

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION: CONCENTRATION IN INTERNATIONAL BUSINESS

Concentration in International Business

By specializing in international business, a student gains an understanding of the international aspects of business while concentrating in a functional business area—marketing, finance, management, export/import management, or logistics. Courses analyze the rapidly changing international environment and the new management problems and tasks that result. A student can begin a career in a functional department of a company, with the opportunity to move into international operations if a need develops. Alternatively, a student may begin working directly in international operations, including the import-export field.

Students studying abroad in California State University International Programs or an SF State Exchange Program may develop special international business concentrations with advisor approval before going abroad. Students with specific educational or career objectives may develop special international business concentrations in consultation with an advisor.

All concentration courses must be taken on a letter-grade basis. Students must have a minimum grade point average of 2.0 in all concentration courses, and International Business majors must earn a grade of C– or higher in IBUS 330.

Program Learning Outcomes

1. Students have basic competencies in business-related disciplines.
 - a. Students will demonstrate the discipline-based knowledge in accounting, economics, finance, information systems, international business, management, marketing, operations, and statistics.
 - b. Students will demonstrate the ability to integrate the knowledge of different functional areas into effective business solutions.
2. Students demonstrate effective communication skills.
 - a. Students will create well-written documents on a business topic;
 - b. Students will deliver an effective oral presentation on a business topic.
3. Students demonstrate the ability to analyze business situations.
 - a. Students will solve business problems using appropriate quantitative and analytical techniques and technologies;
 - b. Students will demonstrate the ability to identify and analyze alternatives in a business context;
 - c. Students will demonstrate the ability to articulate and defend a course of action.
4. Students develop team skills that facilitate achievement of organizational goals.
 - a. Students will work effectively in culturally and ethnically diverse teams demonstrated by the ability to contribute to the team's performance, interact positively with teammates, keep the team on track, maintain high standards for team performance, and by

having the necessary knowledge, skills, and abilities to help the team succeed.

5. Students understand the ethical issues related to the operation of business including sustainability.
 - a. Students will identify key concepts in business ethics;
 - b. Students will recognize the ethical dilemmas in specific business cases;
 - c. Students will analyze how ethical issues can affect the interests of different stakeholders;
 - d. Students will propose a business solution to the ethical dilemmas;
 - e. Students will be aware of sustainability issues in business.
6. Students understand the issues related to the operation of global business
 - a. Students will recognize the relevant global issues including legal, political, social and cultural factors in specific management situations;
 - b. Students will analyze the impact of the global issues such as legal, political, social and cultural factors in specific management situations;
 - c. Students will demonstrate the ability to propose business solutions based on the analysis of global issues including legal, political, social and cultural factors.

Bachelor of Science in Business Administration: Concentration in International Business - 69 units

Except in cases of credit by examination, no more than 6 units of the core may be completed on a CR/NC basis.

Students must earn a grade of C- or higher in core Business courses required as prerequisites for other core Business courses.

Prerequisite Courses (9 units)

Code	Title	Units
<u>DS 110</u>	Calculus with Business Applications	3
or <u>MATH 110</u>	Business Calculus	
<u>ECON 101</u>	Introduction to Microeconomic Analysis	3
<u>ISYS 263</u>	Introduction to Information Systems	3
or a passing score on the <u>ISYS 263</u> CLEP Exam		

These courses must be completed before enrollment in certain core courses. Most core courses have specific prerequisites that are listed within the course descriptions.

Note: DS 110, ECON 101, and ECON 102 (formerly ECON 100) are acceptable for General Education.

Core Requirements (39 units)

Code	Title	Units
Required Core Courses		
<u>ACCT 100</u>	Introduction to Financial Accounting	3
<u>ACCT 101</u>	Introduction to Managerial Accounting	3
<u>BUS 300GW</u>	Business Communication for Professionals - GVAR	3
or <u>DS 660GW</u>	Communications for Business Analytics - GVAR	
<u>BUS 682</u>	Seminar on Business and Society ¹	3

<u>BUS 690</u>	Seminar in Business Policy and Strategic Management ¹	3
<u>DS 212</u>	Business Statistics I	3
or <u>MATH 124</u>	Elementary Statistics	
or <u>ISED 160</u>	Data Analysis in Education	
<u>DS 412</u>	Operations Management	3
<u>ECON 102</u>	Introduction to Macroeconomic Analysis	3
<u>FIN 350</u>	Business Finance	3
<u>IBUS 330</u>	International Business and Multicultural Relations	3
<u>ISYS 363</u>	Information Systems for Management	3
or <u>ACCT 307</u>	Accounting Information Systems	
<u>MGMT 405</u>	Introduction to Management and Organizational Behavior	3
<u>MKTG 431</u>	Principles of Marketing	3

¹ Course must be taken for a letter grade.

Concentration Requirements (9 units)

Code	Title	Units
<u>IBUS 590</u>	International Environmental Analysis	3
<u>IBUS 681</u>	Seminar in Comparative Management	3
<u>IBUS 690</u>	Global Strategic Management	3

Geographic Area Requirement (3 units)

Code	Title	Units
Select one of the following:		
<u>IBUS 591</u>	Doing Business in Latin America	3
<u>IBUS 592</u>	Doing Business in Greater China	3
<u>IBUS 593</u>	Doing Business in Europe	3
<u>IBUS 594</u>	Doing Business in Asia-Pacific Countries	3
<u>IBUS 596</u>	Doing Business in Japan	3
<u>IBUS 598</u>	Doing Business in Emerging Markets	3

Electives (9 units)

Selected from one of the emphases (course may be substituted with advisor approval):

Country Analysis and Emerging Market Environments

Code	Title	Units
<u>IBUS 598</u>	Doing Business in Emerging Markets	3
<u>IBUS 676</u>	Social Entrepreneurship in a Global Context	3
Select one IBUS elective		3

Global Strategy and Competencies

Code	Title	Units
Select three IBUS elective courses		9

Global Entrepreneurship

Code	Title	Units
<u>IBUS 576</u>	Global Entrepreneurship	3
<u>IBUS 676</u>	Social Entrepreneurship in a Global Context	3
Select one IBUS elective		3

Global Innovation and Market Studies

Code	Title	Units
<u>IBUS 531</u>	Cross-Cultural Innovation and Creativity in Business and Management	3
<u>IBUS 620</u>	Research in International Business and the Global Market	3
Select one IBUS elective		3

Global Leadership and Human Resources Management

Code	Title	Units
<u>IBUS 628</u>	Global Human Resource Management	3
<u>IBUS 638</u>	Global Leadership and Cultural Competencies	3
Select one IBUS elective		3

Import/Export Management

Code	Title	Units
<u>IBUS 430</u>	Import-Export Management and Small Business Operations	3
<u>IBUS 576</u>	Global Entrepreneurship	3
Select one IBUS elective		3

Elective Courses

Code	Title	Units
<u>IBUS 430</u>	Import-Export Management and Small Business Operations	3
<u>IBUS 440</u>	Advanced Import-Export Management	3
<u>IBUS 517</u>	Legal Environment of World Business	3
<u>IBUS 531</u>	Cross-Cultural Innovation and Creativity in Business and Management	3
<u>IBUS 566</u>	Careers in International Business	3
<u>IBUS 576</u>	Global Entrepreneurship	3
<u>IBUS 591</u>	Doing Business in Latin America	3
<u>IBUS 592</u>	Doing Business in Greater China	3
<u>IBUS 593</u>	Doing Business in Europe	3
<u>IBUS 594</u>	Doing Business in Asia-Pacific Countries	3
<u>IBUS 596</u>	Doing Business in Japan	3
<u>IBUS 598</u>	Doing Business in Emerging Markets	3
<u>IBUS 620</u>	Research in International Business and the Global Market	3
<u>IBUS 628</u>	Global Human Resource Management	3
<u>IBUS 638</u>	Global Leadership and Cultural Competencies	3
<u>IBUS/MGMT 659</u>	Introduction to International Business Negotiation	3
<u>IBUS 676</u>	Social Entrepreneurship in a Global Context	3

General Education Requirements

Requirement	Course Level	Units	Area Designation
<u>Oral Communication</u>	LD	3	A1
<u>Written English Communication</u>	LD	3	A2
<u>Critical Thinking</u>	LD	3	A3
<u>Physical Science</u>	LD	3	B1
<u>Life Science</u>	LD	3	B2
<u>Lab Science</u>	LD	1	B3

<u>Mathematics/Quantitative Reasoning</u>	LD	3	B4
<u>Arts</u>	LD	3	C1
<u>Humanities</u>	LD	3	C2
<u>Arts or Humanities</u>	LD	3	C1 or C2
<u>Social Sciences</u>	LD	3	D1
<u>Social Sciences: US History</u>	LD	3	D2
<u>Social Sciences: US & CA Government</u>	LD	3	D3
<u>Lifelong Learning and Self-Development (LLD)</u>	LD	3	E
<u>Physical and/or Life Science</u>	UD	3	UD-B
<u>Arts and/or Humanities</u>	UD	3	UD-C
<u>Social Sciences</u>	UD	3	UD-D
SF State Studies			

Courses certified as meeting the SF State Studies requirements may be upper or lower division in General Education (GE), a major or minor, or an elective.

<u>American Ethnic and Racial Minorities</u>	LD or UD	3	AERM
<u>Environmental Sustainability</u>	LD or UD	3	ES
<u>Global Perspectives</u>	LD or UD	3	GP
<u>Social Justice</u>	LD or UD	3	SJ

Note: LD = Lower-Division; UD = Upper-Division.

First-Time Student Roadmap (4 Year)

Find the correct roadmap (A, B, C, or D):

1. Select the row that matches your English Course choice for A2.*
2. Select the column that matches your QR Category (found at your student center under Math Alert).
3. Click the Roadmap that lines up with your row and column.

For example, if you are taking ENG 104 as your first English course and your student center math alert says you are QR Category III, you should choose Roadmap D.

Pathway	QR Cat I/II	QR Cat III/IV
ENG 114	Roadmap A	Roadmap C
ENG 104/ENG 105	Roadmap B	Roadmap D

*Composition for Multilingual Students: If taking ENG 209 as your first English course, choose the ENG 114 row. If taking ENG 204 for your first English course, choose the ENG 104/ENG 105 row.

General Advising Information for Transfer Students

1. Before transfer, complete as many lower-division requirements or electives for this major as possible.
2. The following courses are not required for admission but are required for graduation. Students are strongly encouraged to complete these units before transfer; doing so will provide more flexibility in course selection after transfer.
 - a course in U.S. History
 - a course in U.S. & California Government

For information about satisfying the requirements described in (1) and (2) above at a California Community College (CCC), please visit <http://www.assist.org>. Check any geographically accessible CCCs; sometimes options include more than one college. Use ASSIST to determine:

- Which courses at a CCC satisfy any lower-division major requirements for this major;
- Which courses at a CCC satisfy CSU GE, US History, and US & CA Government.

Remedial courses are not transferable and do not apply to the minimum 60 units/90 quarters required for admission.

Additional units for courses that are repeated do not apply to the minimum 60 units required for upper-division transfer (for example, if a course was not passed on the first attempt or was taken to earn a better grade).

Before leaving the last California Community College of attendance, obtain a summary of completion of lower-division General Education units (IGETC or CSU GE Breadth). This is often referred to as a GE certification worksheet. SF State does not require delivery of this certification to Admissions, but students should retain this document for verifying degree progress after transfer.

Credit for Advanced Placement, International Baccalaureate, or College-Level Examination Program courses: AP/IB/CLEP credit is not automatically transferred from the previous institution. Units are transferred only when an official score report is delivered to SF State. Credit is based on the academic year during which exams were taken. Refer to the University Bulletin in effect during the year of AP/IB/CLEP examination(s) for details regarding the award of credit for AP/IB/CLEP.

Students pursuing majors in science, technology, engineering, and mathematics (STEM) disciplines often defer 6-9 units of lower-division general education in Areas C and D until after transfer to focus on preparation courses for the major. This advice does not apply to students pursuing associate degree completion before transfer.

Transferring From Institutions Other Than CCCs or CSUs

Review SF State's lower-division General Education requirements. Note that, as described below, the four basic skills courses required for admission meet A1, A2, A3, and B4 in the SF State GE pattern. Courses that fulfill the remaining areas of SF State's lower-division GE pattern are available at most two-year and four-year colleges and universities.

Of the four required basic skills courses, a course in critical thinking (GE A3) may not be widely offered outside the CCC and CSU systems. Students should attempt to identify and take an appropriate course now

later than the term of application to the CSU. To review more information about the A3 requirement, please visit <http://bulletin.sfsu.edu/undergraduate-education/general-education/lower-division/#AAEL>.

Waiting until after transfer to take a single course at SF State that meets both US and CA/local government requirements may be an appropriate option, particularly if transferring from outside of California.

All Students Must Meet the Transfer Eligibility Requirements Outlined Below for Admission.

For more information, visit the [Undergraduate Admissions section](#).

- Complete 60 or more transferable semester units or 90 or more quarter units
- Earn a college grade point average of 2.0 or better in all transferable courses. Non-local area residents may be held to a higher GPA standard.
- Be in good standing at the last college or university attended
- Complete 30-semester units (45-quarter units) of general education, including four basic skills courses:
 - a. One course in oral communication (same as CSU GE Area A1)
 - b. One course in written composition (same as CSU GE Area A2)
 - c. One course in critical thinking (same as CSU GE Area A3)
 - d. One course in mathematics or quantitative reasoning (same as CSU GE Area B4)
- The four basic skills courses and a minimum of 60 transferable semester units (90-quarter units) must be completed by the spring semester prior to fall admission, or by the fall semester prior to spring admission. Earn a "C-" or better grade in each basic skills course.