



INTERNATIONAL BUSINESS MAJOR (INT B)

The International Business major is designed to prepare students for the increasingly international nature of business. Compared to other business majors, this one provides greater emphasis on knowledge and skills that are needed to conduct business in an international setting. This includes issues concerned with accomplishing organizational objectives through the coordination of human, material, information, and financial resources across national boundaries. In addition to studying the core business courses, students in this major will receive a broad exposure to the complexity of international business through required course work in international business, international culture, a foreign language, and a study abroad experience.

In addition to preparing students for an international business environment, the major aims to provide them with knowledge of a specific business discipline by requiring the completion of all the requirements for a second business major. As a result, students meet the university requirements for a multiple major. Graduates of the INT B major should be better prepared to function effectively as employees of small businesses with developing international operations or as members of larger business organizations with extensive global operations.

Entry to the International Business major requires the completion of the following entry to major courses: ACCTG 211(4); ECON 002/ECON 102 GS(3); ENGL 015 GWS(3) or ENGL 030 GWS(3); MATH 110 GQ(4) or MATH 140 GQ(4); STAT 200 GQ(4) or SCM 200(4), and a 2.00 or higher cumulative grade-point average.

For the B.S. degree in International Business (in conjunction with a second business major), a minimum of 125 credits is required. A student enrolled in this major must earn at least a grade of C in each 300- and 400-level course required for the major.

BUSINESS MINORS

Business minor information sheets are available for Accounting, Economics, Finance, Management, Management Information Systems and Marketing. For details, see checklist of specific minor, the *Bulletin*, or consult the Program Chair of the major or the college registrar.

CAREER OPPORTUNITIES

Given their understanding of the international economic environment, graduates of the INT B major should be better prepared to function effectively as employees of small businesses with developing international operations or as members of larger business organizations with extensive global operations.

The Academic and Career Planning Center (ACPC) assists students with the process of career and life planning through a full range of programs and services. You may schedule appointments with the ACPC staff to discuss issues including interests, skills, values, and goal setting, as well as how to find career information, internships, full-time jobs, and graduate schools. You are encouraged to utilize the services of the ACPC every year from your first semester to graduation.

Below is a list of employers and positions of some of our recent graduates:

<u>Employer</u>	<u>Position</u>
Alliance Bernstein	Foreign Exchange Settlement Analyst
Ameridrives International	Marketing Representative
Daido Corp. of America	Sales & Marketing Specialist
Eaton Corporation	Financial Analyst
Erie Times-News	Research and Database Coordinator
Gap	Retail Planning Manager
U.S. Bureau of Labor Statistics	Economist, Office of Field Operations/CPI
U.S. Bureau of Labor Statistics	Economist

**Recommended Academic Plan – International Business (INT B at Penn State Erie, The Behrend College)
Effective Fall 2000**

Semester 1	Credits	Semester 2	Credits
ENGL 015 or 030 (GWS) Rhetoric & Composition or Honors*	3	CAS 100 (GWS) Effective Speech	3
MATH 110 or 140 (GQ) <i>Techniques of Calculus I or Calculus with Analytic Geometry</i> *	4	Humanities (GH)	3
Humanities (GH)	3	Arts (GA)	3
Natural Sciences (GN)	3	Natural Sciences (GN)	3
Health and Physical Activity (GHA)	1.5	Supporting Course (Foreign Language Level One)#	4
First-Year Seminar	1		
Total Credits:	15.5	Total Credits:	16
Semester 3	Credits	Semester 4	Credits
ACCTG 211 Financial & Managerial Accounting *	4	ENGL 202D (GWS) Writing for Business	3
Arts (GA)	3	MIS 204 Intro to Management Info Systems	3
B A 241 -Legal Environment of Business (2) and B A 242 -Social & Ethical Environment Business (2) [or B A 243 (4)]	4	SCM 200 or STAT 200 (GQ) <i>Intro to Stats for Business or Elementary Statistics</i> *	4
ECON 002/ECON 102 (GS) <i>Introduction to Microeconomics</i> *	3	Natural Science (GN)	3
Health and Physical Activity (GHA)	1.5	ECON 004/ECON 104 (GS) <i>Introduction to Macroeconomics</i>	3
Total Credits:	15.5	Total Credits:	16
Semester 5	Credits	Semester 6	Credits
MGMT 301 Basic Management Concepts	3	SCM 301 Intro to Operations Management	3
FIN 301 Corporate Finance	3	International Business Course	3
MKTG 301 Principles of Marketing	3	Supporting Course (Foreign Language Level Three)#	4
International Business Course (IL)	3	Supporting Course (Culture)	3
Supporting Course (Foreign Language Level Two)#	4	Supporting Course (2nd Business Major)¹	3
		Supporting Course (2nd Business Major)¹	3
Total Credits:	16	Total Credits:	19
Summer	Credits		
Education Abroad Experience ²	3		
Total Credits:	3		
Semester 7	Credits	Semester 8	Credits
MGMT 471W Business Strategy	3	International Business Course	3
International Business Course	3	Supporting Course (2nd Business Major)¹	3
Supporting Course (2nd Business Major)¹	3	Supporting Course (2nd Business Major)¹	3
Supporting Course (2nd Business Major)¹	3	Supporting Course (2nd Business Major)¹	3
Supporting Course (2nd Business Major)¹	3	Supporting Course (2nd Business Major)¹	3
Total Credits:	15	Total Credits:	15

- An asterisk (*) indicates entrance to major requirements.
- **Bold type** indicates courses requiring a quality grade of C or better.
- *Italics* indicates courses that satisfy both major and General Education requirements.
- **Bold Italics** indicates courses requiring a quality grade of C or better and that satisfy both major and General Education requirements.
- #This requirement is governed by a placement policy dictated by the number of levels of foreign language completed prior to college.
- GWS, GHA, GQ, GN, GA, GH, and GS are codes used to identify General Education requirements.
- US, IL, and US:IL are codes used to designate courses that satisfy University United States/International Cultures requirements. Students must complete 3 credits in US and 3 credits in IL. If a student takes a 3 credit course that is both US and IL, to complete the requirement, he/she must take another 3-credit course that is US, IL, or both US and IL. Education abroad courses and other credit-bearing experiences such as internships that meet this requirement, will be designated US, IL or both US and IL.
- W is the code used to designate courses that satisfy University Writing Across the Curriculum requirements.
- At least 50% of all business credit hours required for the degree must be completed at Penn State Erie, The Behrend College. Students may transfer a maximum of six (6) credits of 300-or 400-level business coursework from another academic institution.
- Students who have not met the admission requirement of two units of a high school foreign language must complete a college level-one foreign language within their first 60 credits. This is a pre-admission requirement – credits will not count toward degree requirements.

Program Notes: ¹2nd Business Major requirements can be found on the International Business check sheet.

² This major has an Education Abroad requirement of at least three credits. These credits do not necessarily have to be taken during the summer, but they are a graduation requirement. School-approved fall and spring semester courses that have an embedded study abroad component also qualify. Contact Dr. Ken Louie (obr@psu.edu) or Ruth Pflueger (rcpl@psu.edu) for more information.

INTERNATIONAL BUSINESS MAJOR (INT B)

(B.S., 125 credits)

NAME: _____

PSU ID _____

GENERAL EDUCATION	REQUIREMENTS FOR THE MAJOR
<p>SKILLS</p> <p>Writing/Speaking (9 cr)</p> <p>ENGL 015 or 030 GWS(3) _____ 1-2 _____</p> <p>CAS 100 GWS(3) _____ 3-4 _____</p> <p>ENGL 202D GWS(3) _____ 4 _____</p> <p>Quantification (4 cr)</p> <p>MATH 110 OR 140 GQ(4) _____ 1-2 _____</p> <p>FIRST-YEAR SEMINAR (minimum 1 credit)</p> <p>_____ 1-2 _____</p> <p>HEALTH AND PHYSICAL ACTIVITY (3 cr. GHA)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>DISTRIBUTION COMPONENT</p> <p>Natural Sciences (9 cr, GN)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>Arts (6 cr, GA)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>Humanities (6 cr, GH)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>Social and Behavioral Sciences (6 cr, GS)</p> <p>ECON 102 GS (3) _____ 3-4 _____</p> <p>ECON 104 GS (3) _____ 3-4 _____</p>	<p>PRESCRIBED COURSES</p> <p>ACCTG 211(4) _____ 3-4 _____</p> <p>BA 241 (2) [or B A 243 (4)] _____ 3-4 _____</p> <p>BA 242 (2) [or B A 243 (4)] _____ 3-4 _____</p> <p>MIS 204(3) _____ 3-4 _____</p> <p>SCM 200(4) _____ 3-4 _____</p> <p>FIN 301(3) _____ 5-6 _____</p> <p>MGMT 301(3) _____ 5-6 _____</p> <p>MKTG 301(3) _____ 5-6 _____</p> <p>SCM 301(3) _____ 5-6 _____</p> <p>MGMT 471W(3) _____ 7-8 _____</p> <p>ADDITIONAL COURSES</p> <p>Select 12 credits from ECON 470 IL, FIN 471, MGMT 461 IL, MKTG 445 IL, or other 300- or 400-level international business course in consultation with an adviser.</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>SUPPORTING COURSES</p> <p>Business Supporting Courses (21-33 cr)</p> <p>Select a minimum of 21 credits from <u>one</u> business supporting course group in consultation with adviser. Students must complete the requirements for a second School of Business major.</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>Foreign Language and Culture (15 cr)</p> <p>Select 15 credits in a foreign language and culture. [Note: Students must attain third-level proficiency in a single foreign language (0-12 credits) and select 3-15 credits from the school-approved list of non-business international courses. See general information section of the <u>Bulletin</u> for the Penn State placement policy on foreign languages. Students receiving advanced placement in foreign language may substitute courses from school-approved foreign language and culture course list to complete the credits for this requirement.]</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>Education Abroad Experience (3 cr)</p> <p>Select 3 credits from school-approved non-business Education Abroad courses.</p> <p>_____ 5-8 _____</p>
<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> <p>PREREQUISITE COURSES: Depending on the results of university placement tests, additional credits <u>beyond</u> the minimum degree requirements may be needed to meet the prerequisites for certain courses (for example, MATH 021 and 022 for MATH 110; ENGL 004 for ENGL 015).</p> </div> <p>Electives:</p> <p>_____ 1-2 _____</p> <p>_____ 1-2 _____</p> <p>_____ 1-2 _____</p>	

* See opposite page for other important graduation requirements.

SUPPORTING COURSE LIST FOR THE INTERNATIONAL BUSINESS MAJOR

SUPPORTING COURSES (FOR A SECOND BUSINESS MAJOR)

- | | | |
|--|---|---|
| <p>I. ACCOUNTING (ACNTG)
(25 Credits) (TOTAL CR. = 129)
ACCTG 310(3)
ACCTG 312(3)
ACCTG 340(3)
ACCTG 371(4)
ACCTG 403(3)
ACCTG 422(3)
ACCTG 450(3)
ACCTG 472(3)</p> | <p>IV. FINANCE (FNC)
(22 Credits) (TOTAL CR. = 126)
ACCTG 305(4)
ACCTG 426(3)
FIN 451(3)
FIN 420(3)
Select 3 credits from ECON 304 GS, ECON 351, ECON 442, ECON 481, or ECON 485 (ECON 351 is recommended).
Select 6 additional credits from 400-level FIN courses, excluding FIN 494 and FIN 495.</p> | <p>VII. MANAGEMENT INFORMATION SYSTEMS MAJOR (MISBD)
(27-28 Credits) (TOTAL CR. = 131-132)
MIS 336(3)
MIS 430(3)
MIS 435(3)
MIS 495(3)
Select 6-7 credits of 300- or 400-level courses in CMPSC or MIS in consultation with an adviser.
Select 9 credits in programming courses taken from two different languages, or select 6 credits in one programming language plus MIS 445 or MIS 470.</p> |
| <p>II. BUSINESS ECONOMICS (BECON)
(21 Credits) (TOTAL CR. = 125)
ECON 302 GS(3)
ECON 304 GS(3)
ECON 485(3)
Select 12 credits from
ECON 410, ECON 351, ECON 430, ECON 342, ECON 442, ECON 481, and ECON 482.</p> | <p>V. MANAGEMENT MAJOR (MANGT)
(GENERAL MANAGEMENT OPTION)
(21 Credits) (TOTAL CR. = 125)
LER 100 GS(3)
MGMT 331(3)
MGMT 341 US(3)
MGMT 410(3)
Select 9 credits from ECON 410, ECON 430, MGMT 420, or MGMT 440 (MKTG 401 and MKTG 410 may be used as substitutes.)</p> | <p>VIII. MARKETING (MRKTG)
(21 Credits) (TOTAL CR. = 125)
MKTG 330(3)
MKTG 342(3)
MKTG 440(3)
Select 12 credits from SCM 455, MIS 336, MGMT 420, MGMT 431, MGMT 432, MGMT 440, MIS 387, MKTG 327, MKTG 410, MKTG 420, MKTG 422, MKTG 475, MKTG 485, MKTG 494, MKTG 495, or MKTG 497 (with at least 6 credits from 400-level MKTG courses).</p> |
| <p>III. ECONOMICS (ECNS)
(36 Credits) (TOTAL CR. = 140)
ECON 302 GS(3)
ECON 304 GS(3)
Select 15 credits in ECON, at the 300-400 level in consultation with an adviser.
Select 3 credits in Arts.
Select 3 credits in Humanities.
Select 9 credits in Social/Behavioral Sciences</p> | <p>VI. MANAGEMENT MAJOR (MANGT)
(OPERATIONS MANAGEMENT OPTION)
(24 Credits) (TOTAL CR. = 128)
ECON 481(3)
LER 100 GS(3)
MGMT 331(3)
MGMT 341 US(3)
MGMT 410(3)
SCM 445(3)
SCM 455(3)
SCM 460(3)</p> | |
- Note: Courses used to satisfy the GN requirement for the ECNS major must include a lab course.

SUPPORTING COURSES (NON-BUSINESS)

INTERNATIONAL STUDIES

ANTH 045 GS;US;IL(3)
COMM 410 IL(3)
CAS 471 US;IL(3)
FR 139 GH;IL(3)
GER 200 GH;IL(3)
HIST 010 GH;IL(3)
HIST 175 GH;IL(3)
HIST 178 GH;IL(3)
HIST 179 GH;IL(3)
HIST 181 GH;IL(3)
HIST 191 GH;IL(3)
HIST 437 IL(3)
HIST 418 IL(3)
HIST 420 IL(3)
HIST 429(3)
HIST 487(3)
HIST 488(3)
INTST 100 GS;IL(3)
INTST 400 IL(3)
PL SC 003 GS; IL(3)
PL SC 014 GS; IL(3)
PL SC 020 GS;IL(3)
PL SC 022 GS;IL(3)
PL SC 437(3)
PL SC 456(3)
PL SC 123 GS;US;IL(3)
PL SC 132GS;IL(3)

PL SC 452(3)
PL SC 423(3)
PL SC 484W(3)
PL SC 487(3)
PL SC 488(3)
PSYCH 100 GS(3)³
PSYCH 232 GS;US;IL(3)³
RUS 100 GH;IL(3)
SPAN 130 GH;IL(3)
SPAN 131 GH;US;IL(3)

EDUCATION ABROAD¹

Select one of the university-sponsored or Behrend-based Education Abroad Programs.

FOREIGN LANGUAGE

French²
FR 001(4)
FR 002(4)
FR 003(4)
German²
GER 001(4)
GER 002(4)
GER 003(4)
Spanish²
SPAN 001(4)
SPAN 002(4)
SPAN 003(4)

¹ Education Abroad coursework in business areas must be applied to Prescribed, Additional, or Supporting Course Requirements in business. Non-business courses taken abroad may be applied to Non-business Supporting Course Requirements.

² Students who place into French, German, or Spanish 002 or 003 on the basis of previous language study in high school may substitute credits of international studies coursework in consultation with an adviser.

³ PSYCH 100 is a prerequisite for PSYCH 232. If both of these courses are completed, they may be applied together towards the non-business international or culture course requirement. However, PSYCH 100, if completed without PSYCH 232, may not be used to satisfy the non-business international or culture course requirement.