

Anderson School of Management

INTERNATIONAL MANAGEMENT CONCENTRATION / BBA



ALL CONCENTRATION INFORMATION EFFECTIVE FOR STUDENTS ADMITTED FALL 2009 OR THEREAFTER. REVISED SEPTEMBER 2010.

Profession Overview:

International business majors learn all of the basic business concepts and then focus on international finance, sales and marketing. Many programs require proficiency in a foreign language. Students also take cultural studies courses to learn about the customs, laws and business rules of other countries. Courses will include global marketing, international commerce laws, finance, and cultural sensitivity and communications. Salaries for the field vary widely.

Concentration Overview:

Anderson School of Management offers two options in International Management, the general option or the Latin American option. A semester or a year abroad is highly recommended.

To fulfill the general International concentration, students must complete 15 credit hours that include: Mgmt 421, 474 and three international electives.

In addition, students must demonstrate proficiency in a foreign language via **one** of the following:

- 1) Completion of two upper division 300-level or above foreign language classes,
- 2) Studying abroad in a foreign language (minimum of 6 credit hours completed in the language),
- 3) Successful completion of a proficiency test at the intermediate or advanced level, such as the DELE B-2 certification for Spanish offered by the Instituto Cervantes.

To fulfill the Latin American emphasis, students must complete 18 credit hours that include: Mgmt 420, 421, 422 and 474 along with two international electives and two upper-division foreign language courses.

The International Management Concentration requires completion of 128 credit hours including the following course work:

Pre-Admission course work	55 credit hours
Anderson Core	30 credit hours
International Management course work	18-21 credit hours
Upper-Division Humanities	3 credit hours
Additional Free Electives	~ about 19-25 credit hours
(as needed to complete graduation requirements)	

Admission Process:

Admission to this program requires completion of all pre-admission course work with a "C" or better, a GPA of 2.5 on all pre-admission course work and overall GPA of 2.5 on UNM or transfer work, and submission of application to the program by published deadlines.

GRADUATION APPLICATION DUE:

Fall: July 1 Spring: November 1 Summer: April 1

Contact Information:

FACULTY ADVISOR	Professor Raul de Gouvea (505) 277-8448, degouvea@mgt.unm.edu
DEPT ADMIN ASST	Kaye Summerhays (505) 277-3756, summerhays@mgt.unm.edu Office: ASM 2168
BBA ADVISEMENT	David S. White, dswhite2@unm.edu (A-L) Theresa A. Torres, torres@mgt.unm.edu (M-Z) (505) 277-3888

SUGGESTED SCHEDULE

JUNIOR YEAR: First Semester Credit Hours

MGMT 300: Operations Management	3
MGMT 303: Managerial Accounting	3
MGMT 322: Marketing Management	3
MGMT 326: Financial Management	3
MGMT 328: International Management	3

Total Credit Hours 15

JUNIOR YEAR: Second Semester

MGMT 306: Org Behavior & Diversity	3
MGMT 308: Eth, Pol & Soc Environment	3
MGMT 310: Legal Issues for Managers	3

MGMT 421: Entry Strategies for Intl Markets 3

MGMT 474: Intl Financial Management 3

Total Credit Hours 15

SENIOR YEAR: First Semester

MGMT 450: Computer Based Info Sys 3

* **International Management Electives 6**

300-level Second Language 3

** Upper Division Humanities 3

Free Electives 3

Total Credit Hours 18

SENIOR YEAR: Second Semester

MGMT 498: Strategic Management 3

300-level Second Language 3

* **International Management Electives 3**

Free Electives 9

Total Credit Hours 18

* **International Management required elective.**

Choose three (3) courses from the following list.

MGMT 420: Management in Latin America

MGMT 422: Seminar on Mexican Econ Markets

MGMT 483: International Marketing

MGMT 492: Negotiation Strategies

MGMT 493: Special Topics offered in the department

** **Upper-Division Humanities:** One 3-hour course, 300-level or above from: American Studies, Classics, Comparative Literature, English, History, Philosophy, or Religious Studies.

<http://bba.mgt.unm.edu/concentrations/international.asp>



www.mgt.unm.edu

**PRE-APPROVED NON-ANDERSON SCHOOL
INTERNATIONAL MANAGEMENT ELECTIVES**
(effective August 2010)

CJ 314 Intercultural Communication. (3)

Examines cultural influences in communication across ethnic and national boundaries.

ECON 421. Latin American Economics. (3)

Analysis of recent and historical issues in Latin American economies, including inflation, debt, trade, regional integration, privatization, stabilization and structural reform.

Prerequisite: ECON 303.

ECON 424. International Trade. (3)

Determinants of patterns of international trade and comparative advantage. Trade restrictions and gains from trade. International factor movements.

Prerequisite: ECON 300.

ECON 429. International Finance. (3)

Foreign exchange markets and the international financial system. Exchange rate determination, balance of payments adjustment and the effectiveness of government policies in the open economy. International monetary system.

Prerequisite: ECON 303 or 315.

JAPAN 320. Japanese Culture. (3 to a maximum of 6)

This course provides a multidisciplinary introduction to Japanese culture, with an emphasis on the anthropology and sociology of contemporary Japan.

HIST 464./644. U.S.-Mexico Borderlands. (3)

History of the U.S.-Mexico borderlands and its various native and immigrant communities from 1848 to the present.

Focus on cultural and economic linkages, ethnic and military struggles, and formation of new identities on the border.

HIST 468./648. Society and Development in Latin America, 1492-Present. (3)

Overview of social and economic trends in Latin America, stressing labor systems, social structure, trade, demography and industrialization.

POL SC 346./512. International Political Economy. (3)

Examines contemporary issues in international political economy, including competition and cooperation among advanced industrial nations, relations between rich and poor nations, international trade, global finance and production, and globalization.

Prerequisite: POL SC 240.

POL SC 356. Political Development in Latin America. (3)

Cross-national study of political development in the Latin American region, including topics such as democracy, authoritarianism, dependency, populism and revolution.

Prerequisite: POL SC 220.

SOC 461. Social Dynamics of Global Change. (3)

A sociological perspective on economic, political and social trends worldwide. Implications of global change for individuals, organizations and societies. {Offered upon demand}

1. This is a pre-approved list. Other non-Anderson electives may also be approved on an individual basis by Faculty Advisor, Professor Dante DiGregorio.

2. A maximum of two of these courses may be used toward the International Management Minor.

3. Courses on this list may not be used toward the International Management minor and your major.

Please consult your college advisor for additional information.