

# INTERNATIONAL BUSINESS (IB)

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**IB 611. International Corporate Finance.****3 Credits.**

Students gain an understanding and appreciation of the additional risks and opportunities that occur once a firm goes international. They develop a working knowledge of tools used by international firms to deal with those risks and opportunities. The topics include international financial markets, foreign exchange risk measurement and management, political risk, financial engineering, investment project evaluation, managing short-term funds, etc.

**Prerequisites:** Take MBA 640, MBA 660.

**Offered:** As needed

**IB 623. International Business Negotiation.****3 Credits.**

This course analyzes different forms of negotiations and related themes in an international context. Topics include the negotiation process, communication, conflict resolution, value creation, value claiming, influence strategies, closing and renegotiation. Special emphasis is placed on examining how culture affects negotiation. Negotiation behavior and styles of a few selected nationalities also are discussed.

**Prerequisites:** None

**Offered:** As needed