

BACHELOR OF SCIENCE IN INTERNATIONAL BUSINESS

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Corporations, nonprofits and government agencies from around the world need talented professionals who have the ability to successfully work in culturally diverse environments and possess a knowledge of global markets and international business trends. International business students learn how to work with culturally diverse businesses and populations, and develop critical thinking and analytical skills. Students also develop a foundation in international finance, international marketing, global supply chain, and international management and strategy, and also learn how to work with international data and its sources. Graduates with this background are prepared for careers in global supply chain management, international marketing and marketing research, business development, financial analysis and business consulting.

Students in the IB major are encouraged to immerse in a foreign country with a study abroad program to better understand its history, politics, business and culture. Students also may complete an internship while studying abroad. Alternatively, internships with local businesses or major firms in neighboring New York City enable students to apply their knowledge in a real-world setting. IB majors can also graduate with a certificate in Global Supply Chain (<http://catalog.qu.edu/business/entrepreneurship-strategy/global-supply-chain-cert/>).

BS in International Business Curriculum

The BS in International Business requires the completion of 122 credits.

Code	Title	Credits
Business Core Curriculum		
Complete the Business Core Curriculum (http://catalog.qu.edu/business/#corecurriculumtext)		43
University Curriculum		
Complete the University Curriculum for School of Business (http://catalog.qu.edu/business/#universitycurriculumtext)		34
International Business Core		
ENT 210	Introduction to Entrepreneurial Thinking and Practice	3
IB 311	International Marketing	3
IB 324	Negotiating Internationally	3
	or ENT 340 Opportunity Recognition and Negotiation	
IB 335	International Finance	3
IB 352	International Management	3
IB 401	International Strategy and Business Plan	3
	or ENT 420 Business Launch	
International Business Electives		
Select two of the following:		6
Students are strongly encouraged to take SB 488 Business Internship as one of these electives		
ENT 110	Entrepreneurship and Innovative Responses to the Coronavirus	

ENT 220	The Business of Music
ENT 250	Idea Validation and Business Model Development
ENT 290	Creating Digital Businesses
ENT 299	Special Topics in Entrepreneurship
ENT 320	Small Business Marketing
ENT 330	Entrepreneurial Finance
ENT 331	Family or Small Business Financing
ENT 350	Social Entrepreneurship
ENT 360	Small and Family Business
ENT 361	Managing the Family or Small Business
ENT 371	Business Plan Competition
ENT 499	Independent Research in Entrepreneurship
IB 120	Introduction to Doing Business in the European Union
IB 313	International Marketing Research
	or MK 320 Marketing Research
IB 320	Introduction to Global Entrepreneurship
IB 345	Global Supply Chain
MG 340	Transportation and Logistics Management
MG 341	Service Operations Management
MG 342	Supply Chain Analytics
MG 343	Procurement and Sourcing
MK 320	Marketing Research
PO 332	European Politics
SB 360	International Business Immersion (This is a short-term study abroad course)
SB 488	Business Internship

Open Electives	
Select 21 credits ¹	21

Total Credits	122
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1

Students are encouraged to choose elective courses that may be applied to a minor. Note: Students placed in MA 107 have 15 credits available under electives.

For those students interested in an ENT/IB double major please consult with the department chair for information about course requirements.

Study Abroad Requirement

Students are required to study abroad, ideally for a semester but in special circumstances a shorter program is possible (e.g., J-term, Summer, etc.). Please see the department chair if you have further questions. Foreign students are exempt from this requirement.

Student Learning Outcomes

On completion of the BS in international business, students will demonstrate the following competencies:

- Business Knowledge:** Students apply basic business theories and concepts to understand and solve business problems.
- Business Analytics:** Students effectively gather, assess and utilize data to understand, improve and communicate business decisions using Excel and other analytical tools.
- Communication:** Students communicate business ideas effectively through written communications, oral communications and presentations, and digital media.
- Critical Thinking:** Students utilize information and research findings to analyze problems and determine appropriate solutions.
- Business Ethics:** Students apply ethical frameworks to evaluate situations and determine appropriate solutions.
- Cultural Adaptability:** Students recognize and apply knowledge and diversity within and across individuals and groups.
- Professionalism:** Students exhibit professional behavior, including a strong work ethic in their classes, in their interactions with faculty, staff and colleagues, and in their team assignments.

Admission Requirements: School of Business

The requirements for admission into the undergraduate School of Business programs are the same as those for admission to Quinnipiac University.

Admission to the university is competitive, and applicants are expected to present a strong college prep program in high school. Prospective first-year students are strongly encouraged to file an application as early in the senior year as possible, and arrange to have first quarter grades sent from their high school counselor as soon as they are available.

For detailed admission requirements, including required documents, please visit the **Admissions** page of this catalog.

Seamless Transfer Agreement with Gateway Community College (GCC), Housatonic Community College (HCC) and Norwalk Community College (NCC)

Under this Transfer Agreement, GCC, HCC and NCC graduates will be guaranteed admission into a bachelor's degree program with third year (junior) status at Quinnipiac University on the condition that they:

- Graduate with an associate in arts, an associate in science in business, College of Technology engineering science, nursing or an allied health degree with a minimum cumulative GPA of 3.00 (this may be higher in specific programs).
- Satisfy all other Quinnipiac University transfer admission requirements and requirements for intended major.

Suggested Transfer Curriculum for BS in International Business

A minimum of 60 credits is required for transfer into the BS in International Business program. Below is a sample plan of study for the first two years prior to matriculation at Quinnipiac University.

Course	Title	Credits
First Year		
Fall Semester		
English I		3

Introduction to Business	3
Microeconomics	3
Business Statistics	3
History Elective	3
Credits	15
Spring Semester	
English II	3
Macroeconomics	3
Financial Accounting	3
Information Systems	3
Marketing	3
Credits	15
Second Year	
Fall Semester	
Managerial Accounting	3
Finance	3
International Business	3
Management	3
Art Elective	3
Credits	15
Spring Semester	
Operations Management	3
Business Law	3
Science Elective with Lab	4
Social Science Elective	3
Additional Elective (Business or other)	3
Credits	16
Total Credits	61