Business Administration, International Business Concentration, BS

The concentration in International Business (IB) is designed to prepare students for today's global business environment. IB as an interdisciplinary program builds capacity around key challenges and opportunities confronting all global businesses, including managing across borders, fostering innovation and entrepreneurship, and developing effective global strategies. In addition students may select an area of specialization, either a business functional area, an industry area, a geographic area of study, or language studies. Study abroad is required with one of three options: 1) a short-term faculty-led program; 2) a semester of study at a foreign university approved by CSU; or 3) an internship through AIESEC or other international internship program. The Director of the School of Global Innovation and Leadership can waive this requirement (e.g., international students need not study abroad). Study abroad courses that are regarded as equivalent can be substituted for IB program course requirements. This interdisciplinary approach provides a foundation for starting an international career. Graduates work in a variety of international areas and industries such as import/export, global operations, marketing, finance, hospitality and tourism, consulting, and project management, in both the private sector as well as governmental and non-governmental organizations.

• Program Learning Outcomes

Summary of Degree Units

University Graduation Requirements	38
Major Preparation	15
Major Core Requirements	43
Concentration Requirements	24
Total	120

Program Roadmaps

The 4-Year <u>Roadmap</u> is available online. Roadmaps should be used in consultation with the catalog and your advisor to identify additional requirements for completing the major (for example, course grade minimums).

Major-Specific Graduation Requirements

All courses in the Concentration Requirements for International Business must be completed with a grade of "C- or better". The following Preparation for the Major and Required for the Major courses must be completed with a grade of "C or better": <u>ENGL 2</u>, <u>MATH 70</u>, <u>BUS1 20</u>, <u>BUS2 90</u>.

University Requirements

Students must satisfy all of the major and <u>Undergraduate University Graduation Requirements</u>, which includes unit, GPA, and residency requirements as well as the below identified <u>General Education</u>, American Institutions, Graduation Writing Assessment, and Physical Education requirements. Courses that meet Undergraduate University Graduation Requirements are noted with an area designation (see <u>Course Note Abbreviations</u>).

Core Lower Division General Education (27 units)

Of the 39 units required by the university, 12 units may be satisfied by coursework outlined below. Courses that meet GE Areas A1, A2, A3, B4, or F must be passed with a "C-" or better to meet the requirement. Consult with a major advisor for details.

Upper Division General Education (3 units)

Of the 9 units required by the university, 6 units may be satisfied by coursework outlined below. Consult with major advisor for details.

American Institutions (6 units)

Complete one 6-unit sequence of American Institutions (US123) courses, which also satisfies GE Area D. Students may also satisfy the American Institutions Requirement with other courses, but these may not satisfy other GE areas.

The American Studies sequence (<u>AMS 10/AMS 11</u>; 6 units) satisfies the American Institutions Requirement and additional GE Areas (see course descriptions for details).

Consult with a major advisor to select the appropriate sequence.

African American Studies (6 units)

- AFAM 2A African Americans and the Development of America's History and Government 3 unit(s) (D)
- AFAM 2B African Americans and the Development of America's History and Government 3 unit(s) (D+US123)

Asian American Studies (6 units)

- AAS 33A Asian Americans in U.S. History I 3 unit(s) (D)
- AAS 33B Asian Americans in U.S. History II 3 unit(s) (D+US123)

Chicana and Chicano Studies (6 units)

- CCS 10A Mexican Americans and the Development of U.S. History and Government 3 unit(s) (D)
- CCS 10B Mexican Americans and the Development of U.S. History and Government 3 unit(s) (D+US123)

U.S. History and Government (6 units)

Complete One US1: US History Course

- AMS 10 Stories that Make America 3 unit(s) (C2+US1)
- HIST 15 Essentials of U.S. History_3 unit(s) (D+US1)
- HIST 170S Topics in American History: American Identities and Institutions 3 unit(s) (S+US1)

Complete One US23: US Constitution and California Government Course

- AMS 11 Visions of Democracy_3 unit(s) (D+US23)
- POLS 15 Essentials of U.S. & California Government 3 unit(s) (D+US23)
- POLS 16 Power and Ideas in American Politics_3 unit(s) (C2+US23)
- POLS 170V American Politics in Global Perspective 3 unit(s) (V+US23)

Physical Education (2 units)

All SJSU undergraduate students, regardless of major, have an opportunity to expand their knowledge and skills in physical activities. To accommodate students' needs and interests, the university offers a <u>diverse selection of activity courses</u>.

Graduation Writing Assessment Requirement

At SJSU, students must pass a Writing in the Disciplines (100W) course with a grade of C or better (C- not accepted) to meet graduation requirements. For this major, the <u>Graduation Writing Assessment Requirement (GWAR)</u> is satisfied by a course in the major.

Major Preparation (15 units)

- ECON 1A Principles of Economics: Macroeconomics 3 unit(s)
- ECON 1B Principles of Economics: Microeconomics_3 unit(s) (D)
- ENGL 2 Critical Thinking and Writing 3 unit(s) (A3) (Or equivalent.)
- <u>MATH 70</u> <u>Mathematics for Business 3</u> unit(s) (B4) (Students who complete any of the following with a C or better may substitute it for <u>MATH 70</u>: <u>MATH 30</u>, 30X, 31, 31X, 32, 32X, 70X, 71, or 71X.)

Writing in the Disciplines (3 units)

- ENGL 100WB Written Communication: Business 3 unit(s) (WID)
- COMM 100W Writing Workshop: Writing for Influence 3 unit(s) (WID)
- <u>LLD 100WB Writing Workshop for Business Students</u> 3 unit(s) (WID)

Major Requirements (67 units)

Core Courses (43 units)

Lower Division Courses (13 units)

- BUS1 20 Financial Accounting 3 unit(s)
- BUS1 21 Managerial Accounting 3 unit(s)
- BUS3 80 Legal Environment of Business 3 unit(s)
- <u>BUS2 90 Business Statistics 3</u> unit(s) (Transfer students with <u>STAT 95</u> (C or better) may use this in lieu of <u>BUS2 90.</u>)
- BUS4 91L Computer Tools for Business 1 unit(s)

Upper Division Business Fundamentals Courses (15 units)

- BUS2 130 Introduction to Marketing 3 unit(s)
- BUS5 140 Fundamentals of Operations Management 3 unit(s)
- BUS3 160 Fundamentals of Management and Organizational Behavior 3 unit(s)
- BUS1 170 Fundamentals of Finance 3 unit(s)
- BUS2 190 Fundamentals of Business Analytics 3 unit(s)

Upper Division Business Integration and Perspectives Courses (15 units)

- <u>BUS5 187 Global Dimensions of Business 3 unit(s)</u>
- BUS4 188 Business Systems and Policy 3 unit(s)
- BUS3 189 Strategic Management 3 unit(s)
- PHIL 186 Professional and Business Ethics 3 unit(s) (S)
- One non-business global perspectives course in Area V 3 unit(s)

Concentration Requirements (24 units)

Additional requirements for graduation: to qualify for a baccalaureate degree in business administration with an international business concentration all courses in the concentration must be completed with a grade of "C-" or better.

Required Courses (12 units)

• BUS5 162 - International and Comparative Management 3 unit(s)

- <u>BUS5 162A International Business Strategy_3 unit(s)</u>
- <u>BUS5 183 Global Entrepreneurship 3 unit(s)</u>

Complete One Course From:

- BUS5 163A Negotiating Globally 3 unit(s)
- BUS5 163B Business and Innovation in Emerging Economies 3 unit(s)
- BUS5 164 Doing Business Globally 1-4 unit(s)
- BUS5 164A Doing Business in Japan 3 unit(s)
- BUS5 164B Doing Business in India 3 unit(s)
- BUS5 164C Doing Business in China 3 unit(s)

Concentration Electives (12 units)

Select 12 units of concentration electives or an area of specialization

Do not take course if taken as part of required courses

- BUS1 177 International Business Finance 3 unit(s)
- BUS2 133A International Marketing 3 unit(s)
- <u>BUS5 146 Fundamentals of Project Management 3 unit(s)</u>
- BUS5 163A Negotiating Globally 3 unit(s)
- <u>BUS5 163B Business and Innovation in Emerging Economies 3 unit(s)</u>
- BUS5 164 Doing Business Globally 1-4 unit(s)
- BUS5 164A Doing Business in Japan 3 unit(s)
- BUS5 164B Doing Business in India 3 unit(s)
- BUS5 164C Doing Business in China 3 unit(s)
- BUS5 165A Global Leadership 3 unit(s)
- BUS5 169A Honors Seminar 3 unit(s)
- BUS5 169B Honors Practicum in Organization and Management 3 unit(s)
- <u>BUS5 186H Entrepreneurship Laboratory 3 unit(s)</u>

Area of Specialization

Students can choose a set of 12 units of concentration electives or an Area of Specialization from Business Functional Areas, Industry Areas, Area Studies, or Language Studies. In order to complete the Area of Specialization, a student requires a minimum of 9 units, however, one needs to complete a total of 12 units to fulfill the International Business concentration requirements. Hence, the additional 3 units may be taken from the same area of specialization thus making it 12 units. Alternatively, students can choose 3 units from the list of concentration electives as indicated in the course catalog. Consult a business advisor in BBC008 for details on the Areas of Specialization.

Total Units Required (120 units)

Area of Specialization:
An Area of Specialization requires a minimum of 9 units. An additional 3 units may be taken within the
same area of specialization or from the above lists of required or additional concentration electives.
Choose from Business Functional Areas, Industry Areas, Area Studies, or Language Studies
Area of Specialization. requires a minimum of <u>9 units</u> . Consult a business advisor in BBC008 for details
on the Areas of Specialization.

Business Functional Areas - A specialization may be taken in one of the following business
functional areas: Finance, Global Management and Leadership, Global Operations Management,
Management Information Systems, or Marketing.
(pages 6-7)
Industry Areas - A specialization may be taken in the Hospitality Management, Tourism
and Event Management industry.
(page 7-8)
Area Studies - A specialization may be taken in one of the following geographic regions:
Africa and the Middle East, East and Southeast Asia, Europe, Latin America.
(pages 8-10)
Language Studies - A specialization may be taken in one of the following languages:
Chinese, French, German, Hebrew, Italian, Japanese, Portuguese, Spanish, or
Vietnamese. (page 10-11)

**As of fall 2004, all required core concentration courses require grades of "C-" or better. A cumulative GPA of 2.0 is required in all business courses in order to graduate.

Areas of Specialization

Students in the International Business concentration may focus on one of the following areas of specialization: a business functional area, an industry, a geographic region, or a foreign language.

To complete an area of specialization students must take a minimum of 9 units from the courses listed within that area. Students may take an additional 3 units within their chosen area of specialization or may instead take 3 units from the above lists of required or additional electives.

Students are not required to complete an area of specialization and may, instead, take up to 12 units from the above lists of required and additional electives to satisfy the course requirements for the concentration.

Business Functional Areas

Finance (9-	12 unit	ts)		
Required				
BUS1	177	International Business Finance (BUS1 170)		
Other Course	<u>es</u>			
BUS1	171A	Financial Institutions and Markets (BUS1 170)		
BUS1	171B	Commercial Banking (COMM 100W, ENGL 100WB, or LLD100WB, and BUS1 171A)		
BUS1	172A	Investment Analysis (BUS1 170)		
BUS1	172B	Portfolio Management (COMM 100W, ENGL 100WB, or LLD100WB, and BUS1 172A)		
BUS1	172C	Futures and Options (BUS1 170 and BUS1 172A)		
BUS1	173A	Financial Managements: Theory & Policy (BUS1 170)		
BUS1	173B	Problems in Financial Management (COMM 100W, ENGL 100WB, or LLD100WB,		
and BUS1 173	3 A)			
BUS1	173C	Entrepreneurial Finance (BUS1 170)		
BUS1	174	Risk Management and Insurance (BUS1 170)		
BUS1	179B	Selected Topics in Business Finance (BUS1 173A)		
Global Management and Leadership (9-12 units)				
<u>Required</u>				
BUS5	165A	Global Leadership (Any 100W and BUS5 162)		
Other Course	<u>es</u>			

BUS3	156	International Issues in Human Resource Management (BUS3 150)
BUS5	163A	Negotiating Globally
BUS5	163B	Globalization and Innovation in Emerging and Developing Markets
BUS5	165B	Leadership & Innovation Practicum (Any 100W, BUSS 016, and BUSS 165A)
Olahal Ora		. Managara (0. 12
•	erations	s Management (9-12 units):
Required	115	Clobal Operations Strategy
BUS5 Other Course		Global Operations Strategy
BUS5	<u></u> 141	Procurement and Supply Management
BUS5	142	Total Quality Management
	144	Supply Chain Management
	146	Global Project Management
BUS5	147	Service Operations Management
<u> </u>	nt Into	rmation Systems (9-12 units):
<u>Required</u>		
BUS4		Introduction to Business Programming (BUS4 91L)
Other Course		
		Fundamentals of Management Information Systems (BUS4 092)
BUS4	110B	Systems Analysis and Design (BUS4 092)
BUS4		Networking & Data Communications
BUS4	112	Database Management Systems (BUS4 092)
Marketing (9-12 u	nits):
<u>Required</u>		
BUS2	133A	International Marketing (BUS2 130)
Other Course	<u>es</u>	
BUS2	133B	Relationship Marketing: Pacific Rim (BUS2 130)
BUS2	133C	International Marketing: Developing Nations (BUS2 130)
BUS2	133E	Marketing to Eastern/Western Europe (BUS2 130)
BUS2	134A	Customer Behavior (Any 100W and BUS2 130)
BUS2	134B	Integrated Marketing Communications (Any 100W and BUS2 130)
BUS2	134C	Social Media Marketing (BUS2 130)
BUS2	138	Marketing Research (Any 100W, BUS2 090 and BUS2 130)

Industry Areas

Hospitality Management, Tourism, and Event Management (9-12 units): Required ____HSPM 001 Introduction to Hospitality Management At Least One of the Following ____HSPM 011 Restaurant Management (HSPM 001) ___HSPM 102 Hotel & Lodging Operations (HSPM 001) Hospitality Event Production (HSPM 001) ___HSPM 130 Other Courses* _HSPM 101 Multicultural & International Issues in Hospitality (HSPM 001) Meeting, Convention and Event Industry (HSPM 001 and BUS1 020) **HSPM 140** ____HSPM 141 Resort and Club Management (HSPM 001) ____HSPM 142 Tradeshow, Event & Meeting Management (HSPM 140) Hotel Catering and Banquet Management (HSPM 001) HSPM 152 HSPM 154 Revenue Management (HSPM 001; BUS1 020) Cruise Management (HSPM 001) ____HSPM 161 *Note: Most upper-division courses require HSPM 065 as an additional prerequisite. However, HSPM 065 is required only for students pursuing a major in the department. **Area Studies** Africa and the Middle East (9-12 units) У

Require	<u>ed</u>				
	COM	√l 174	Intercu	ultural (Comm & Structural Inequality
Other C	<u>Course</u>	<u>S</u>			
	AFAM 111			n Natic	ons
	FREN	102B	Franco	ophone	e Cultures
	HIST	103	History	of the	Modern Middle East
	HIST	105B	History	of Afri	са
	HIST	106	History	of the	Holy Land
	POLS/	AFRS 1	142	Africa	n Politics
	POLS/	MDES	144	Middle	e Eastern Politics
	RELS/N	MDES 1	45	Middle	e Eastern Traditions
	RELS/N	MDES 1	53	Jewish	n Cultures
	RELS/N	MDES/F	POLS 15	56	Islam, Politics & the West
	RELS/N	MDES 1	57	Islamio	C Cultures
	MOM	S/RELS	189	Islamio	Perspectives on Gender

East and Southeast Asia (9-12 units)

<u>Required</u>		
COM	M 174	Intercultural Comm & Structural Inequality
Other Course	<u> </u>	
ANTH	177	Anthropology of Asia
CHIN	102	Chinese Culture
CHIN	120A	Modern Chinese Literature (1900-1949)
CHIN	132	Special Topics in Chinese for Careers
CHIN	140	Chinese Culture and Politics through Literature
GEOC	G 160	East and South Asia
HIST	107	History of Southeast Asia
HIST	109A	History of China (earliest times to 1800)
HIST	109B	History of China (since 1800)
HIST	110A	History of Japan (prehistoric to 1750)
HIST	110B	History of Japan (since 1750)
HUM	114	Legacy of Asia
JPN	102	Japanese Culture
JPN	107	Japanese for Business Professionals
JPN	120	Japanese Literature and Translation
JPN	130	Readings in Japanese Culture
JPN	160	Special topics in Japanese Studies
PHIL	104	Asian Philosophy
POLS	145	Asian Politics
RELS	142	Contemporary Buddhism and its Roots
RELS	144	Chinese Traditions
Europe (9-1	2 units)
Required		•
·	IM 174	Intercultural Comm & Structural Inequality
Other Course		
FREN	 102C	French Culture
GERM	1102B	German Culture from 1871 to the Present
HIST/E	CON	113B Economic History of Europe
HIST	143	Europe, 1750-1900
HIST	144	Europe, 1900-1945
HIST	145	Europe and the World since 1945
HIST 8/21/2020	146	Advanced Topics in European History www.sjsu.edu/lcobssc

HIST	153	History of Women in Europe	
HUM	128	Perspectives on the Twentieth Century: The West in a Global Context	
ITAL	102	Italian Culture	
POLS	140	European Union	
POLS	141	Eurasian Politics	
SPAN	102A	Spanish Culture	
Latin Americ	ca (9-1	12 units)	
<u>Required</u>			
COM	IM 174	Intercultural Comm & Structural Inequality	
Other Course	<u>es</u>		
ANTH	178	Anthropology of Latin America	
ANTH	179	Anthropology of Mexico	
GEOC	G150	Central and South America and the Caribbean	
HIST	163	Modern Latin America, 1800-Present	
HIST	167	Advanced Topics in Latin American History	
POLS	146	Latin American Politics	
PORT	102B	Brazilian Culture	
SPAN	102B	Hispanic American Culture	
SPAN	140A	Spanish American Literature	
SPAN	140B	Spanish American Literature II	
SPAN	160A	Hispanic Culture	
		Language Studies (9-12 units)	
Students may	y satisfy	y the area of specialization requirement in the International Business concentra	ition
through the s	study o	f a modern foreign language. To fulfill this requirement, students must take a	
minimum of 9	9 units (of study in a foreign language at the elementary, intermediate, or advanced	
level, and ma	ay take	e up to 12 units of language study within the concentration. Depending on thei	ir
level of langu	uage c	competency, students may also take upper division courses in culture, literature	<u>,</u>
and the arts	provide	ed that the courses require, as a prerequisite, at least an intermediate level of	
foreign langu	ıage c	ompetency (courses taught in English do not qualify).	
The following	langu	ages taught at San Jose State University offer at least 9 units of instruction at the	е
elementary a	and int	ermediate level:	
Chine	ese (CH	IIN 001A, 001B, 010A, 010B, 025A, 025B, 101A, 101B, and 111)	
Frenc	h (FREI	N 001A, 001B, 025A, 025B, 025C, 101A, 101B, and 101C)	
Germ	an (GE	ERM 001A, 001B, 025A, 025B, 101A, and 101B)	
Hebre	ew (HE	BR 010A, 010B, 015A, 015B, 102A, and 102B)	
Italiar 8/21/2020	ı (ITAL (001A, 001B, 002, 101A, and 101B) www.sjsu.edu/lcobssc 10	0
			-

_Japanese (JPN 001A, 001B, 025A, 025B, 101A, 101B, and 107)
 _Portuguese (PORT 001A, 001B, 020A, 020B, 101A, and 101B)
 _Spanish SPAN (001A, 001B, 003, 004A, 004B, 020A, 020B, 025A, 025B, 101A, 101B, and 111)
Vietnamese (VIET 001A, 001B, 020A, and 020B)

Business Administration, International Business Concentration, BS (2024-2025)

The following roadmap is a sample advising map to complete the degree program in four years. Please consult your <u>MyPlanner</u> and <u>major advisor</u> as you develop your individualized academic plan. Students must have completed 60+ units in order to enroll in SJSU Studies courses.

<u>Year 1</u> | <u>Year 2</u> | <u>Year 3</u> | <u>Year 4</u>

Year 1

Fall Semester (13 units)

- ECON 1B Principles of Economics: Microeconomics 3 unit(s) (D) 1
- ENGL 1A First Year Writing 3 unit(s) (A2)
- GE Area A1 3 unit(s)
- Physical Education 1 unit(s)
- BUS3 12 Managing My life 3 unit(s) (E)

Spring Semester (15 units)

- ECON 1A Principles of Economics: Macroeconomics 3 unit(s) 1
- ENGL 2 Critical Thinking and Writing 3 unit(s) (A3) 2
- MATH 70 Mathematics for Business OR MATH 70X Mathematics for Business 3 unit(s) (B4) ² Note: MATH 70X requires enrollment in MATH 70W.
- GE Area C2 3 unit(s)
- GE Area C₁ 3 unit(s)

Year 2

Fall Semester (16 units)

- BUS3 80 Legal Environment of Business 3 unit(s)
- BUS1 20 Financial Accounting 3 unit(s) 4
- GE Area D + US123 3 unit(s) 3
- <u>GE Area B1+B3</u> 3 unit(s) *
- <u>BUS4 91L Computer Tools for Business</u> 1 unit(s)
- GE Area F 3 unit(s)
- Complete the <u>Upper Division Writing Directed Self Placement</u>

Spring Semester (16 units)

- BUS2 90 Business Statistics 3 unit(s) 4
- BUS1 21 Managerial Accounting 3 unit(s)

- GE Area D + US123 3 unit(s) 3
- GE Area B2+B3 3 unit(s)*
- <u>GE Area C1 or C2</u> 3 unit(s)
- Physical Education 1 unit(s)
 Note: Complete 60 units to reach Upper Standing Division.

Year 3

Fall Semester (15 units)

- COMM 100W Writing Workshop: Writing for Influence, ENGL 100WB Written Communication: Business, OR LLD 100WB Writing Workshop for Business Students 3 unit(s) (WID) 5
- BUS2 130 Introduction to Marketing 3 unit(s)
- BUS5 140 Fundamentals of Operations Management 3 unit(s)
- BUS5 187 Global Dimensions of Business 3 unit(s)
- SJSU Studies Area V 3 unit(s) 6

Note: Area V also fulfills Non-Business Global Perspectives (a major requirement).

Spring Semester (15 units)

- BUS3 160 Fundamentals of Management and Organizational Behavior 3 unit(s)
- BUS5 162 International and Comparative Management 3 unit(s) 7
- BUS1 170 Fundamentals of Finance 3 unit(s)
- BUS4 188 Business Systems and Policy 3 unit(s)
- BUS3 186/PHIL 186 Professional and Business Ethics 3 unit(s) (S) 6
- Note: BUS3/PHIL 186 is a major requirement.
- Apply to Graduate

Note: Meet with <u>advisor</u> to declare Area of Specialization.

Year 4

Fall Semester (15 units)

- BUS5 183 Global Entrepreneurship 3 unit(s) 7
- BUS2 190 Fundamentals of Business Analytics 3 unit(s)
- International Business Elective **OR** Area of Specialization 3 unit(s) ⁷
- International Business Elective **OR** Area of Specialization 3 unit(s) ⁷
- SJSU Studies Area R 3 unit(s) 6

Spring Semester (15 units)

- BUS5 162A International Business Strategy 3 unit(s) 7
- BUS3 189 Strategic Management 3 unit(s)
- International Business Required Course 3 unit(s) 7
- International Business Elective **OR** Area of Specialization 3 unit(s) ⁷
- International Business Elective **OR** Area of Specialization 3 unit(s) ⁷

Roadmap Notes

- 1 Preparation for the Major
- ² Preparation for the Major and a "C" grade or better
- 3 Consult an advisor to determine your best option
- ⁴ Course requires a "C" grade or better
- 5 Prerequisite Pass WST and a "C" grade or better is required
- 6 Prerequisite Pass WST
- ⁷ Course requires a "C-" grade or better
- * Either B1 or B2 must be taken with a <u>B3 Laboratory</u>.

L = Lab; X = supplemental workshop required; W = Writing; WB = Writing for Business