

Master of Science in Business Administration: International Business (30 s.h.)

**ACC 5150 Financial Accounting 3 s.h.**

Fundamental principles of external reporting emphasizing the accounting concepts, procedures, and standards that guide the preparation, interpretation and reporting of financial accounting information.

**ACC 5250 Managerial Accounting for Decision Making 3 s.h.**

Prerequisite: CIS 5580 & ACC 5150 or two semesters of undergraduate accounting. The development and use of accounting information used to make improved managerial decisions in the areas of planning, controlling, and performance evaluation. Emphasis is placed on analyzing cost management systems and improving organizational performance in order to enhance the administrative and leadership functions.

**ACC 5700 International Accounting 2 s.h.**

Prerequisite: ACC 5250 or permission of instructor. A study of accounting and taxation in an international environment. Topics include accounting and taxation issues of transactions denominated in a foreign currency, translation/re-measurement issues, accounting for forward exchange contracts, management planning, control and performance evaluation of a foreign nation-state and international accounting standards will be conducted.

**BL 6260 International Legal Environment 3 s.h.**

Introduction to the legal environment in which a multinational enterprise must operate. The course will explore private versus public international customary practices, treaties including NAFTA, GATT (WTO), APEC, and Maastricht, the international dimensions of litigation, CISG issues, documentary letters of credit and various trade actions and regulations. The regulation of import-export activities including competition issues and unfair trade issues will be analyzed from the perspective of strategic planning concepts with regard to international activities and linkages.

**BR 5170 Quantitative Methods for Leadership Roles 3 s.h.**

Prerequisites: Waived by examination only. Introduction to the pragmatic uses of statistical methods in business. Emphasis on statistical analysis, statistical software, interpretation of data from printouts, and quantitative/qualitative approaches to business research.

**BR 6450 Addressing Business Problems with Research 3 s.h.**

Prerequisites: Completion of BR 5170, waived by examination only. Introduction to research processes and applications in business, both qualitative and quantitative methods. Students gain experience designing and conducting research and in interpreting research findings.

**Important note to students:** A statistics competency examination will be given at the first class meeting; a passing score will be required of all students in order to remain enrolled in the BR 6450 class.

**BR 6490 Qualitative Research Methods 2 s.h.**

An introduction to qualitative methodology in research on managerial leadership. Includes historical, biographical, longitudinal, case study, explicative and critical, and field research methods, as distinct from but complementary to and sometimes including quantitative research.

**ECN 5180 Economic Environment and Business Activity 3 s.h.**

Waived by examination only. Examines the overall mechanics of the national economy; components of national income; relationship to the global economy; money, banking, and the central bank; economic cyclical fluctuations; economic growth theories; government's role in a modern economy; monetary and fiscal policy. Emphasis is placed on current economic conditions, with discussion of national economic policy formation and desirable policies.

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**FIN 6250 International Finance 2 s.h.**

Prerequisites: ACC 5700 & INB 5350. Examines the systems, methods, and institutions for investing, financing and managing international enterprises. Emphasis is on the analysis and financial decision making function of international activities including foreign currency futures and options, managing exchange risk and operating and transaction exposure, financing sources, capital budgeting and working capital management.

**INB 5350 International Trade Structure and Systems 3 s.h.**

Prerequisite: ECN 5180 or equivalent. An examination of the economic theories underlying international trade, including terms of trade, international monetary system, foreign exchange markets, trade barriers and their effects and balance of payments mechanisms. Survey the history of international trade relationships and structures, comparative economic systems, the development of trading blocs, firm-level trade relationships, and the role of multinational enterprises.

**INB 5450 International Management 3 s.h.**

Study of international management as a function of characteristics of the nation state and its international trade practices, policies and management expectations.

**INB 6150 International Marketing 3 s.h.**

Prerequisites: MKT 5160, or undergraduate course in marketing principles. Examines the development of international marketing programs; evaluating international market opportunities, determining market objectives appropriate for specific world markets, and coordinating strategies in world markets. Emphasizes application of marketing principles in the multinational environment.

**INB 6750 International Business Research 2 s.h.**

Prerequisite: BR 6450 or BR 6490. The culmination of the student's study of international business; completion of the research study outlined in the proposal prepared as a part of BR 6450 or BR 6490.

**MIS 5580 Information Systems for Managers 2-3 s.h.**

Prerequisite: computer literacy or register as 3 s.h. course. A generic approach to information systems providing a comprehensive conceptual foundation through the study of the psychological and sociological aspects of information systems, decision-making and the value of information, and the Systems Life Cycle, and office automation technology.

**MGT 5220 Issues in Leadership 1 s.h.**

An assessment of the student's leadership and managerial competencies, resulting in an individual plan of development; overview of information sources, including the library and basic graduate research tools; assessment of computer literacy skills.

**MGT 5550 Ethical Considerations in Leadership 2 s.h.**

Students explore ethical dimensions of the character, roles and functions of the leader; sources of individual and group ethics and their application to behavior of and within organizations, including in students own work situations; values and moral dilemmas in individual and administrative decision-making, corporate ethics, and codes of ethics. Students consider comparative ethical systems as they bear on international business and professional communication and interaction. Each student keeps a log describing his or her analysis of each class meeting, and each student does a written ethical analysis of a work-based ethical dilemma he or she faces or has faced.

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**MKT 5160 Essentials of Marketing 3 s.h.**

Study of marketing concepts, terminology, and applications, with special emphasis on the marketing mix relationships: e.g., product, price, promotion, and distribution; global marketing, target marketing, and integrated marketing. Study of the role and operation of marketing functions and their influence on the organization both internally and externally.