

Student ID: _____
Student Name: _____
Adviser Name: _____

Catalog: 2019-20 College of Liberal Arts
Program: International Business Major
Minimum Credits Required: _____

International Business Major

Meet the Faculty

As the business world and global economy become increasingly international and interconnected, successful leaders need more than a traditional business degree to stay competitive. A well-rounded base of knowledge, experience, and skills ” integrating international themes, foreign cultures, and foreign languages are essential to truly understand the foundation of international business environment. These credentials will contribute to a meaningful and successful career path in business.

The International Business (INB) major is grounded in the Rollins’ commitment to educate students for active citizenship and ethical leadership in a global society and to prepare graduates for productive careers.

Major Requirements

The requirements for the International Business major are:

- Seventeen (17) courses, including nine (9) core courses, one (1) international business internship, two (2) International Business electives, five (5) foreign language and area studies courses,
- International experience,
- INB majors/minors must earn a grade of C or better in the following courses: INB 200, BUS 230, BUS 233, and BUS 236, and
- Earn a minimum academic average of a 2.00 (‘C’) for all courses taken at Rollins and achieve a minimum academic average of a 2.00 (‘C’) for all courses taken to fulfill major and minor.

If you major in INB you cannot major or minor in MGT. The major is compatible with the 3/2 program of the Crummer Graduate School of Business, in which students earn a B.A. and MBA in 5 years. If an INB major takes 3 or more courses in a specific subject, s/he can count this as concentration. This is subject to Department Director approval.

Residency and Distribution

INB majors must take all core courses at Rollins (except for courses taken by transfer students prior to admission to Rollins). INB 200, BUS 450, and all INB 300-level courses must be taken in the Business Department.

Core Courses (10)

Course Name	Crs:	Term Taken	Grade	Gen Ed
INB 200 - Introduction to International Business (Grade of ‘C’ or better required)				
BUS 230 - Financial and Managerial Accounting (Grade of ‘C’ or better required) <i>Prereq(s):</i> MGT 101 or INB 200.				
BUS 233 - Micro and Macro Economics <i>Prereq(s):</i> MGT 101 or INB 200.				
BUS 236 - Statistics for Business (Grade of ‘C’ or better required) <i>Prereq(s):</i> MGT 101 or INB 200.				
BUS 245 - International Organizational Behavior <i>Prereq(s):</i> MGT 101 or INB 200.				
INB 337 - International Marketing Management <i>Prereq(s):</i> BUS 230, BUS 233, and BUS 236.				
INB 365 - International Operations & MIS <i>Prereq(s):</i> BUS 230, BUS 233 and BUS 236.				
INB 372 - International Financial Management <i>Prereq(s):</i> BUS 230; BUS 233, BUS 236.				
INB 397 - International Business Internship <i>Prereq(s):</i> Completed one 300 level INB core course.				
BUS 450 - Global Business Strategy <i>Prereq(s):</i> MGT 320, MGT 330, MGT 350. INB 337, INB 365, and INB 372. SE 305, SE 345, and MGT 350.				

International Business Internship

INB majors are required to complete an internship (INB 397). INB majors may satisfy this requirement by (a) participating in a Rollins International Internship program (e.g., London, Spain, Costa Rica, China, and Australia), (b) a summer internship abroad, or (c) a local internship with a reflection paper on some aspect of international business. Students register for internships through the Office of Career Services.

International Experience

INB majors are required to have a direct international experience. This requirement may be satisfied by (a) participating in a Rollins semester abroad program, (b) participating in an INB approved Rollins study abroad course, (c) by experience as an international student studying in the U.S., or (d) by extensive experience living or working abroad at age 16 or older. Students should document their international experience and provide supporting evidence and an essay describing their experience. The Department Director will determine whether or not the international experience satisfies the requirements for the INB major.

Language and Area Studies (5 Courses):

Proficiency in English and at least one (1) modern foreign language are essential for a successful career in international business. Foreign language substitutions do not apply to the INB major. To accommodate students with different learning styles and needs, the foreign language and area studies requirement of five courses may be satisfied in several ways. Choose one of the following:

1. Students can compete five (5) courses in language/area studies, with at least one language at the 300 level and at least one area studies course at the 300 level.
2. Students may satisfy this requirement by declaring and completing one (1) of the following majors/minors: French, German, Russian, Spanish.
3. Students may satisfy this requirement by declaring and completing one (1) of the following majors/minors: Asian Studies, Australian Studies, Latin American and Caribbean Studies, Middle Eastern & North African Studies, and Sustainable Development as long as INB language requirement of at least one (1) language course at 300 level is satisfied. Department of Modern Languages at Rollins offers 300 level courses in Chinese, French, German, Russian, and Spanish.
4. The foreign language requirement may be waived by demonstrating 'native proficiency' in a modern foreign language as determined by the Rollins College Department of Modern Languages and Literatures or by passing a standardized test administered by the ACTFL Testing Office. Contact the International Business department director for more information. Receiving a foreign language waiver does not reduce the total number of courses required for the International Business major. Students receiving such a waiver are required to take five (5) area studies or other language courses with at least two (2) at the 300-400 level.

All courses offered at the 200 level and above by the Department of Modern Languages, including CHN, EUR, FRN, GMN, HBR, JPN, RSN, & SPN courses count as language or area studies.

Please see your advisor for additional courses that may be offered.

Additional Area Studies Courses are:

Course Name	Crs:	Term Taken	Grade	Gen Ed
ANT 201 - Cultures of the Caribbean				
ANT 207 - Anthropology of Modern Africa				
ANT 255 - Middle East Culture				
ANT 259 - Contemporary Middle East and North Africa				
ANT 277 - Gender in the Middle East and North Africa				
ARH 243 - Fashion in Africa				
ARH 341 - African Art and Colonialism				
AUS 262 - The Australian Economic and Political Systems				
COM 240 - Intercultural Communication				
ECO 254 - The Latin American Economies				
ECO 307 - International Economics <i>Prereq(s):</i> ECO 202 and ECO 203.				
ECO 308 - European Economies <i>Prereq(s):</i> ECO 202 and ECO 203.				
ECO 310 - International Finance <i>Prereq(s):</i> ECO 202 and ECO 203.				
ECO 323 - Political Economy of Chinese Development <i>Prereq(s):</i> ECO 202 & ECO 203. ECO 202 and ECO 203.				
ECO 327 - Comparative Economic Systems <i>Prereq(s):</i> ECO 202 and ECO 203.				
ECO 336 - Gender Issues in Latin American Economic Development <i>Prereq(s):</i> ECO 202 and ECO 203.				
ECO 351 - Economic Development <i>Prereq(s):</i> ECO 202 and ECO 203.				
ENGW 217 - Introduction to Professional Writing				
ENV 206 - Caribbean Environmental History				
ENV 292 - Political Economy of Environmental Issues				
ENV 348 - Sustainable Development				
ENV 365 - Environment and Development in Central America				

Co-requisite(s): ENV 365F.				
HIS 351 - Mexico-United States Relations				
HIS 353 - Modern Mexican History				
HIS 355 - Modern Latin American History				
HIS 361 - Contemporary China				
LAC 200 - Foundations of Latin America and Caribbean Culture & Society				
LAC 400 - Seminar in Latin American and Caribbean Studies <i>Prereq(s):</i> Second-semester junior or senior standing and LAC 200.				
MUS 360 - Music in the Global Environment				
POL 302 - The Politics of Global Poverty <i>Prereq(s):</i> POL 100 or POL 130.				
POL 304 - Middle East Politics. <i>Prereq(s):</i> POL 100, POL 130, or ANT 255 or instructor consent.				
POL 306 - Muslims in Western Politics.				
POL 309 - Global Democratization <i>Prereq(s):</i> POL 100 or POL 130 .				
POL 312 - Problems of Latin America <i>Prereq(s):</i> POL 100 or POL 130 at least one LAC course.				
POL 317 - Latin America and the United States in World Politics <i>Prereq(s):</i> POL 100 or POL 130 or one LAC course.				
POL 319 - US-China Relations <i>Prereq(s):</i> POL 130.				
POL 321 - The Politics of Latin America <i>Prereq(s):</i> POL 100 or POL 130 or at least one LAC course or consent.				
POL 334 - Political Economy of Japan <i>Prereq(s):</i> POL 100 or POL 130.				
POL 352 - International Law <i>Prereq(s):</i> POL 130 or consent.				
POL 353 - Foreign Policy of the U.S. <i>Prereq(s):</i> POL 130.				
POL 384 - East Asian Politics				
POL 385 - Politics in China <i>Prereq(s):</i> POL 100.				
REL 217 - Jewish Life and Thought				
REL 218 - Christianity: Thought and Practice				
REL 219 - Islam: Religion and Society				
REL 230 - Buddhism: Theory and Practice				

International Business Electives

1. Students must take two of the following courses; at least one (1) must be at the 300-400 level.
2. Students may satisfy this requirement by declaring and completing one of the Business concentrations.

Additional business courses (BUS, INB, or MGT prefix) not listed above may count as elective with Department Director approval.

Course Name	Crs:	Term Taken	Grade	Gen Ed
BUS 331 - Financial Statement Analysis <i>Prereq(s):</i> BUS 230				
BUS 332 - Family Business Financial Management <i>Prereq(s):</i> BUS 230				
BUS 339 - Marketing Analytics <i>Prereq(s):</i> INB 337 or MGT 330.				
INB 201 - Technology and Global Business				
INB 214 - Global Business of Sport				
INB 215 - The Global Entertainment Business				
INB 225 - Sustainable Business Practices				
INB 268 - International Social Entrepreneurship				
INB 290 - Special Topics in International Business <i>Prereq(s):</i> INB 200.				

INB 300 - International Business Operations <i>Prereq(s):</i> INB 200 and BUS 230.				
INB 311 - Asian Business Environment <i>Prereq(s):</i> INB 200 or junior standing.				
INB 312 - Asian Economic Tigers <i>Prereq(s):</i> INB 200 or junior standing.				
INB 313 - Australian Business Environment <i>Prereq(s):</i> INB 200 or junior standing.				
INB 315 - Business and Economic Development in Modern China <i>Prereq(s):</i> INB 200.				
INB 320 - Global Development: Challenges & Opportunities <i>Prereq(s):</i> BUS 233				
INB 336 - Advanced Business Statistics <i>Prereq(s):</i> BUS 236.				
INB 338 - Global Consumer Behavior <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 342 - International Human Resource Management <i>Prereq(s):</i> INB 200.				
INB 345 - International Management & Leadership <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 347 - International Advertising <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 350 - Managing Information Systems <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 363 - Global e-Business <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 366 - Global Impact Investing				
INB 367 - International Financial Statement Analysis <i>Prereq(s):</i> BUS 230.				
INB 373 - International Investments <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 374 - Computational Finance <i>Prereq(s):</i> BUS 230.				
INB 376 - International Supply Chain Management <i>Prereq(s):</i> INB 365.				
INB 377 - International Real Estate <i>Prereq(s):</i> BUS 230, BUS 233.				
INB 380 - Global Brand Management <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 383 - International Marketing Research <i>Prereq(s):</i> Junior standing and BUS 236				
INB 385 - Global Franchising <i>Prereq(s):</i> INB 200.				
INB 395 - Special Topics in International Business <i>Prereq(s):</i> INB 200 and junior standing.				

Honors in International Business

Students interested in seeking Honors in International Business should consult the requirements listed under “Honors in the Major Field” in the College Catalog.

Concentrations

INB Majors have the option to earn a concentration in either Family Business and Entrepreneurship, Finance, or Marketing. The concentrations are grounded in the Rollins’ commitment to educate students for active citizenship and ethical leadership in a global society and to prepare graduates for productive careers. Each concentration requires a core course and three (3) additional courses. Students must be in good standing with the college and carry the requisite GPA for their major. All prerequisites must be satisfied for students to take courses, or students must get instructor approval.

Family Business and Entrepreneurship Concentration

Core Courses (1)

Course Name	Crs:	Term Taken	Grade	Gen Ed
BUS 245 - International Organizational Behavior (INB and MGT Majors)				

<i>Prereq(s):</i> MGT 101 or INB 200.				
Elective Courses (3)				
Course Name	Crs:	Term Taken	Grade	Gen Ed
BUS 317 - Personal Finance <i>Prereq(s):</i> Junior standing				
BUS 332 - Family Business Financial Management <i>Prereq(s):</i> BUS 230				
BUS 376 - Personal Selling <i>Prereq(s):</i> BUS 245 and junior standing.				
BUS 395 - Special Topics in Business <i>Prereq(s):</i> BUS major, junior/senior standing.				
BUS 398 - Independent Research <i>Prereq(s):</i> permission of department head.				
BUS 399 - Independent Research <i>Prereq(s):</i> permission of department head.				
INB 395 - Special Topics in International Business <i>Prereq(s):</i> INB 200 and junior standing.				
• INB 398/399 Independent Research				
MGT 316 - Critical Thinking and Problem Solving <i>Prereq(s):</i> BUS 245 or junior standing.				

Finance Concentration

Core Courses (1)

Course Name	Crs:	Term Taken	Grade	Gen Ed
INB 372 - International Financial Management (INB Major) <i>Prereq(s):</i> BUS 230; BUS 233, BUS 236.				
MGT 320 - Entrepreneurial and Corporate Finance (MGT Major) <i>Prereq(s):</i> BUS 230, BUS 233 and BUS 236.				

Elective Courses (3)

Course Name	Crs:	Term Taken	Grade	Gen Ed
BUS 317 - Personal Finance <i>Prereq(s):</i> Junior standing				
BUS 331 - Financial Statement Analysis <i>Prereq(s):</i> BUS 230				
BUS 348 - Investments <i>Prereq(s):</i> MGT 320 & junior standing.				
BUS 395 - Special Topics in Business <i>Prereq(s):</i> BUS major, junior/senior standing.				
BUS 398 - Independent Research <i>Prereq(s):</i> permission of department head.				
BUS 399 - Independent Research <i>Prereq(s):</i> permission of department head.				
INB 366 - Global Impact Investing				
INB 367 - International Financial Statement Analysis <i>Prereq(s):</i> BUS 230.				
INB 373 - International Investments <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 374 - Computational Finance <i>Prereq(s):</i> BUS 230.				
INB 375 - International Alternative Investments <i>Prereq(s):</i> BUS 233, BUS 236 , or equivalent.				
INB 377 - International Real Estate <i>Prereq(s):</i> BUS 230, BUS 233.				
INB 395 - Special Topics in International Business <i>Prereq(s):</i> INB 200 and junior standing.				
• INB 398/399 Independent Research				

Marketing Concentration

Core Courses (1)

Course Name	Crs:	Term Taken	Grade	Gen Ed
INB 337 - International Marketing Management (INB Major) <i>Prereq(s):</i> BUS 230, BUS 233, and BUS 236.				
MGT 330 - Entrepreneurial Marketing (MGT Major) <i>Prereq(s):</i> BUS 230, BUS 233 and BUS 236.				
Elective Courses (3)				
Course Name	Crs:	Term Taken	Grade	Gen Ed
BUS 339 - Marketing Analytics <i>Prereq(s):</i> INB 337 or MGT 330.				
BUS 375 - Advertising Promotion <i>Prereq(s):</i> MGT 330 & junior standing.				
BUS 376 - Personal Selling <i>Prereq(s):</i> BUS 245 and junior standing.				
BUS 395 - Special Topics in Business <i>Prereq(s):</i> BUS major, junior/senior standing.				
BUS 398 - Independent Research <i>Prereq(s):</i> permission of department head.				
BUS 399 - Independent Research <i>Prereq(s):</i> permission of department head.				
• INB 302 Green & Social Marketing				
INB 338 - Global Consumer Behavior <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 347 - International Advertising <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 380 - Global Brand Management <i>Prereq(s):</i> BUS 233, BUS 236.				
INB 383 - International Marketing Research <i>Prereq(s):</i> Junior standing and BUS 236				
INB 395 - Special Topics in International Business <i>Prereq(s):</i> INB 200 and junior standing.				
• INB 398/399 Independent Research				
Notes:				