

# MINOR IN INTERNATIONAL BUSINESS

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Multinational corporations and nonprofits alike look for talented professionals who have the core business skills and the technological competence to represent and grow their interests abroad. A minor in international business increases your knowledge of both the global marketplace and global business trends. You'll learn how traditional disciplines such as finance, marketing and sales vary in international settings, as well as how to adapt managerial and leadership techniques to the needs of foreign environments.

This program also helps develop vital communication skills as well as a sense of cultural awareness. Electives ground you in the social, economic and political context of international business. You'll learn to think globally, and how to effectively negotiate across many different cultures. Whatever your career goals entail, the international business minor contributes an important level of depth to your education, and can open doors to careers both at home and abroad.

## International Business Minor Curriculum

Students wishing to minor in international business must complete 18 credits.

Code	Title	Credits
<b>Required courses</b>		
IB 201	Globalization and International Business (Business majors must take IB 201. Non-business majors can take IB 105)	3
or IB 105	International Business Environment	
IB 311	International Marketing	3
IB 324	Negotiating Internationally	3
or ENT 340	Opportunity Recognition and Negotiation	
IB 352	International Management	3
Select two of the following:		6
ENT 110	Entrepreneurship and Innovative Responses to the Coronavirus	
ENT 210	Introduction to Entrepreneurial Thinking and Practice	
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 32 Marketing Research
IB 320	Introduction to Global Entrepreneurship
IB 335	International Finance
IB 345	Global Supply Chain
IB 401	International Strategy and Business Plan or ENT 4: Business Launch
MG 340	Transportation and Logistics Management
MG 342	Supply Chain Analytics
MG 343	Procurement and Sourcing
PO 332	European Politics
SB 360	International Business Immersion (This is a short-term study abroad course)
SB 488	Business Internship

**Total Credits**

**18**