

# BILL & VIEVE GORE SCHOOL OF BUSINESS

## INTERNATIONAL BUSINESS

### Faculty

- Susan Arsht
- Michael Mamo (Chair)

### Program Goals

The major in International Business leading to a Bachelor of Arts degree emphasizes specialized skills and knowledge necessary for success in the global environment. This program prepares students for the complex requirements of international business: technical and functional competence, world languages, cultural awareness and sensitivity, familiarity with international institutions, and the conduct of global business. A major strength of the International Business program is the combination of general and international business coursework with intensive language and cultural studies.

Students completing the bachelor degree in international business will:

- Recognize the fundamental economic forces that shape a country's stake in the global economic order; establish the implications for national and business policy of the international economy.
- Evaluate the financial risks of doing business in a specific country.
- Create an effective business plan for a new country entry.
- Effectively communicate across different cultures.

### Program Requirements

To fulfill the requirements for the Bachelor of Arts in International Business, students must complete the courses outlined below. Students must maintain a minimum 2.3 GPA in business program coursework to be eligible for a Bachelor of Arts in International Business. Students are also required to complete the ETS Major Field Test in Business before they are eligible to graduate (exceptions may be considered by program chair when relocation or other conditions make completion of the test impractical).

Students must meet the university-wide graduation requirements in addition to the International Business major:

- WCore or Honors College requirements
- 30 upper division hours
- 124 total hours

### Undergraduate Business Core

Students in all business majors (with the exception of some economics programs) complete a common undergraduate core designed to develop skills in all functional areas of business.

There are two components to the common undergraduate core: the lower-division requirements, and the upper-division requirements. Since many of the lower-division core requirements are prerequisites for upper-division core requirements, students should work to complete lower-division courses early in their programs. Upper-division core requirements should be taken when prerequisites are met. Prerequisites are noted in the table below.

Requirement Description	Credit Hours	Prerequisites
<b>I. Core Lower Division Courses</b>	<b>25</b>	
ACCT 213 Financial Accounting	3	BUSI 101A/B/C
BUSI 101A Business Fundamentals I: Communicating	3	
BUSI 101B Business Fundamentals I: Calculating	3	MATH 101 or above
BUSI 101C Business Fundamentals I: Company Lab	0	
BUSI 200 Applied Business Math and Modeling	3	BUSI 101A/B/C
BUSI 225 Business Law and Ethics	3	BUSI 101A/B/C
ECON 253 Elementary Macroeconomics	3	MATH 101 or above
ECON 263 Elementary Microeconomics	3	MATH 101 or above
DATA 220 Introduction to Statistics	4	
<b>II. Core Upper Division Courses</b>	<b>23-25</b>	
ACCT 313 Managerial Accounting	3	ACCT 213
BUSI 300 Information Technology	3	BUSI 200

Requirement Description	Credit Hours	Prerequisites
BUSI 350 Business Fundamentals II: Integrative Core The ETS exam is administered in BUSI 350. Learn more about ETS.	2	ACCT 313; BUSI 225, 300; DATA 150 or 220; ECON 263; FINC 300; MGMT 305, MGMT 309; MKTG 300.
BUSI 440 orBUSI 441 orBUSI 442 Business Fundamentals III: Internship or Business Practicum or Business Portfolio	1-8 2-4 2	BUSI 350, junior or senior standing, and signed approval from the Practice/ Exp Director.
Transfer students must complete a min. of 15 Westminster credit hours or obtain permission of instructor prior to completing an internship for credit. All business majors are required to complete BUSI 440 or BUSI 441 or BUSI 442*		
FINC 300 Business Finance	3	BUSI 200 and ACCT 213
MGMT 305 Principles of Management	4	BUSI 101A/B/C
MGMT 309 Operations Management	3	BUSI 200
MKTG 300 Principles of Marketing	3	BUSI 101A/B/C
<b>Total Hours for the Program</b>	<b>48-50</b>	

\*International Business majors may alternatively complete ECON 485 Senior Seminar or BUSI 485 Senior Seminar.

## Bachelor of Arts in International Business

Requirement Description	Credit Hours	Prerequisites
<b>I. Undergraduate Business Core</b>	<b>48-50</b>	
Please refer to Undergraduate Business Core for requirements.		
<b>II. Bachelor of Arts Requirements</b>	<b>12</b>	
<p>Students completing the Bachelor of Arts option (B.A.) must complete:</p> <ul style="list-style-type: none"> <li>Twelve credit hours of a single world language</li> </ul> <p>Alternatively, students can fulfill the world language requirements by completing <b>eight</b> credit hours of single world language and either:</p> <p>A. <b>Four</b> credit hours of a Westminster May term study/cultural international experience OR</p> <p>B. <b>Four</b> credits of an international study tour transferred from an accredited college or university.</p> <p>NOTE: See World Language Requirement for equivalencies, AP and CLEP credit policy.</p>		
<b>III. Upper Division Required International Courses</b>	<b>12</b>	
ECON 319 International Economics	4	ECON 253, 263, and either DATA 150 or 220
FINC 435 International Finance	4	FINC 300
MGMT 400 Global Business Strategy	4	MKTG 300 or MGMT 305
<b>IV. Electives</b>	<b>3-4</b>	
<p>Choose 3–4 credit hours from the following:</p> <p>International Study Tour/Trip 4</p> <p>Approved International Special Topics courses 3-4</p>		

Requirement Description	Credit Hours	Prerequisites
Two 2-credit-hour International May Term courses 4  Or other upper division electives as approved by advisor		
<b>Total Hours for the International Business Major</b>	<b>64</b>	

### Recommended Plan of Study

#### Starting Business as a First-Year Student

	Fall Semester	Spring Semester
Year 1	WCORE 1 BUSI 101A (LC) BUSI 101B (LC) Language I	WCORE 2 DATA 220 ECON 253 Language II
Year 2	WCORE 3 WCORE 4 BUSI 225 Language III	BUSI 200 ECON 263 MGMT 305 MKTG 300 ACCT 213
Year 3	Semester Abroad OR Elective	ACCT 313 MGMT 309 FINC 300 BUSI 300 ECON 319
Year 4	BUSI 350 WCORE 5 FINC 435 MGMT 400	WCORE 6 BUSI 440, 441 or 442

#### Starting Business as a Sophomore Student

	Fall Semester	Spring Semester
Year 1	WCORE 1 WCORE 2 WCORE 3 Language I	WCORE 4 WCORE 5 WCORE 6 Language II
Year 2	BUSI 101A BUSI 101B BUSI 225 ECON 253 Language III	ACCT 213 BUSI 200 DATA 220 ECON 263 MKTG 300
Year 3	Semester Abroad Or Elective	ACCT 313 BUSI 300 FINC 300 MGMT 305 MGMT 309
Year 4	BUSI 350 FINC 435 MGMT 400	BUSI 440, 441 or 442 or ECON 485 ECON 319