

International Business

Charles A. Dana Professor Michael Puddicombe; Associate Professors David Blythe, Nasim Hosein and Sethuram Soman; Visiting Associate Professor Peter Appleton; Assistant Professor Jacqueline Strenio; Lecturers Bruce Faulkner, James Rogler and Cathlin Upton. Adjunct Instructors Daniel Alcorn, Nelson Anderson, Barry Bender, Joseph Bosley, Duncan Currier, John Dellapriscoli, Cam Ellsworth, Renato Merolli and Clare O'Shaughnessy.

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 2021-2022 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 110 Writing and Inquiry in Public Contexts	3	EN 111 Writing and Inquiry in Academic Contexts	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/residentialprograms/catalog/collegeofliberalarts/#departmentofmodernlanguage/text/) ³	4
Modern Language (http://catalog.norwich.edu/residentialprograms/catalog/collegeofliberalarts/#departmentofmodernlanguage/text/) ³	4	PO 215 International Relations	3
Fall Semester Total Cr.:		Spring Semester Total Cr.:	
17		16	
SOPHOMORE			
Fall		Spring	
Study Abroad ¹	15	CS 300 Management Information Systems	3
		EN or CM Elective ²	3
		PH 230 Logic (General Education Arts & Humanities)	3

		Modern Language (http://catalog.norwich.edu/residentialprograms/catalog/collegeofliberalarts/#departmentofmodernlanguage/text/) ¹	3
		General Education History (http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals/)	3
Fall Semester Total Cr.:		15	Spring Semester Total Cr.:
		15	
JUNIOR			
Fall		Spring	
AC 201 Introduction to Accounting and Financial World	3	EC 310 Money and Banking	3
EC 202 Principles of Economics (Micro)	3	MG 309 Management of Organizations	3
General Education Leadership (http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals/)	1-3	QM 213 Business and Economic Statistics I	3
MA 212 Finite Mathematics (General Education Math)	3	General Education Lab Science (http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals/)	4
Modern Language (http://catalog.norwich.edu/residentialprograms/catalog/collegeofliberalarts/#departmentofmodernlanguage/text/) ³	3	General Education Literature (http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals/)	3
Fall Semester Total Cr.:		13-15	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	MG 449 Administrative Policy and Strategy (General Education Capstone)	3
PO 415 International Law	3	General Education Lab Science (http://catalog.norwich.edu/residentialprograms/catalog/generaleducationgoals/)	4
Free Elective	3		
Fall Semester Total Cr.:		15	Spring Semester Total Cr.:
			13
TOTAL CREDITS FOR THIS MAJOR: 120-122			

1 One semester in a study abroad program (normally in the Sophomore year). Study abroad may include credit internship or off-campus experience within the U.S. (Washington D.C. Semester Program). Summer study abroad is acceptable when at least 6 credits are earned through combination of course work and/or independent study.

2 Select EN 112, EN 203, EN 204, or CM 261

3 Four semesters of the same language

4 HI 201, HI 202, HI 211, HI 212, HI 214, HI 218, HI 223 or HI 224

Minor

International Business Minor 2021-2022 Catalog

An International Business major or International Business concentration in the Management major is ineligible to declare the minor.

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