

International Business

Charles A. Dana Professor Michael Puddicombe; Professors D. William Jolley, H. Stewart Robertson and David Ward; Associate Professors David Blythe, Nasim Hosein, Sethuram Soman, Xiaoping Song, Judith Stallings-Ward and Thomas Yandow; Visiting Associate Professors Andrew Bargerstock and Peter Appleton; Lecturers James Rogler and Kris Rowley; Adjunct Instructors Daniel Alcorn, Joseph Bosley, Duncan Currier, Jon Dellapriscoli, and Bruce Faulkner.

The International Business major focuses on preparing our students for a successful career in business, government, non-profit organizations or military service with a distinctly global perspective. This program will enhance students' strategic thinking and broaden their global business acumen. Through a unique combination of business courses, proficiency in cross-cultural communication and study abroad, students will understand all functional areas of a firm, as well as the global, strategic management issues most businesses face today.

Accreditation: Accreditation of the International Business Program by the Accreditation Council for Business Schools and Programs is pending.

Goals:

- Gain a solid foundation in general business skills and principles
- Develop a foreign language ability consistent with program goals
- Acquire an awareness of and an appreciation for how business is conducted in other cultures by spending a semester overseas
- Learn collaborative business practices through hands-on exercises and internship opportunities

Outcomes:

- Appreciate the impact of globalization on countries, businesses and their citizens and provide a strong foundation in international implications for business disciplines.

- Explain the role of international organizations/agreements that affect business organizations including, by way of example, regional agreements and treaties, the World Bank, the World Trade Organization, and the International Monetary Fund.
- Analyze the political, legal, economic, and cultural environments of multinational organizations required to develop competitive strategies in a global environment.
- Evaluate the impact of internationalization on company strategies and on the mode of entry chosen by a multinational organization.
- Apply knowledge of cultural values in evaluating alternative management techniques in different cultures.
- Design a marketing strategy for an international market.
- Demonstrate knowledge of the basics of international finance necessary to conduct financial transactions in a global economy, including development and current status of international monetary system, foreign exchange exposure, global parity conditions, global capital budgeting, global cost of capital, and exports and imports.
- Develop cultural understanding through course work and a required semester abroad.

Careers for this Major:

- Leadership and management positions in multinational business organizations
- Government agencies and military service
- International banking
- Corporate finance
- Humanitarian and not-for-profit organizations

Major

International Business (B.S.) – Curriculum Map 2020-2021 Catalog

Course	Cr. Comp.	Course	Cr. Comp.
FRESHMAN			
Fall		Spring	
CS 120 Business Applications & Problem Solving Techniques	3	EC 201 Principles of Economics (Macro) (General Education Social Science)	3
EN 101 Composition and Literature I	3	EN 102 Composition and Literature II	3
IN 101 Introduction to International Studies	3	MG 101 Introduction to Business	3
MA 107 Precalculus Mathematics (General Education Math)	4	Modern Language (http://catalog.norwich.edu/archives/2020-2021/residentialprogramscatalog/collegeofliberalarts/#departmentofmodernlanguagestext/) ³	4
Modern Language (http://catalog.norwich.edu/archives/2020-2021/residentialprogramscatalog/collegeofliberalarts/#departmentofmodernlanguagestext/) ³	4	PO 215 International Relations	3
Fall Semester Total Cr.:	17	Spring Semester Total Cr.:	16
SOPHOMORE			
Fall		Spring	
Study Abroad Free Elective ¹	15	CS 300 Management Information Systems	3
		EN or CM Elective ²	3
		MG 309 Management of Organizations	3
		PH 230 Logic (General Education Arts & Humanities)	3

		Modern Language (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/collegeofliberalarts/#departmentofmodernlanguage/text/) ¹	3
Fall Semester Total Cr.:	15	Spring Semester Total Cr.:	15
JUNIOR			
Fall		Spring	
AC 205 Principles of Accounting-Financial	4	EC 310 Money and Banking	3
EC 202 Principles of Economics (Micro)	3	General Education History (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/generaleducationgoals/) ⁴	3
General Education Leadership (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/generaleducationgoals/)	1-3	General Education Lab Science (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/generaleducationgoals/)	4
MA 212 Finite Mathematics (General Education Math)	3	General Education Literature (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/generaleducationgoals/)	3
Modern Language (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/collegeofliberalarts/#departmentofmodernlanguage/text/) ³	3	QM 213 Business and Economic Statistics I	3
Fall Semester Total Cr.:	14-16	Spring Semester Total Cr.:	16
SENIOR			
Fall		Spring	
FN 311 Corporate Finance	3	EC 419 International Economics	3
MG 319 International Dimensions of Business	3	FN 407 Corporate Finance II	3
MG 341 Business Law I (General Education Ethics)	3	General Education Lab Science (http://catalog.norwich.edu/archives/2020-2021/residentialprograms/catalog/generaleducationgoals/)	4
PO 415 International Law	3	MG 449 Administrative Policy and Strategy (General Education Capstone)	3
Free Elective	3	Free Elective	3
Fall Semester Total Cr.:	15	Spring Semester Total Cr.:	16
TOTAL CREDITS FOR THIS MAJOR: 124-126			

- 1 Students must spend one semester in a study abroad program (normally in the Sophomore year). Study abroad may include credit internship or off-campus experience with the U.S. (Washington D.C. Semester Program). Summer study abroad or Maymester may substitute for this requirement if it is at least 6 credits are earned through any combination of course work or independent study.
- 2 Select EN 112, EN 203, EN 204, or CM 261
- 3 Four semesters of the same language (unless a waiver is granted by the School Director).
- 4 HI 201, HI 202, HI 211, HI 212, HI 214, HI 218, HI 223 or HI 224

Minor

International Business Minor 2020-2021 Catalog

AC 205	Principles of Accounting-Financial	4
EC 201	Principles of Economics (Macro)	3
MG 319	International Dimensions of Business	3
Free Elective		3
Select Two of the Following		
PO 215	International Relations	3
PO 415	International Law	3
MG 341	Business Law I	3
ES 130	Introduction to Environmental Law	3
Total Cr.		18