

International Business Option Electives

ACG 301 - External Financial Reporting I

Credits: 3

Prerequisite: A grade of "C" or better in [ACG 201](#) and [ACG 203](#) . Analysis of traditional financial accounting topics and theory. Examines recent developments in accounting measurement and promulgations of the leading professional accounting organizations. ACG 301 emphasizes the development of accounting standards and theory, financial statements, and current assets.

ACG 306 - Accounting Information Systems

Credits: 3

Prerequisites: A grade of "C" or better in [ACG 201](#) , [ACG 203](#) . Co-requisite or prerequisite: [ACG 301](#) . An introduction to the aggregation of data in an accounting information system with an emphasis on documentation, internal controls, and transaction cycles. Laboratory projects include advanced spreadsheet functions, an accounting software package and a database package.

BLA 371 - International Business Law

Credits: 3

Prerequisite: Junior or senior standing and admission to Cameron School of Business. An examination of the legal, political, social and cultural aspects of doing business abroad. The course will cover major legal systems of the world, the political and governmental structures of various nations, international organizations, the law of international business transactions, and the settlement of transnational legal disputes. The course also will highlight cultural challenges and opportunities that an American may encounter in international business.

BLA 461 - Commercial Law

Credits: 3

Prerequisite: Junior or senior standing and admission to Cameron School of Business. Study of the commercial legal environment in which business enterprises operate. Examines the law of contracts, sales and warranties, security interests, commercial paper, and debtor and creditor rights.

ECN 326 - Comparative Economic Systems

Credits: 3

Prerequisite: [ECN 125](#) or [ECN 222](#) and admission to Cameron School of Business. Analysis of economic systems operating under capitalism, socialism, communism, and fascism; institutions and organization of production and government; decision-making; distribution of income; problems of developing nations. Satisfies University Studies II: Approaches and Perspectives/Living in a Global Society.

ECN 429 - Economics of Growth and Development

Credits: 3

Prerequisites: [ECN 222](#) and admission to Cameron School of Business. Economic principles are developed and applied to evaluate theories of economic growth and development in an international context. Major topics include: Measuring growth, theory of economic growth, the economics of poverty, agricultural issues, health, nutrition, productivity, gender bias, education, and technological change; government failures, migration and population growth, theories of income distribution, human capital theory, social capital theory, the effect of geography on growth, and sustainable development. Partially satisfies University Studies IV: Building Competencies/Writing Intensive.

EBD 482 - Global Entrepreneurship and Exporting

Credits: 3

Prerequisites: [INB 300](#) and admission to Cameron School of Business. Primary focus on entrepreneurial activities within the international arena. Particular attention on the mechanisms of international entry modes, import and export management, licensing mechanisms, international financing, the impact of globalization, identifying business opportunities, risk assessment, legal and accounting implications of international activities, and international intellectual protection processes. Upon completion of this course, students will be qualified to take the Certified Global Business Professional (CGBP) exam.

FIN 433 - Introduction to Speculative Markets

Credits: 3

([ECN 433](#)) Prerequisite: [ECN 324](#) and [FIN 335](#) or consent of the department chair and admission to Cameron School of Business. Elementary economics of financial futures and options markets. Mechanics of trading and coverage of existing regulations. Pricing and strategies in options and futures contracts in the markets for financial assets and commodities. Hedging, risk management and valuation.

FIN/MKT 495 Praque Consultancy Program

MGT 351 - Green Business and Sustainable Enterprise

Credits: 3

Prerequisite: Admission to Cameron School of Business. Examination of green business and sustainable enterprise from multiple perspectives. Emphasis on how organizations create a sustainable focus in their productive activities and successfully compete in the eco-friendly marketplace. Particular attention directed to regulatory trends that impact green enterprises.

MGT 354 - Managing Innovation and Technology

Credits: 3

([EBD 354](#)) Prerequisite: Admission to Cameron School of Business. Development and adoption of new technology in corporate operations. Attention directed to creating an environment that fosters continuous improvement through experimentation, innovation, and change. Topics include the nature of technology, its role in business strategy, technological forecasting, the creative process, organization and management of professional personnel, and project management techniques.

MGT 356 - Human Resource Management

Credits: 3

Prerequisite or co-requisite: [MGT 350](#) and admission to Cameron School of Business. Evaluation of concepts and approaches used in human resource management and development. Study of manpower planning, selection procedures, performance review, compensation and benefits, equal employment/affirmative action factors, and labor relations. Emphasis is on how personnel specialists and operating managers can improve organizational performance.

MGT 358 - Organizational Behavior

Credits: 3

Prerequisite: Admission to Cameron School of Business. Application of behavioral science concepts in the management of organizations. Emphasis on increasing productivity on the individual, group, and organizational level. Particular attention directed to analyzing organizations, developing motivational programs, designing enriching jobs, leadership development, and managing organizational change.

MGT 459 - Negotiation

Credits: 3

Prerequisite: Admission to Cameron School of Business. Study of theory, research and practice in negotiation. Topics include social dilemmas, distributive bargaining, integrative agreements, multiple-party scenarios, dispute resolution, third-party interventions and ethics. Negotiation exercises provide experience in a variety of contexts.

MIS 318 - Global Information Systems

Credits: 3

Prerequisites: [MIS 213](#) , [INB 300](#) . Study of cultural, governmental, and technical factors in global information systems management. Technical topics include distributed architectures, international standards, localization mechanisms, and integration models. Non-technical topics included governmental, infrastructure, and cultural factors, and methods of managing distributed resources.

MKT 349 - Consumer Behavior

Credits: 3

Prerequisite: [MKT 340](#) and admission to Cameron School of Business. Behavioral science concepts and principles and how they contribute to effective and efficient marketing activities from the perspective of the consumer, marketer and public policy maker.

SCM 371 - Logistics and Distribution Management

Credits: 3

Prerequisites: [SCM 370](#) and admission to Cameron School of Business. This course provides an in-depth study of a wide range of logistics and distribution issues facing managers. Topics include an analysis of the following components of a typical logistics system: customer service, logistics system analysis, network analysis, facility planning, warehouse operations, traffic and transportation management, and distribution planning. Attention is directed toward the establishment of sustainable competitive advantage based on transportation, logistics and distribution activities.

SCM 375 - Quality Management

Credits: 3

Prerequisite: [SCM 370](#) and admission to Cameron School of Business. This course introduces quantitative and qualitative concepts and applications of quality management in manufacturing and service organizations. Topics include quality design, continuous improvement, cost of quality, employee involvement in quality, team building for quality, quality circles, service quality, statistical process control, and the relationship among quality, productivity, and competitiveness.

SCM 379 - Purchasing and Materials Management

Credits: 3

Prerequisite: [SCM 370](#) and admission to Cameron School of Business. This course provides an in-depth study of the concepts, methods, and responsibilities of the purchasing function for manufacturing and service organizations. Topics include the organization role of purchasing, strategic sourcing, contract and pricing practices, negotiation, quality assurance and reliability, inventory management, lean purchasing, make-or-buy decisions, and the acquisition of transportation and other services.

SCM 475 - Supply Chain Management

Credits: 3

Prerequisite: [SCM 370](#) and admission to Cameron School of Business. This course provides a detailed analysis of the materials planning and execution systems used to manage the flow of material in service and manufacturing organizations to facilitate all stages of the supply chain. Topics include systems for demand management and forecasting techniques, inventory control systems for distribution channels, materials and capacity requirements planning systems, scheduling and order dispatching systems.

SCM 476 – Sustainable Supply Chain Systems

Credits: 3

Prerequisite: [SCM 370](#) and admission to Cameron School of Business. This course focuses on analyzing the implications of environmental considerations in logistics decisions. The course stresses learning how businesses can succeed while tackling sustainable challenges, empathizing the fundamental tools and techniques required for analyzing and designing environmentally sustainable supply chain systems. The course covers carbon footprint, sustainable logistics, closed-loop supply chains, reverse logistics and sustainable supply chain strategy. Students work on a team-project that evaluates the sustainable supply chain strategy of an industry or a publicly traded company.

Courses that are not in this list require International Business Concentration coordinator approval.