

GRADUATE COURSE DESCRIPTIONS

IBS 9756 (COM 9656) INTERNATIONAL BUSINESS COMMUNICATION

3 hours; 3 credits

Analysis of the process of business communication across cultures and nations. Special attention is given to the impact of differences in language, nonverbal communication, social and political organization, and customs of how firms interact with their employees, customers, suppliers, competitors, regulators, and other relevant factors. Methods include the presentation and discussion of concepts as well as experiential learning situations such as communication exercises, role playing, and case studies. (This course is the same as COM 9656; students will receive credit for IBS 9756 or COM 9656, not both.)

IBS 9760 International Business Analysis

3 hours; 3 credits

Analysis of the major characteristics of international business: of its economic, political, social, and cultural environments; of key international institutions; and of the problems, policies, and practices in this area. Studied in particular are: (1) evaluating foreign markets; (2) operating in foreign environments; (3) managing far-flung organizations; (4) financing foreign trade and investment and (5) handling foreign-exchange and political risks

IBS 9762 The Global Competitiveness of the U.S. Economy

3 hours; 3 credits

Analysis of the economic, political, and socio-cultural factors that have undermined the U.S. economy's ability to compete in what is becoming a borderless economy for many industries and firms. The course analyzes what is needed to upgrade U.S. economic competitiveness in the world economy through a new mix of macroeconomic (fiscal and monetary), international-trade, foreign investment, industrial, and educational policies designed to foster higher value-added manufacturing and service industries.

IBS 9767 Foreign Markets, Cultures, and Regimes

3 hours; 3 credits

Analysis of international similarities and differences as well as convergences and divergences among exchange systems around the world, as related to cultural, political, social, and economic institutions and developments.

IBS 9768 ADVANCED TOPICS IN INTERNATIONAL BUSINESS

3 hours; 3 credits

Analysis of advanced and current topics in international business operations, trade, and investment. A research paper will be written on a particular topic.

Prerequisites: All required core/breadth courses, except BUS 9200; IBS 9760 or ECO 9741; pre- or co-requisites: two additional international courses.

IBS 9769 International Business Strategy

3 hours; 3 credits

Analysis of strategy in international business in terms of resources to be transmitted abroad, adaptation to foreign cultures, acquisition of legitimacy in host countries, and the integration of the international firm's various parts.

Pre/Co-requisites: IBS 9760 or ECO 9741;

ECO 9741 International Economics I

3 hours; 3 credits

Examination of the functioning of the international economy. Topics include balance of payments, exchange rate determination, problems of world trade and capital flows, government foreign economic policies, regional integration, Eurocurrency markets, and international cartels.

Prerequisite: ECO 9708

FIN 9786 International Financial Markets

3 hours; 3 credits

Covers such topics as foreign exchange markets and their role in international movements of funds; Eurocurrency; Eurobonds; international stock markets, interaction among and integration of national and international money and stock markets; and regulation of Eurocurrency markets and flow of funds.

Prerequisites: ECO 9705 or equivalent; FIN 9770.

FIN 9788 International Corporate Finance

3 hours; 3 credits

Study of the international financial decisions of multinational corporations (MNCs). Definitions of exposure to foreign exchange risk of the MNC are examined. Available methods dealing with foreign exchange risk, reasons for foreign direct investment (FDI), evaluation of the climate for FDI, determining cashflows, and influence of inflation and currency fluctuations on these cashflows, capital budgeting, valuation, and optimal capital structure for international operations of the MNCs are studied.

Prerequisites: ECO 9705 or equivalent; FIN 9770.

LAW 9740 International Trade and Investment Law

3 hours; 3 credits

This course is designed to introduce the student to the legal issues affecting business in a global economy. The first segment of the course deals with international transactions in goods and covers allocation of risks in international trade, documentary sales, bills of exchange, and letters of credit. The second segment addresses "jurisdiction to prescribe," the question of what country's (substantive) law applies to conduct abroad that has an effect within its borders. The third segment, "jurisdiction to adjudicate," includes the competence of courts, international arbitration, and enforcement of foreign money judgments. The fourth segment covers the treaties and laws that address the international trading systems, i.e., GATT, the U. S. Trade Act, free-trade agreements, the EEC, and the IMF. The final segment, "Act of State and Foreign Sovereign Immunity," deals with the special risks of doing business abroad and with foreign governments, specifically addressing problems of nationalization, expropriation, and suing foreign governmental entities.

MGT 9490 INTERNATIONAL HUMAN RESOURCE MANAGEMENT

3 hours; 3 credits

Presentation of strategies, policies, and practices employed in the management of the international workforce. International aspects of traditional human resource management, such as staffing, development, evaluation, compensation, and labor relations, will be examined. In addition, topics more specifically related to multinational corporations, such as the diversity of the MNC's workforce and the various groups of employees involved, social and cultural aspects of international assignments, and the specific ethical dilemmas faced by the MNCs, will be examined and analyzed in detail.

Prerequisites: MGT 9400 or departmental permission; one international course.

MGT 9870 International Comparative Management

3 hours; 3 credits

Comparison of managerial goals, structures, functions, processes, and behavior in different national environments. Topics covered include multiculturalism as it relates to the multinational organization; country-specific comparative advantages and disadvantages; global product versus multidomestic corporate strategy; comparison of structural options; selection, promotion, and training practices with regard to cross-cultural, intracultural, and interpersonal differences; historical and contemporary political and civil freedoms; commercial enterprise organization, infrastructure, and national or regional competitive opportunities; managerial values, attitudes, and behaviors within specific host countries; and exportable managerial practices vis-?-vis accommodation to national and ethnocentric managerial practices.

MGT 9300 Management: A Behavioral Approach

3 hours; 3 credits

Survey of major concepts, models, theories, and research from social sciences such as psychology, sociology, anthropology, and social psychology. Application of knowledge from behavioral sciences in traditional functional fields and in the area of organizational analysis. Analytical and conceptual in nature, the course focuses upon personal, interpersonal, and social system aspects of human behavior in organizations.

Not open to students who have taken PSY 9788. This course is cross-listed with PAF 9124 for Health Policy and Administration students only.