

IB - International Business

Department of Management

Courses numbered 100 to 299 = lower-division; 300 to 499 = upper-division; 500 to 799 = undergraduate/graduate.

IB 301BA. International Business Badge: Globalization and Its Implications (0.5).

Students learn about globalization, its causes, and its impact on different stakeholders. Includes an analysis of the history of globalization, and its effects, both positive and negative, on different stakeholders in society. *Course includes diversity content.* Repeatable for credit. Graded Bg/NBg.

IB 301BB. International Business Badge: Managing Across Cultures (0.5).

Students learn about what culture is and how it affects businesses. Includes an overview of cultures, understanding cultural frameworks, and using these frameworks to understand how different aspects of culture affect businesses. Hofstede's cultural framework is used to help analyze how cultural dimensions affect businesses and organizations. *Course includes diversity content.* Repeatable for credit. Graded Bg/NBg.

IB 333. International Business (3).

General education social and behavioral sciences advanced issues and perspectives course. A comprehensive overview of the multifaceted issues in international business and globalization that impact all functional areas of business. Examines contemporary issues, perspectives and influences on American business, economy, government, labor, society, technology, public policy and competitiveness. Reviews international trade theories, foreign exchange, monetary systems, balance of payments, trade policies, trade agreements, global trading systems and foreign investment, including cultural diversity, human rights, ethics and social responsibility issues. Examines implications for small and large businesses, including case studies from Wichita firms engaged in international business. *Course includes diversity content.* Prerequisite: junior standing recommended.

IB 400. Principles of Global Supply Chain Management and Logistics (3).

Cross-listed as DS 400. Designed to provide an overview of supply chains and logistics focusing on issues related to supply, operations, logistics and integration in a global context. Current and relevant topics to discuss include purchasing management, supplier relationships, ethical and sustainable sourcing, resource planning, process management, global logistics and location decisions, process integration, and performance measures. Area multi-national companies (Koch, Cargill, Spirit, Cessna and other aviation companies, etc.) are featured as live cases/guest lectures. Prerequisites: junior standing, advanced standing.

IB 450. Negotiating Across Cultures (3).

Cross-listed as MGMT 450. Regardless of one's chosen career, industry, title, status or role in an organization, one continually negotiates. If one manages or is managed, leads or is led, sells or is sold, buys or is bought, hires or is hired, fires or is fired, empowers or is empowered, one negotiates. Any time one requests or is requested to do something, one negotiates. The quality and effectiveness of one's career and life will be strongly influenced by one's ability to effectively negotiate. The better one understands the person(s) with whom one negotiates, the more effective negotiator one will be. Understanding the other person(s) includes understanding his/her/their culture, expectations, objectives, motivations, decision-making processes, and rationale for behavior. Focuses on bargaining and negotiating in a wide variety of settings,

from simple buyer/seller negotiations to multiple-issue/multiple-party negotiations. Touches on principal differences among cultures and how those differences may affect negotiations and outcomes. Prerequisites: IB 333, junior standing, advanced standing.

IB 481. Cooperative Education (1-3).

An academic program that expands a student's learning experiences through paid employment in a supervised educational work setting related to the student's major field of study or career focus. Repeatable for credit. Prerequisites: junior standing, advanced standing, 2.250 GPA.

IB 481N. Internship (1-3).

Complements and enhances the student's academic program by providing an opportunity to apply and acquire knowledge in a workplace environment as an intern. Prerequisite: departmental consent.

IB 491. Independent Study/Project (1-3).

Courses may be of two general types. The first consists of doing research, readings or other scholarly investigation in a subject area that is coordinated by a faculty member. The topic and scope would be mutually agreeable to the student and the faculty member. The second consists of doing a specific project for an organization, which might require the student to do research. The student may be embedded in an organization (either with or without pay) and under the direction of an organizational representative and a faculty member in order to accomplish a specific project. In either case, the course cannot be used to substitute for a regular departmental course. Repeatable for credit. Prerequisites: 2.750 GPA in the academic area, junior standing, advanced standing, departmental consent.

IB 561. International Economics and Business (3).

Cross-listed as ECON 672. Surveys the economic foundations of international trade, finance and investment. Includes foreign exchange markets, regional integration, trade theories and instruments, U.S. trade policies and treaties, multinational companies, immigration, as well as differences in cultural, political and economic systems. Includes current events. *Course includes diversity content.* Prerequisites: ECON 201, 202, junior standing.

IB 600. International Management (3).

Overview of international business including strategy and organizational behavior. Equips students to manage effectively in an increasingly diverse global marketplace. Covers international strategy formulation, cross-border alliances, control and coordination systems in multinational organizations, social responsibility and ethics, culture and communication in global management, international negotiations, and management of global human resources. *Course includes diversity content.* Prerequisite: IB 333.

IB 601. International Marketing (3).

Cross-listed as MKT 601. Problems and procedures of marketing in foreign countries. Includes the effects of foreign cultures and marketing systems on the design of marketing programs. *Course includes diversity content.* Prerequisite: MKT 300 with a minimum grade of C+ (2.300), junior standing, advanced standing.

IB 602. Legal Environment of International Business (3).

Analysis of legal and regulatory issues affecting import-export transactions, licensing and technology transfer, and international sales of services. Prerequisite: IB 333, junior standing, advanced standing.

IB 625. International Financial Management (3).

Cross-listed as ECON 674 and FIN 625. Studies the international financial and monetary system, emphasizing currency markets. Also examines market instruments and techniques, including synthetic and derivative securities and their application to management of currency

risk in international trade and finance. Prerequisites: FIN 340 with a grade of C+ (2.300) or better, junior standing.

IB 690. Special Topics in International Business (3).

Covers emerging topics within the field of international business.

Prerequisites: completion of or concurrent enrollment in all required IB courses, junior standing, advanced standing.

IB 690L. Study Abroad in France (3).

This course establishes a foundation of international business fundamentals. We will discuss the steps, principles, and methods associated with international business.