography of Latin America
HAI 3213  Accelerated Haitian Creole
HAI 3214  Accelerated Intermediate Haitian Creole
HAI 3500  Haitian: Language and Culture
INR 3243  International Relations of Latin America
INR 3246  International Relations of the Caribbean
LAH 3718  History of U.S.-Latin American Relations
LAS 3002  Introduction to Latin American and Caribbean Studies
PHH 3042  Latin American Philosophy
REL 3375  Religions of the Caribbean
REL 4481  Contemporary Latin American Religious Thought
SPN 3343  Advanced Spanish for Heritage Speakers – GL
SPN 4521  Topics on Latin American Culture

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.

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
MAN 3022  Introduction to Management
ENT 4113  Entrepreneurship: New Business Development
GEB 4110  Writing the Business Plan
MAN 4802  Small Business Management

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

(a) All certificate course work must be completed at FIU;
(b) Students will be required to obtain a grade of “C” or higher in each of the six courses comprising the certificate; 
(c) The certificate must be earned concurrently with a Bachelor’s degree at FIU; and 
(d) 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 – GL
- FIN 4634 International Banking – GL
- 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:

1. Receive a grade of “C” or higher in each of the courses in their major.
2. Receive a grade of “C” or higher in each of the business core courses (MAN 3025 and MAN 4720).
3. Earn a grade of “C” or higher in each Upper Division business elective.