



INTERNATIONAL BUSINESS MAJOR (INT B)

The International Business major is designed to prepare students for the increasingly international nature of business. Compared to other business majors, this one provides greater emphasis on knowledge and skills that are needed to conduct business in an international setting. This includes issues concerned with accomplishing organizational objectives through the coordination of human, material, information, and financial resources across national boundaries. In addition to studying the core business courses, students in this major will receive a broad exposure to the complexity of international business through required course work in international business, international culture, a foreign language, and a study abroad experience.

In addition to preparing students for an international business environment, the major aims to provide them with knowledge of a specific business discipline by requiring the completion of all the requirements for a second business major. As a result, students meet the university requirements for a multiple major. Graduates of the INT B major should be better prepared to function effectively as employees of small businesses with developing international operations or as members of larger business organizations with extensive global operations.

For the B.S. degree in International Business (in conjunction with a second business major), a minimum of 125 credits is required. A student enrolled in this major must earn at least a grade of C in each 300- and 400-level course required for the major.

BUSINESS MINORS

Business minor information sheets are available for Accounting, Economics, Finance, Management, Management Information Systems and Marketing. For details, see checklist of specific major, the *Bulletin*, or consult in-charge of major representative or college registrar.

CAREER OPPORTUNITIES

Given their understanding of the international economic environment, graduates of the INT B major should be better prepared to function effectively as employees of small businesses with developing international operations or as members of larger business organizations with extensive global operations.

The Academic and Career Planning Center (ACPC) assists students with the process of career and life planning through a full range of programs and services. You may schedule appointments with the ACPC staff to discuss issues including interests, skills, values, and goal setting, as well as how to find career information, internships, full-time jobs, and graduate schools. You are encouraged to utilize the services of the ACPC every year from your first semester to graduation.

Recommended Academic Plan – International Business (INT B at Erie)

Semester 1	Credits	Semester 2	Credits
<i>ENGL 015 Rhetoric & Composition or Honors 030 (GWS) *</i>	3	<i>CAS 100 (GWS) Effective Speech</i>	3
<i>MATH 110 Calc I or 140 Calc w/Analytic Geometry (GQ) *</i>	4	Humanities (GH)	3
Humanities (GH)	3	Arts (GA)	3
Natural Sciences (GN)	3	Natural Sciences (GN)	3
Health and Physical Activity (GHA)	1.5	Supporting Course (Foreign Language)	4
First-Year Seminar	1		
Total Credits:	15.5	Total Credits:	16
Semester 3	Credits	Semester 4	Credits
ACCTG 211 Financial & Managerial Accounting *	4	SCM 200 Intro to Stats for Business or <i>STAT 200 (GQ) *</i>	4
Arts (GA)	3	M I S 204 Intro to Management Info Systems *	3
B A 243/[B A 241-Legal Environment of Business (2) and B A 242-Social & Ethical Environment of Business (2)] *	4	<i>ENGL 202D (GWS) Writing for Business</i>	3
<i>ECON 002 Intro to Micro Economics (GS) *</i>	3	Natural Science (GN)	3
Health and Physical Activity (GHA)	1.5	<i>ECON 004 Intro to Macro Economics *</i>	3
Total Credits:	15.5	Total Credits:	16
Semester 5	Credits	Semester 6	Credits
MGMT 301 Basic Management Concepts	3	SCM 310 Intro to Operations Management	3
FIN 301 Corporate Finance	3	Additional Course (International Business)	3
MKTG 301 Principles of Marketing	3	Supporting Course (Foreign Language)	4
Additional Course ((International Business)	3	Supporting Course (Culture)	3
Supporting Course (Foreign Language)	4	Supporting Course (2nd Business Major)	3
		Supporting Course (2nd Business Major)	3
Total Credits:	16	Total Credits:	19
Semester 7	Credits	Semester 8	Credits
MGMT 471W Business Strategy	3	Additional Course (International Business)	3
Additional Course (International Business)	3	Supporting Course (2nd Business Major)	3
Supporting Course (2nd Business Major)	3	Supporting Course (2nd Business Major)	3
Supporting Course (2nd Business Major)	3	Supporting Course (2nd Business Major)	3
Supporting Course (2nd Business Major)	3	Supporting Course (2nd Business Major)	3
Total Credits:	15	Total Credits:	15

- An asterisk (*) indicates entrance to major requirements.
- **Bold type** indicates courses requiring a quality grade of C or better.
- *Italics* indicates courses that satisfy both major and General Education requirements.
- **Bold Italics** indicates courses requiring a quality grade of C or better and that satisfy both major and General Education requirements.
- GWS, GHA, GQ, GN, GA, GH, and GS are codes used to identify General Education requirements.
- US, IL, and US;IL are codes used to designate courses that satisfy University United States/International Cultures requirements. Students must complete 3 credits in US and 3 credits in IL. If a student takes a 3 credit course that is both US and IL, to complete the requirement, he/she must take another 3-credit course that is US, IL, or both US and IL. Education abroad courses and other credit-bearing experiences such as internships that meet this requirement, will be designated US, IL or both US and IL.
- W is the code used to designate courses that satisfy University Writing Across the Curriculum requirements.
- At least 50% of all business credit hours required for the degree must be completed at Penn State Erie. Students may transfer a maximum of six (6) credits of 300-or 400-level business coursework from another academic institution.
- Students who have not met the admission requirement of two units of a high school foreign language must complete a college level-one foreign language within their first 60 credits. This is a pre-admission requirement – credits will not count toward degree requirements.

Scheduling patterns for courses not taught each semester:

Program Notes:

Academic Advising Notes:

INTERNATIONAL BUSINESS MAJOR (INT B)

(B.S., 125 credits)

NAME: _____

PSU ID _____

GENERAL EDUCATION	REQUIREMENTS FOR THE MAJOR
<p>SKILLS</p> <p>Writing/Speaking (9 cr)</p> <p>ENGL 015 or 030 GWS(3) _____ 1-2 _____</p> <p>CAS 100 GWS(3) _____ 3-4 _____</p> <p>ENGL 202D GWS(3) _____ 4 _____</p> <p>Quantification (4 cr)</p> <p>MATH 110 OR 140 GQ(4) _____ 1-2 _____</p> <p>FIRST-YEAR SEMINAR (minimum 1 credit)</p> <p>_____ 1-2 _____</p> <p>HEALTH AND PHYSICAL ACTIVITY (3 cr. GHS or GPE)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>DISTRIBUTION COMPONENT</p> <p>Natural Sciences (9 cr, GN)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>Arts (6 cr, GA)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>Humanities (6 cr, GH)</p> <p>_____ 1-4 _____</p> <p>_____ 1-4 _____</p> <p>Social and Behavioral Sciences (6 cr)</p> <p>ECON 002 GS (3) _____ 3-4 _____</p> <p>ECON 004 GS (3) _____ 3-4 _____</p>	<p>PRESCRIBED COURSES</p> <p>ACCTG 211(4) _____ 3-4 _____</p> <p>B A 243/[BA 241 and BA 242](4) _____ 3-4 _____</p> <p>MIS 204(3) _____ 3-4 _____</p> <p>SCM 200(4) _____ 3-4 _____</p> <p>FIN 301(3) _____ 5-6 _____</p> <p>MGMT 301(3) _____ 5-6 _____</p> <p>MKTG 301(3) _____ 5-6 _____</p> <p>SCM 310(3) _____ 5-6 _____</p> <p>MGMT 471W(3) _____ 7-8 _____</p> <p>ADDITIONAL COURSES</p> <p>Select 12 credits from ECON 470 IL, FIN 407, MGMT 461 IL, MKTG 445 IL, or other 300- or 400-level international business course in consultation with an adviser.</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>SUPPORTING COURSES</p> <p>Business Supporting Courses (21-33 cr)</p> <p>Select a minimum of 21 credits from <u>one</u> business supporting course group in consultation with adviser. Students must complete the requirements for a second School of Business major.</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>_____ 5-8 _____</p> <p>Foreign Language and Culture (15 cr)</p> <p>Select 15 credits in a foreign language and culture. [Note: Students must attain third-level proficiency in a single foreign language (0-12 credits) and select 3-15 credits from the school-approved list of non-business international courses. See general information section of the <u>Bulletin</u> for the Penn State placement policy on foreign languages. Students receiving advanced placement in foreign language may substitute courses from school-approved foreign language and culture course list to complete the credits for this requirement.]</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>_____ 1-6 _____</p> <p>Education Abroad Experience (3 cr)</p> <p>Select 3 credits from school-approved non-business Education Abroad courses.</p> <p>_____ 5-8 _____</p>
<p>PREREQUISITE COURSES: Depending on the results of university placement tests, additional credits <u>beyond</u> the minimum degree requirements may be needed to meet the prerequisites for certain courses (for example, MATH 021 and 022 for MATH 110; ENGL 004 for ENGL 015).</p> <p>Electives:</p> <p>_____ 1-2 _____</p> <p>_____ 1-2 _____</p> <p>_____ 1-2 _____</p>	

* See opposite page for other important graduation requirements.

SUPPORTING COURSE LIST FOR THE INTERNATIONAL BUSINESS MAJOR

SUPPORTING COURSES (FOR A SECOND BUSINESS MAJOR)

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| <p>I. ACCOUNTING (ACNTG)
(22 Credits) (TOTAL CR. = 132)
ACNTG 310/ACCTG 371(4)
ACNTG 311/ACCTG 472(3)
ACNTG 312/ACCTG 312(3)
ACNTG 320/ACCTG 310(3)
ACNTG 410/ACCTG 450(3)
ACNTG 412/ACCTG 340(3)
ACNTG 422/ACCTG 422(3)
ACNTG 423/ACCTG 403(3)</p> | <p>IV. FINANCE (FNC)
(22 Credits) (TOTAL CR. = 129)
ACNTG 305/ACCTG 305(4) or 310/ACCTG 371 (4)
ACNTG 426/ACCTG 426(3)
FNC 400/FIN 405(3)
FNC 410/FIN 420(3)
FNC 460/FIN 406(3)
FNC 480/FIN 481(3)
Select 3 credits from ECON 304 GS, ECNS 420/ECON 351, ECNS 450/ECON 442, ECNS 460/ECON 481, or ECNS 485/ECON 485, (ECNS 420/ECON 351 is recommended).</p> | <p>VII. MANAGEMENT INFORMATION SYSTEMS MAJOR (MISBD)
(28 Credits) (TOTAL CR. = 135)
CMPBD 204/CMPSC 102(4)
CMPBD 217/CMPSC 109(3)
CMPBD 350/CMPSC 335(3)
MIS 336(3)
MIS 430(3)
MIS 435(3)
MIS 494(3)
OR
MIS 495(3)
Select 6 credits of 300- or 400-level courses in CMPSC or MIS in consultation with an adviser. (These must comprise a 2-semester sequence in a single programming language.)</p> |
| <p>II. BUSINESS ECONOMICS BECON)
(21 Credits) (TOTAL CR. = 128)
ECNS 485/ECON 485(3)
ECON 302 GS(3)
ECON 304 GS(3)
Select 12 credits from ECNS 410/ ECON 410, ECNS 420/ECON 351, ECNS 430/ECON 430, ECNS440/ ECON 342, ECNS 450/ECON 442, ECNS 460/ECON 481, and ECNS 462/ECON 482.</p> | <p>V. MANAGEMENT MAJOR (MANGT)
(GENERAL MANAGEMENT OPTION)
(21 Credits) (TOTAL CR. = 128)
L I R 100/LER 100 GS(3)
MANGT 330/MGMT 331(3)
MANGT 340/MGMT 341 US(3)
MANGT 410/MGMT 410(3)
Select 9 credits from ECNS 410/ECON 410, ECNS 430/ECON 430, MANGT 420/MGMT 420, or ECNS 440/MGMT 440</p> | <p>VIII. MARKETING (MRKTG)
(21 Credits) (TOTAL CR. = 128)
MRKTG 310/MKTG 342(3)
MRKTG 320/MKTG 330(3)
MRKTG 330/MKTG 440(3)
Select 12 credits from ECNS460/ECON 481, ECNS 462/ECON 482, ECNS 485/ ECON 485, MANGT 455/SCM 455, MIS 336, MRKTG 400/MKTG 327, MRKTG 410/MKTG 410, MRKTG 420/ MKTG 428, MRKTG 494/MKTG 494, MRKTG 495/MKTG 495, MRKTG 497/ MKTG 497 (with at least 6 credits from 400-level MRKTG courses).</p> |
| <p>III. ECONOMICS (ECNS)
(33 Credits) (TOTAL CR. = 140)
ECON 302 GS(3)
ECON 304 GS(3)
Select 15 credits in BECON, ECNS, or ECON above the 300 level, in consultation with an adviser.
Select 3 credits in Arts.
Select 3 credits in Humanities.
Select 6 credits in Social/Behavioral Sciences</p> | <p>VI. MANAGEMENT MAJOR (MANGT)
(OPERATIONS MANAGEMENT OPTION)
(24 Credits) (TOTAL CR. = 131)
ECNS 460/ECON 481(3)
L I R 100/LER 100 GS(3)
MANGT 330/MGMT 331(3)
MANGT 340/MGMT 341 US(3)
MANGT 410/MGMT 410(3)
SCM 450 (3)
SCM 455(3)
SCM 460(3)</p> | |

SUPPORTING COURSES (NON-BUSINESS)

INTERNATIONAL STUDIES
ANTH 045 GS;US; IL(3)
COMMU 400/COMM 410(3)
COMMU 402/CAS 471 IL(3)
FR 139 GH;IL(3)
GER 200 GH;IL(3)
HIST 010 GH;IL(3)
HIST 175 GH;IL(3)
HIST 178 GH;IL(3)
HIST 179 GH;IL(3)
HIST 181 GH;IL(3)
HIST 191 GH;IL(3)
HIST 437 IL(3)
HSTRY 410W/HIST 418w(3)
HSTRY 415/HIST 420W(3)
HSTRY 418/HIST 429(3)
HSTRY 431(3)/No Longer Offered
HSTRY 437W(3)/ No Longer Offered
HSTRY 480/HIST 487(3)
HSTRY 481/HIST 488(3)
INTST 100 GS;IL(3)
INTST 400(3)
PL SC 003 GS(3)
PL SC 014 GS(3)
PL SC 020(3)
PL SC 022 (3)
PL SC 437(3)
PL SC 456(3)
POLSC 123/PL SC 123 GS;US;IL(3)
POLSC 132/PL SC 132GS;IL(3)

POLSC 421/PL SC 452(3)
POLSC 423/PL SC 423(3)
POLSC 424W/PL SC 484W(3)
POLSC 477/PL SC 487(3)
POLSC 478/PL SC 488(3)
PSYCH 100 GS(3)³
PSYCH 120 GS;US;IL(3)³
RUS 100 GH;IL(3)
SPAN 130 GH;IL(3)
SPAN 131 GH;IL(3)

EDUCATION ABROAD¹

Select one of the university-sponsored or Behrend-based Education Abroad Programs.

FOREIGN LANGUAGE

French²
FR 001(4)
FR 002(4)
FR 003(4)
German²
GER 001(4)
GER 002(4)
GER 003(4)
Spanish²
SPAN 001(4)
SPAN 002(4)
SPAN 003(4)

¹ Education Abroad coursework in business areas must be applied to Prescribed, Additional, or Supporting Course Requirements in business. Non-business courses taken abroad may be applied to Non-business Supporting Course Requirements.

² Students who place into French, German, or Spanish 002 or 003 on the basis of previous language study in high school may substitute credits of international studies coursework in consultation with an adviser.

³ PSY 002/PSYCH 100 is a prerequisite for PSYCH 120. If both of these courses are completed, they may be applied together towards the non-business international or culture course requirement. However, PSYCH 100, if completed without PSYCH 120, may not be used to satisfy the non-business international or culture course requirement.