

## What is International Business?

Today's business world environment is inherently global. The typical twenty-first century corporation's operations – even its domestic operations – are deeply affected by overseas economic factors. The same is true for governmental or non-profit organizations, whose interests today often involve activities in other nations. International Business is the specialization that prepares managers, whether they are self-employed or working for small, mid-sized corporations, to meet the challenges of doing business at home and abroad.

### Why study International Business at the Palumbo - Donahue School of Business?

Whether you choose to major or minor in International Business (IB), you will graduate with invaluable experience. Our program allows you to participate in real-world, course-level activities with local international business and organizations. In addition, you will have numerous study abroad opportunities, at Duquesne University's campus in Rome, Italy, and at University College Dublin, as well as a wide range of international learning opportunities through partnerships with overseas universities.

### Career Prospects

Professionals with expertise in marketing, finance, logistics, economics and information systems – virtually all business specialty areas - are in demand by organizations conducting cross-border operations, and the demand is growing.

In government, the International Trade Administration employs business experts who can provide assistance and advice to exporters. The diplomatic service also offers opportunity for international business specialists, who provide advice on export markets, carry out trade promotions, do market research and provide representation to foreign governments on behalf of U.S. organizations.

There is also a growing demand for international business consultants to work on a contract basis with individuals or companies that aim to expand overseas markets and need individuals with language skills, cultural knowledge and hard business skills.

### International Business as a Value-Added Second Major

A distinguishing characteristic of the International Business (IB) major is the pairing of the major with a functional area of business, both of which can be completed in four years. This dual major in IB is the preferred choice for students who wish to pursue a career in international business.

With a specialty in a functional area, a student can become, for example, an international accounting specialist, a global risk management consultant, an international financial analyst, an international marketing specialist, a global supply chain manager, an international trade systems analyst, trade specialist, or a global business information systems analyst.

With this in mind, the dual major consists of several categories of requirements for graduation: 1) the dual major in a functional area of business, 2) IB courses, 3) an integrated IB seminar and study abroad, 4) specialization courses related to the student's functional area major, 5) a selected course in International Relations (in the McAnulty College of Liberal Arts), and 6) foreign language proficiency. Details are listed on the back of this sheet.

*(continued on reverse)*

**It is the responsibility of the student to know both University-wide graduation requirements and those of the major field of study and to meet all requirements satisfactorily for graduation.**

**This information is subject to change and this publication cannot be considered an agreement or contract between the individual and the School. The Palumbo-Donahue School of Business reserves the right to alter or amend the terms, conditions and requirements and to eliminate courses as necessary. Students should consult on a regular basis with their advisor for specific information related to their major and/or minor requirements.** *Rev.03/19*

## Courses

Course	Prerequisites	Semesters Offered
<b>BUSINESS CORE COURSES (48 Credits)</b>		
<b>REQUIRED COURSES (9 Credits)</b>		
IBUS 341 International Business		Fall, Spring
IBUS 345 International Negotiation	IBUS 341	Fall, Spring
IBUS 491 International Business Seminar and Study Abroad	IBUS 341 and senior status, following study abroad experience	Fall, Spring
<b>INTERNATIONAL RELATIONS COURSE (3 Credits)</b>		
Students may take any 300- or 400-level IR course offered through the College of Liberal Arts		Fall, Spring
<b>INTERNATIONAL BUSINESS SPECIALIZATION (6 Credits)</b>		
ECON 345 International Economics	ECON 201 and 202	Spring
ENTR 494 Small Business Consulting	ENTR 375 and 480, MKTG 476	Fall, Spring
FINC 437 International Finance	FINC 331	Spring
IBUS 369 Export Management	IBUS 341	TBD
IBUS 444 Business and Society in Europe	MGMT 261	TBD
*MGMT 365 Global Business, Govt and Society	MGMT 261	Spring
MKTG 443 International Marketing	MKTG 271	Spring
BLAW 454 Law of International Comm Trans	BLAW 251	Fall
SCMG 472 Global Transportation and Logistics	SCMG 267	Fall, Spring
<b>FOREIGN LANGUAGE PROFICIENCY (0-12 Credits)</b>		
Students must demonstrate proficiency in a foreign language through the Intermediate II level. Proficiency is demonstrated either through coursework (202-level courses) or with an acceptable score on a language placement exam.		
<b>STUDY ABROAD EXPERIENCE</b>		
Students must complete a study abroad experience lasting three weeks or longer.		
<b>ELECTIVES</b>		
Since students must major in another area of study, there are no International Business electives.		

*\*This course may not be used to fulfill both the Management major required course and an International Business specialization course.*

## Recommended Sequence

	Fall Semester	Spring Semester
<b>Junior Year</b>	341 International Business IB Specialization Course	345 International Negotiation
<b>Senior Year</b>	491 International Seminar International Relations Course	IB Specialization Course

## GPA Requirements

Students must earn a minimum overall GPA of a 2.0.

## A Minor in International Business (15 credit hours)

Students can earn a minor in International Business by completing MGMT262 (from the Business Core), plus IBUS 341, 345, 491, one International Business Specialization course, and a study abroad experience lasting three weeks or longer.