INTERNATIONAL BUSINESS (IB)

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: Take MBA 660 or permission of instructor.
Offered: Every year, Spring and Summer

IB 652. Multinational Management. 3 Credits.
This course specifically addresses global management and how management decision-making across a range of areas impacts global, as well as local, business strategies and tactics. Within the framework of multiple regional, national and organizational cultures, this course addresses five major areas including: foundations of multinational management such as institutional contexts and ethical challenges in a multinational environment; strategy content and formulation for multinational companies (small and large); management processes in strategy implementation design choices for multinational companies; strategy implementation for multinational companies with an emphasis on human resource management; and strategy implementation for multinational companies with an emphasis on interaction and communication processes.
Prerequisites: Take MBA 615.
Offered: As needed

IB 688. Independent Study-International Business. 3 Credits.
Permission of the MBA director and School of Business dean is required.
Offered: Every year, All

IB 689. Independent Study-International Business. 3 Credits.
Permission of the MBA director and School of Business dean is required.
Offered: Every year, All