International Management

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Finance, International, Technology, & Entrepreneurship Department
The University of New Mexico Anderson School of Management
Taking the best of New Mexico into the world

Welcome and thank you for your interest in International Management. We’re working hard to maintain a dynamic and world-class concentration that prepares you to be a Globally Competitive, Planetary Decision-maker.

• The following document shares news, events, and opportunities made possible by our program and our community partners.

• It also identifies coursework offered next semester that fulfills requirements for the IM concentration

• If you are currently part of the IM concentration or if you are interested in the credit requirements, please visit the course checklist here.
We’re committed to continued excellence in international management education.

We have and will continue to take great measures to ensure that your college experience is a world-class experience.

Despite the recent COVID-19 pandemic, we are working hard to make sure that you have the access to resources to ensure your success in the IM concentration. This includes making sure that international experiences can still be cultivated, even if they are done using creative and alternative methods.

More than ever, we need international managerial skills, and we’re here to help shape that agenda.

If you require any advice regarding your IM experience, please contact mrmonto@unm.edu for support, guidance, and accompaniment.
International Management: A STAGING GROUND FOR TRAINING SKILLED PLANET-ORIENTED DECISION-MAKERS

We want you to be able to shape the narrative of your educational journey. The following framework describes our current emphasis.

In addition to the traditional management curriculum, this is a snapshot of our framework (see diagram).

Meanwhile, you will be challenged to discover what makes New Mexico uniquely connected to the planet:

• What traits make New Mexico our own brand of cosmopolitan?
• How can we do better than “real world experience?” How does our multiplicity of realities make our state a stage for success in the world economy?

Want to reflect on how your degree matters to yourself and the world? Contact Dr. Manuel Montoya, adviser, IM Concentration, mrmonto@unm.edu
International Business Students Global (IBSG)
A world-class student organization

Last year, our students helped an international governmental organization evaluate their social impact.

Our IKEEP program team recently traveled to Zambia, worked with the King of the Bembe and have shared world-class advice to one of our community partners (Women 2 Be).

Students have the ability to shape their engagement to the world while learning valuable IM skills. Sign up now and be part of this talented community!

Get involved! Learn about our programs at: www.unmibsg.com
IBSG: A Student Organization
Shaping the Global Agenda

- Visited 15 countries
- Engaged in over a dozen major global discussions
- Hosted major world leaders
- Over 20 world-shaping projects
- Mentored over 100 students
- Students hired by major consulting firms (McKinsey)
- Consulted dozens of organizations local and abroad
- Wrote a book that is used by major decision making bodies (Outside the Margins)
- Working on new book
- Recruiting top level students to UNM (Fulbright program)
- Developing research that grows and supports the NM economy and its global engagement

APPLY TODAY:  http://unmibsg.com/ibsg-application/
This year marks our 3rd year working with the COMEXUS Fulbright Program to bring some of Mexico’s greatest minds to UNM through our Binational Business Program. Sponsored in partnership with the NM Trade Alliance and the City of Albuquerque, our Fulbright Students have already built a reputation for helping our region develop and grow New Mexico’s connection to the rest of the world. Because of generous financial support from our partners, our previous fellows have been able to stay at the Anderson School to continue their education and continue to contribute their expertise to the community.
This year, we will welcome our 5th Fulbright Garcia Robles Fellow Scholar. This scholar will be working with IBSG, the NM Trade Alliance, and UNM. Our previous four scholars continued their education at UNM and have made it a primary destination for the Fulbright program. 

Be on the lookout for presentations and opportunities to work with these students.
UNM EMBA International Practicum

THIS YEAR, UNM’S EMBA 2020 COHORT WILL VISIT Melbourne and Sydney Australia. We will explore the cultural and economic landscape of these two cities while learning about the challenges and opportunities that can connect us to New Mexico’s growth and development.

For more information about our EMBA program, click here.
We are partners with several organizations dedicated to addressing issues of global importance. We offer support to students interested in participating their events, including global experiential learning credit for the IM concentration. Our partners include:

Global Ties ABQ
Global Ties ABQ hosts more than 350 international visitors annually, creating global connections among the people of New Mexico and emerging leaders from around the world.
Please visit their website here for information on how to become a member.

Santa Fe Council on International Relations (SCRI)
SCRI connects New Mexico and the world by engaging, educating, and inspiring people as responsible global citizens.
Please visit their website here for information on how to get involved.

Santa Fe World Affairs Forum
The SFWAF aims to broaden and deepen understanding of world affairs through small, interactive, professionally led sessions on international issues for a membership of informed individuals. Click here to learn how to get involved.
Click here to learn about their upcoming symposia.
As part of our ongoing effort to maintain relationships with our colleagues around the world, we are hosting two discussions based on the CFR conference calls with our partners at the Universidad Autonoma de Chihuahua (UACH). You will have a chance to talk with their students about issues we are all learning more about.

World 101 will be a unique opportunity to share publicly available information with partners within our region so that we learn, grow, and develop a public discussion about how we connect to the world. For a link to the CFR’s free, online campus, please visit www.cfr.org/campus/cfr-campus.

Current dates: TBD, ongoing

Contact mrmonto@unm.edu if you have interest in participating in a discussion with our partners in our Sister City of Ciudad Chihuahua, Mexico.
Since 2015, Sam Fouad, a former executive at EY and world-renowned strategy consultant has served as our Executive In Residence. Not only is he teaching coursework (one of our exemplary 328 core IM faculty) he has also worked closely with the Albuquerque Hispano Chamber of Commerce as an advisor.

Recently, the AHCC has honored Sam with a space on their donor wall for his efforts. He will also help moderate and share strategies with attendees at the 40th anniversary United States Hispanic Chamber of Commerce convention which will be held here in New Mexico.

Sam is working with faculty and community partners to help characterize the unique and diverse contributions that NM makes to the global economy.

We are honored to have him among our ranks.
UNM is fortunate to host a Diplomat In Residence from the United States Department of State. Laura Gritz is our current Diplomat In Residence.

Laura is available to talk with those considering internships, fellowships, and future careers about the extraordinary opportunities the State Department offers to serve their country in the Foreign and Civil Service.

Please contact Laura by email at DIRsouthwest@state.gov
Our International Management program is consistently interested in art, craft, and creative economy. The creative economy constitutes 5% of the world economy and is its most resilient sector. We partner with the ALB Program at the College of Fine Arts on several initiatives, including shared credit and co-curricular programming.

Did you know that New Mexico is home to three of the world’s largest craft festivals? Did you know that each year, these festivals have over 40 Million USD in economic impact? Did you know that UNM Anderson and our College of Fine Arts have some of the most unique curricular offerings regarding the study, practice, and design of management strategies related to craft, cultural, and creative economy?

The College of Fine Arts is home to the undergraduate and graduate ALB minors. Visit the ALB program [here](#). For inquiries about ALB contact Regina Chavez Puccetti, Director [rchav217@unm.edu](mailto:rchav217@unm.edu)

For some examples of work we’ve done in the past regarding creative and cultural economy visit our IBSG website’s world culture program [here](#).

For more information on our current programming, or if you’d like to be added to our IM listserv for lectures, opportunities, and events, please contact [mrmonto@unm.edu](mailto:mrmonto@unm.edu)
Here are courses offered through the ALB program for Fall 2020

- ALBS 2110 The Business of Being an Artist
- ALBS 2120 Making the Promotional Video
- ALBS *365 Social Media for Arts Marketing
- ALBS 375 Producing for Film & Digital Media
- ALBS *450 Business Planning for the Arts
- ALBS *470 Adv T: Leadership for Creatives
- ALBS *470 Adv T: Exhibition Development & Design
- ALBS *495 Arts Leadership & Business Internship
International Studies Institute (ISI)

ISI ONE OF OUR FASTEST GROWING PROGRAMS AT UNM.

We consider them a natural partner, and in most cases, we accept their coursework and program offerings for elective credit to our BBA IM Concentration.

The ISI currently has a thematic area entitled, Global Markets, International Institutions, and Global Governance. For more information about this thematic area, visit here.

Here are some programmatic offerings for the Fall 2020:

Introduction to International Studies INTS 1101[101] — CRN 52369 – This class will examine structural violence from an international perspective (noting the actions of the IMF/World Bank in Latin America and Africa). We'll also be looking at the legacy of resource extraction imperialism in the "developing world”.

Be on the lookout for ISI’s Fall Lecture Series, which will focus on Water Resources in Latin America.

For more information about ISI, visit here.
Our Latin American and Iberian Institute (LAII) and its Latin American Studies (LAS) Program is one of the world’s premier centers for Latin American Studies.

Anderson actively participates in shaping the LAS program. We also have a MALAS-MBA in Latin American Studies joint program. For more information please visit here.
In the Fall we will begin working with Ambassador Jorge Alberto Lozoya. He will be visiting UNM as a Fulbright scholar in the fall.

Ambassador Lozoya is a distinguished diplomat from Mexico with an extensive career that has focused on topics including world heritage, East West relations, and international cultural affairs. Please contact mrmonto@unm.edu if you are interested in learning more about how UNM will be working with the Ambassador.
UNM’s National Security Studies Program has been a long-time partner and supporter of our International Management initiatives.

They have financially supported many of our IBSG programs and they connect our students to opportunities in the Global/National Security world. NSSP offers coursework that we accept as IM concentration electives and they provide world-class research and professional development support, particularly for those interested in joining the national intelligence community.

UNM is one of the first ever CIA signature schools and we currently have an intelligence officer in residence to support and mentor students interested in intelligence careers. The NSSP is part of the Global and National Security Policy Institute out of the Provost’s Office.

Please visit https://nssp.unm.edu/ to learn about three core resources:

- The Global and National Security Policy Institute
- The National Security Studies Program
- The newly established Critical Technology Studies Program
GNSPI and shared credit

The IM concentration accepts credit for concentration elective for this graduate program. We can also pair the graduate certificate with your IM concentration.

Please visit https://gnspi.unm.edu/ to learn about GNSPI programming.

The Master’s degree helps you develop a broad definition of global and national security to include nuclear proliferation, infrastructure resiliency, food, water, and energy security, terrorism, humanitarian issues, innovation, cyber security, environmental security, US national security policy, the rule of law, and global health. See here for a listing of courses within this program.
We have several study abroad opportunities made possible by our partners in the Global Education Office (GEO). Students can study, intern, volunteer, research, and attend conferences abroad. Programming can take place for a year, semester, summer, a month, weeks, or even days in over 45 countries around the world.

For those interested in studying abroad, [here is a link to opportunities through UNM](#). Anderson has dozens of IM related partnerships, which you can explore.

In most cases financial aid can be used. In addition, you can find [funding information here](#).

GEO serves as our primary global service unit on campus, including managing admission for our international students and scholars to UNM.

Become a Lobo Friend mentor to one of our international students. [Sign up here](#).

Attend International Festival each April and participate in International Education Week in November of each year.

Need a passport? Visit [UNM’s Passport Center](#) located in the UNM Bookstore.

We also have an official representative in [Mexico City](#), who supports the educational partnerships and outreach between UNM and partners in the Americas.
GEO has worked with several units on campus to create a program for those interested in engaging in the Peace Corps.

Students can obtain a valuable global certificate as part of the prep program whether or not they actually move forward with going through Peace Corps.

For more information about this certificate program, please visit this weblink.
Study Abroad Example

Mercator School of Management
(Duisburg, Germany)

Since 2010, we have maintained a strong relationship with the Mercator School of Management in Duisburg, Germany.

In 2019, our own Dr. Brian Gillespie led a graduate course to Mercator.

Be on the lookout for a similar course in 2020.

**HERE ARE SOME GENERAL DETAILS:**

- 2 week program in summer 2020
- Earn 3-9 credit hours toward your MBA degree
- Study at University of Duisburg-Essen
- Visit Berlin, Düsseldorf, and Cologne, Germany
- Interact with German students
- Speak with local and international businesses
- Visit with representatives of the German federal government

For more information about our exchange agreement with Mercator, visit [here](#).

For more information about Dr. Gillespie’s class, contact briangillespie@unm.edu
In 2018, we developed a relationship with the National Association of Small Business and International Trade Experts (NASBITE) to provide you an opportunity to gain a certification as an international trade expert.

The CGBP (Certified Global Business Professional) certificate is an internationally recognized credential, and you have an opportunity through UNM to:

- Online training for the CGBP exam
- Take the exam at a discount
- Gain membership to the national organization for $75
- Opportunities for internships with major organizations

Meet Jennifer Raven, an Anderson Graduate Student and our new NASBITE student ambassador. If you have any questions about the program, please email her at jraven@unm.edu for more information.
We are pleased to introduce ourselves to you as your core faculty. Most of your International Management courses will be taught by us or through our broad network of community partners.

If you need some advice, please do not hesitate to contact us.

Dr. Raul Gouvea
Professor
Faculty profile

Dr. Manuel Montoya
Associate Professor
Faculty profile

Dr. Doug Thomas
Professor
Faculty profile

Raj Mahto
Chair
FITE Department

Vanessa Garcia
Administrative Assistant
FITE Department
Meet our MGMT 328 Adjunct Team

Each year, our IM faculty work closely with our community experts to provide you an opportunity to learn from people in NM that are globally-engaged. The professional faculty you see below join our core IM faculty to bring to you a high standard for International Management education through our 328 course (a core BBA course). Here is a brief snapshot of our current adjunct team:

Karen Converse
Director of Operations, Los Poblanos Organic Farm

Randy Trask
Executive Director, NM Trade Alliance

Claire Stasiewicz
PhD Candidate, craft economy expert, Erasmus University of Rotterdam

Sam Fouad
Executive In Residence, former executive at EY, global consultant, professional faculty at FGV University, Brazil
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Raul Anaya  
Production Manager, Jabil

Luca Ispirescu  
Director of Business Development, Silent Falcon UAS Technologies

Kathy Towle  
Director, 3 Mil International Finance Expert, International Management (Spanish)
Fall 2020 courses

UNDERGRADUATE
- MGMT 328 - International Management (various sections)
- MGMT 420 - Management in Latin America
- MGMT 421 - International Entrepreneurship
- MGMT 427 - Global Experiential Learning - proposal-based course

GRADUATE
- MGMT 527 - Global Experiential Learning - proposal-based course
- MGMT 594.009 - US-Latin American Strategic Partnerships
- MGMT 596 - International Entrepreneurship
- MGMT 653.002 Environmental Sustainability & Business
MGMT 595: Management in Latin America

Analysis and diagnosis of Latin American environments as they offer opportunities and pose constraints in the performance of managerial responsibilities.

Special emphasis is given to the Mexican environment and its relationship to the world.
Globalization can mean anything and nothing at the same time. In order to solve global problems, we should first figure out how to think about the “global.” This results in a big question: how do we experience the planet in a meaningful way? This course is an interdisciplinary course that challenges to think about issues that Planet Earth (as a distinct social and economic space) faces. We will learn how to “read the world distinctively” (what we call Terra Prime) well enough to engage and address major global problems.
MGMT 421 and 596: International Entrepreneurship
WITH PROFESSOR Doug Thomas

Teaches the practical science and craft of international business operations, such as exports.

The international business strategies of firms are analyzed through fundamental analysis and technical analysis using real cases.

If you are interested in signing up for the course, please contact douglasethomas@unm.edu
MGMT 427/527: Global Experiential Learning

**HOW IT WORKS:**

- Global experiential learning courses are variable credit courses that range from 1-6 credit hours. They operate like independent study classes, but require that you propose a course of study (for example, you have an internship or opportunity you’d like to develop into a for credit elective). To learn more about the proposal process, visit our 427/527 info sheet.

- However, some courses are already partially constructed in coordination with community partners. These courses have been developed to give you an opportunity to focus your training on a particular organization and the IM challenges they currently face.
MGMT 427/527: Global Experiential Learning

**HOW IT WORKS:**

- If you select any of these 427/527 options, you will participate in programming that is regularly occurring with community partners. This means that we’re constantly working to keep connected to the world around us!

- Take a look at the following courses. Remember, 427/527 courses count as an IM elective concentration (427 for undergraduates 527 for graduates).

- This course is available only if you have a faculty sponsor! If you wish to develop a course, please contact us to determine how we can make this opportunity feasible. We can also send you a list of previous projects to give you inspiration for your own project.