



The University of Georgia

University Council
Athens, Georgia 30602

April 17, 2009

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Dear Colleagues:

The attached proposal to make changes to the major in International Business (I.B.) and to establish this major as a co-major will be an agenda item for the April 24, 2009, Full University Curriculum Committee meeting.

Sincerely,

David E. Shipley, Chair
University Curriculum Committee

cc: Dr. Arnett C. Mace, Jr.
Professor Jere W. Morehead



The University of Georgia

Terry College of Business

Robert T. Sumichrast, *Dean*
Simon S. Selig, Jr. Chair for
Economic Growth

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April 14, 2009

Dr. Arnett C. Mace, Jr.
Senior Vice President for Academic Affairs & Provost
Administration Building
University of Georgia

Dear Arnett:

After careful evaluation of the Terry College International Business (IB) major, the International Business Coordination Committee recommends two changes. First, the Committee recommends that IB students complete an "international immersion requirement" to include one of the following: an approved, 3 or more-hour study abroad program; INTB 4800, which requires students to complete an approved internship with an international component in a company doing global business; or two additional language-related courses in the student's selected language (above 3000-level).

Second, the Committee recommends that students wishing to major in IB select and complete a co-major. That is, they will complete the IB major in conjunction with a functional area major within the Terry College. Currently, the IB major is a stand-alone degree that requires students to choose an "area of emphasis" drawn from the various degree programs within the Terry College. Under this proposal, the functional area major replaces the area of emphasis requirement, requiring students to obtain additional background in their chosen field, while at the same time maintaining the exposure to the international elements of the IB major. Students would be able to complete both parts of the co-major within the current 121 hours required for graduation.

In the attached document, we provide our reasons for the two recommendations, describe the proposed structure of the co-major, list the benefits and costs of the proposed changes, and provide administrative details related to implementation.

The Terry College Faculty have considered the changes recommended by our International Business Coordination Committee and voted in favor of the changes. The University Curriculum Committee will consider them on April 24, 2009.

Sincerely,

Robert T. Sumichrast, Dean

/rk

PROPOSAL
Change of Curriculum and Entrance Requirements
For the International Business Major

1. *Background and Outline of Proposal*

In November 2007, Dean Sumichrast charged the IB Programs Committee with the task of evaluating Terry's IB major and comparing it with parallel programs at (1) "the best in the business," and (2) our peer and aspirant institutions. In our subsequent benchmarking of Terry's IB major, we found variation across the comparison programs, including schools offering a stand-alone major, schools offering an IB co-major or dual degree, and schools offering an IB minor, concentration or certificate program. However, among institutions offering IB as a major, our report clearly identified a trend toward offering IB as a double major or co-major. Section I.A. of the IB Program Committee's Report (May 6, 2008) which summarizes these findings is attached here as Exhibit 1.

Additionally, among the comparison institutions offering IB as a major, 75 percent required students to complete a study abroad program. Recognizing the rising cost of participation in study abroad programs, the report included the following curriculum-related recommendation: "To increase the rigor and depth of IB students' experience, the Committee recommends requiring IB majors to complete one of the following: a 3-hour study abroad program; an internship with an international component in a company doing global business; or two additional language-related courses (this can include literature or cultural courses) in the one language selected by the student."

The Committee subsequently met with Dean Sumichrast on August 27, 2008 to receive his comments on our report. At that meeting, the Dean acknowledged the desirability of the proposed addition to the IB curriculum, and he also said he would like to consider a proposal to restructure IB as a co-major. The Committee was asked to consider the feasibility of such a restructuring.

After further consideration and analysis, the Committee recommends that both proposed changes be adopted by the College and the University. Neither change will prevent IB students from graduating within the 121 hours generally required for graduation at UGA. Specifically, the international immersion requirement can easily be melded into the existing curriculum requirements without students having to complete additional hours. Analysis of the various Terry degrees shows that completion of the co-major can also occur without additional hours. Exhibit 2 provides degree requirement summaries that illustrate the integration for each functional area major within the existing IB major requirements. All of the summaries assume that students will complete 61 hours of UGA General Education requirements. Each summary lists the requirements to complete the co-major in the remaining 60 hours of coursework.

2. Integration of Courses for Co-Major (under the new cohort curriculum)

Across the Terry College, each major except the IB major requires students to complete the business core, and several major-required courses and major-related courses, plus allows students to choose from a low of 21 (Accounting) to a maximum of 27 (Finance) credit hours of general electives and Arts & Sciences electives. The IB major requires students to complete the business core, two IB classes (6 hours – ECON 4040 and MGMT 5560) plus a 3 hour major-elective class selected from a list of international courses offered by various Terry departments. IB majors also select an area of emphasis of 12 hours within a Terry program (one of the Terry majors or from Legal Studies). In addition, IB majors are required to complete 15 hours of a foreign language (in a single language), some of which can be satisfied with advanced placement credit.

The general principle of integration that is applied across all of the proposed co-majors is that the current IB area of emphasis requirements apply for both majors while the additional requirements of the IB major (ECON 4040, MGMT 5560, the third international course plus the foreign language requirements) are rolled into the general and Arts & Sciences electives of the functional area majors. We summarize two examples of the integration below:

Finance – IB Co-major

The Finance major requires the student to complete 12 hours of business core, 12 hours of major-required classes and 9 hours of major-related classes. In addition, the student is required to take 15 hours of general electives and 12 Arts & Science electives. The 12 hours of IB area of emphasis courses would be courses required by the Finance major. ECON 4040, MGMT 5560 and the IB major-related course would count as 9 hours of general electives for the Finance major. The IB foreign language requirement would be used to satisfy the Arts & Sciences electives. Under this combination, students would have an additional 6 hours of general electives (plus additional Arts & Sciences hours if the student had advanced placement credit for foreign language).

Accounting – IB Co-major

The Accounting major is one of the least flexible majors for Terry students, requiring 15 hours of the business core plus 24 hours of major-required classes. However, the IB requirements can still fit into an Accounting-IB co-major by fulfilling the 9 hours of general electives in Accounting by taking Econ 4040, Mgmt 5560 and the IB major-related course. The Arts & Sciences electives would be fulfilled with the IB foreign language requirement.

As illustrated in Exhibit 2, it appears that the IB degree can be successfully integrated into a co-major program with each Terry functional area major without requiring the student to earn additional hours beyond the 121 UGA credit-hour requirement. There are, however, minor adjustments that would need to be adopted for the Economics-IB co-major (substitute ECON 4550 for ECON 4040) and the Management Information System-IB co-major (substitute a major required class for MIST 5780).

The only current area of emphasis that does not fit the proposed co-major model is Legal Studies (because Legal Studies is not a stand-alone major). In this case, based on the demand for Legal Studies as a current area of emphasis, the Committee proposes that Terry students continue to be allowed to choose Legal Studies as an area of emphasis that can be completed in conjunction with an IB co-major. However, students should be advised that this option could result in adding hours to their BBA degree.

3. *Benefits and Costs of the Proposals*

The benefits of adding an international immersion requirement to the IB major are fairly straightforward. First, adding this requirement brings Terry's IB major more in-line with IB programs offered at our peer and aspirant institutions. Moreover, completion of this requirement will add to the experience and education of IB majors, making them more knowledgeable of global issues in business and thus more valuable to employers. In fact, about 55 percent of current IB majors choose to complete a study abroad or internship program, approximately 10 percent of current IB majors participated in an internship program, and about 62 percent of current IB majors are minoring in a foreign language. Thus, the marginal impact of adding this requirement will be limited. The Committee has attempted to further limit the impact of the curriculum change by allowing IB majors to choose among three options to fulfill the requirement. Thus, the Committee feels that the benefits to our students are clearly greater than any costs the curriculum addition imposes.

In reviewing the benefits and costs of adopting a co-major program, the Committee identified the following:

3.1 Benefits

- The proposal would strengthen IB students' preparation in their current area of emphasis. IB majors currently take 12 hours in a single area of emphasis, while the other Terry majors generally require at least 21 hours in major-required and major-related courses. Thus, an IB major with an area of emphasis in Accounting, for example, is not competitive with an Accounting major for a job in the Accounting area, whether in an international setting or otherwise.
- Under the current structure, IB majors generally find it difficult to take courses in their areas of emphasis beyond the courses designated for IB majors. Most of the Terry degree programs are unable to open seats in their courses to non-majors. By becoming co-majors, students will have full access to offerings in their functional area majors.
- Terry College uses enrollment management procedures for all of its majors. In many majors, the quota for enrollment in the major is filled during the first round of consideration. Thus, students who select IB as their first choice but are not accepted into IB have a limited set of alternative majors to which they could be admitted. In a co-major program, students would be admitted to the Terry functional area major first. The student

would then apply to the IB co-major competitively with other potential IB students across the College. Thus, a student does not have to take the risk of applying for IB (only 25 students per semester are admitted), but instead can choose the functional area major first and then apply for IB as a co-major.

- The co-major degree brings Terry's IB program more in-line with similar programs at our peer and aspirant institutions. It also parallels the structure of #1-ranked University of South Carolina's IB co-major degree.

3.2 Costs

- The integration of two majors necessarily limits the flexibility students will have in selecting additional electives.
- The on-line application for Terry majors would have to be revised to reflect the co-major program.
- To ensure timely completion of the degree, students choosing the IB co-major would need to be advised by both the advisor in their functional area major and by the IB advisor.

The Committee feels that these costs are not significant, and that the benefits to students far outweigh them.

4. Administrative Implementation

The Committee recommends that both proposals be implemented for students entering Terry beginning in Fall 2010. The administrative process for approval and implementation is described below.

On January 8, 2009, the IB Sub-Committee charged with drafting this report met with Fiona Liken (Director of the Office of Curriculum Systems) to discuss the administrative process for implementing the two proposals. Ms. Liken noted that the Committee is requesting two changes: (1) a change in degree requirements, and (2) a change in the entrance requirements of the IB major. The process for changing degree requirements for an approved major requires approval by the College and is submitted to the Office of the Vice President for Instruction for consideration and administrative approval.

Ms. Liken felt that the co-major proposal is essentially a change in the entrance requirements for the IB major: under the proposed change, students would need to be accepted to a Terry

functional area major in order to be considered for the IB co-major. Academic Affairs Policy Statement No. 9 (<http://www.curriculumsystems.uga.edu/Policies/aaps9.html>) provides the procedures for changing the entrance requirements of an undergraduate major. The first phase of this process requires review and approval by:

- “the originating unit,”
- “the appropriate faculty committee at the school/college level,” and
- the Dean.

Following approval by all parties at the college-level, the proposal must be prepared and submitted by the Dean to the Office of the Senior Vice President for Academic Affairs and Provost for review by the UCC. Affirmative reviews by the UCC must be given final approval by the Senior Vice President for Academic Affairs and Provost prior to implementation.

One relevant administrative issue at the college-level concerns the current Terry requirement that double majors complete additional hours beyond 121. However, the Committee feels that the IB co-major program represents a logical exception to this policy. IB is not a “stand-alone” department, and under the proposal no student would be allowed to complete a “stand-alone” IB degree. As such, the Committee is recommending that IB become a co-major program—not a double major or a dual major.

5. Summary

The IB Programs Committee recommends that the Terry College adopt the following two changes in the IB major:

- IB students will complete an international immersion requirement to include ONE of the following: an approved, 3-hour study abroad program; an approved internship with an international component in a company doing global business; or two additional language-related courses in the student’s selected language.
- Students wishing to major in IB must select and complete a co-major program within Terry.

Currently, the IB major requires students to complete an area of emphasis consisting of only 12 hours of coursework in a specific discipline. Instead, the Committee proposes adding one additional IB curriculum requirement and requiring that the IB major be earned concurrently with a Terry functional area major. The revised co-major degree can be readily earned within the current 121 hours. These changes will strengthen our students’ preparation in their functional area, while adding to the international experience and education already associated with the current IB major. The Committee recommends that the two proposals be implemented for students entering Terry in Fall 2010.

EXHIBIT ONE:
Excerpt from *Report of the International Business Programs Committee,*
dated May 6, 2008

I. INTERNATIONAL BUSINESS MAJOR

A. The Curriculum: Institutional Comparison of the International Business Major

Both Dean Sumichrast and the IB Committee are committed to maintaining the IB major. This commitment is bolstered by the strong demand for the major by a high-quality pool of applicants, and the desire of employers to hire students with expertise in international business.

In this section of the report, we evaluate the Terry IB major in comparison with similar programs at our peer and aspirant schools. Additionally, we compare the Terry IB major with the #1-ranked (*US News & World Report*) IB program at University of South Carolina. Although numerous differences in curriculum across programs are covered in our report, key points of comparison include:

- Is IB offered as a stand-alone major or as part of a double-major or dual degree program?
- How many hours of IB courses are required for the IB major?
- How many hours of a foreign language are required for the IB major?
- Is study abroad or an internship required for the major?

The Committee also generally reviewed the content of the IB curriculum, with particular focus on the capstone course, MGMT 5560 International Strategic Management, including issues related to staffing and assessment.

Review of Schools with IB as a Stand-Alone Major

The Terry IB major is currently structured as a stand-alone major. That is, Terry students majoring in IB are not required to complete a second (“functional”) major within Terry or another college. Among our peer and aspirant schools, University of Maryland (Maryland), Ohio State University (Ohio State), and University of Texas (Texas) also offer a stand-alone IB major. Of these institutions, Texas has the largest IB program, with about 150 majors. Exhibit 1 provides additional information on these three IB programs.

In comparing these programs with the Terry IB major, it is first important to note that, while offering a stand-alone IB major, two of the schools (Maryland and Ohio State) encourage students to complete the IB major in conjunction with another “functional” major. At Maryland, this second major can be within or outside the business school; at Ohio State, students can choose a second major within the business school. Additionally, at Texas IB majors are “encouraged to use electives to obtain depth in a field of business.” Thus, at all three schools, the IB major is viewed, to some extent, as a specialization that complements another field of expertise. This trend is consistent with the current Terry requirement that IB majors declare an area of emphasis within the business school.

Required hours of business courses for the IB major vary across institutions: 12 hours at Texas; 18 hours at Maryland; and 12 hours at Ohio State. Terry IB majors are currently required to

complete 21 hours of business courses; thus, the business emphasis of Terry's IB major is more rigorous than the mean among schools with a stand-alone IB major.

The observed variation in business course requirements is partly linked to differences in foreign language requirements across institutions. For example, Texas requires IB majors to complete 18 hours of foreign language, while Maryland has no foreign language requirement for IB majors. Terry IB majors must complete 15 hours of coursework in a single foreign language. Additionally, Terry students "majoring in International Business Programs are strongly encouraged to pursue a minor in their chosen language."

Among schools with a stand-alone IB major, Texas is the only one that requires students to complete a study abroad program (1 semester) or an internship (6 weeks/160 hours).

Review of Schools That Offer IB as a Double Major

Among Terry's peer and aspirant schools, four offer IB as a co-major. Specifically, Indiana University (Indiana), University of Minnesota (Minnesota), University of Wisconsin (Wisconsin) and Pennsylvania State University-Erie Campus (Penn-Erie) allow IB to be completed as a second major in conjunction with any other business school major. Exhibit 2 provides information on these four programs. Additionally, the University of South Carolina's (South Carolina) #1-ranked IB program (*U.S. News & World Report*) also requires IB students to complete a second major within the business school. Information of South Carolina's IB program is included in Exhibits 2 and 4. South Carolina is also unusual among the schools included in this report in that it has a separate IB Department.

Hours of IB courses required for the major vary, and there is also significant variation in the foreign-language requirement. Minnesota IB majors complete 16 hours of IB-related coursework and 20 hours of foreign language. At Wisconsin, students must complete 21 hours of IB-required coursework in addition to a total of 22 hours in no more than 2 foreign languages. At Penn-Erie, IB majors must complete 12 hours of IB-required coursework and 15 hours of foreign language/culture. Indiana students are presented with several options for completing the IB major; they must complete 15 hours of coursework by choosing courses from at least two of the following areas: international business & economics, foreign language, area studies and approved study abroad. Notably, IB majors must also complete a 6-hour "International Dimension Requirement" that is mandatory for all business majors. At South Carolina, the IB major consists of 15 hours of IB courses and 18 hours of foreign language.

All of these universities require IB students to complete a study abroad program; in fact, beginning fall of 2008, Minnesota's School of Management will require "a mandatory international experience for all incoming undergraduate students." None of the schools offering IB as a co-major have specific internship requirements.

The Committee notes this trend in IB to require students to have a double or co-major. The schools compared in this section could serve as models for the development of a parallel program at Terry. At this time, the Terry policy is that a "double major in the Terry College of Business enables a student to complete two majors concurrently while earning the BBA degree from the Terry College of Business. A student must complete a minimum of 21 additional hours

in the specific major requested to earn the BBA degree,” *see* <https://asg.citp.uga.edu/tcobapplication/index.asp>. It appears that students are not allowed to count courses twice, which constrains the development of a co-major at this time.

This Terry policy is more rigorous than the general UGA policy, which states: “A double major is two separate majors in the same degree. A double major is earned when the requirements for a major in each of the two areas are satisfied and the requirements for the degree are satisfied. It is sometimes possible to count the same course twice, once in each major, in satisfying the major requirements.” (UGA Bulletin, <http://bulletin.uga.edu/bulletin/ind/double.html>.) Moreover, the Franklin College allows counting the same course twice to satisfy the major requirements. (Franklin College, <http://bulletin.uga.edu/bulletin/prg/artsandscience.html>.)

Under the current structure of the IB major, there is a significant overlap between the courses in the area of emphasis and the major in the same area. See Exhibits 5 and 6. Ideally, a co-major would be structured to allow students to graduate in four years.

Recommendations

- Inasmuch as other aspects of IB major curriculum are consistent with aspirant and peer institutions, there should be no immediate change in the overall required hours, or the elective and required courses, including the current language requirement. To increase the rigor and depth of IB students experience, however, the Committee recommends requiring IB majors to complete one of the following: a 3-hour study abroad program; an internship with an international component in a company doing global business; or two additional language-related courses (this can include literature or culture courses) in the one language selected by the student.
- Retain MGMT 5560 International Strategic Management as the capstone course, but ensure the following: the course needs to be clearly tied to the assessment; the Associate Dean for Academic Programs should collect data consistently in connection with the assessment of the major and the course should be taught by tenured or tenure track faculty (although, under some circumstances, a highly qualified individual with substantial international experience may be appropriate).
- Although the content of the current major is in line with aspirant and peer institutions, as the Committee looks to the future and trends, it recommends further consideration of the feasibility of changing the structure of the major from stand-alone to a co-major.

EXHIBIT TWO:
Integration of International Business with Each Functional Area:
Degree Requirements for a Co-Major

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and ACCOUNTING CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management <i>(Major class for FINA major)</i>	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

• ECON 4040 The International Business Environment	_____	
• MGMT 5560 Int. Strategic Management (capstone course)	_____	
• ACCT 5000, Intermediate Accounting I	_____	
• ACCT 5010, Intermediate Accounting II	_____	
• ACCT 5020, Intermediate Accounting III	_____	
• ACCT 5100, Managerial Accounting I	_____	
• ACCT 5200, Auditing, Risk Assessment, & Control	_____	
• ACCT 5310, Systems I	_____	
• ACCT 5400, Taxation I	_____	
• ACCT 5710 & 5720, Professional Accounting I & II (1.5 hours each)	_____	(30 hours)

Major Elective: Select one from the following

• LEGL 4900 Int. Legal Transactions for Business		
• FINA 4810 International Finance		
• INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business)		
• MARK 4700 International Marketing		
• MIST 5780 Special Topics: Globalization and IT	_____	(3 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).
 (If previously satisfied, free elective may be taken here.)

_____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

• Approved Study Abroad Program	_____	
• Two additional foreign language courses (in the student's chosen language)	_____	
• An internship with an international component (INTB 4800)	_____	

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

• LEGL 4400	_____	
• LEGL 4500	_____	
• LEGL 4600	_____	
• LEGL 4900	_____	(12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and ECONOMICS CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

- ECON 4550 International Trade: Theory and Policy _____
- MGMT 5560 Int. Strategic Management (capstone course) _____
- ECON 4010 Intermediate Microeconomics _____
- ECON 4020 Intermediate Macroeconomics _____
- ECON 5900 Senior Thesis (1 hour) _____
- Choose three 3-hour courses selected from ECON courses numbered 4100-5999 except for ECON 4800 _____
- Major related course, select one from the following:
ACCT 5000, FINA 4320/6320, FINA 4420, LEGL 4300/6300, MARK 4000 _____ (28 hours)
MGMT 4000, REAL 4000, RMIN 4000 check with advisor for additional choices

Major Elective: Select one from the following

- LEGL 4900 Int. Legal Transactions for Business _____
- FINA 4810 International Finance _____
- INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business) _____
- MARK 4700 International Marketing _____
- MIST 5780 Special Topics: Globalization and IT _____ (3 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).

(If previously satisfied, free electives may be taken here.) _____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

- Approved Study Abroad Program _____
- Two additional foreign language courses (in the student's chosen language) _____
- An internship with an international component (INTB 4800) _____

General Electives – 2 hours

Two hours required: Choose from 4000-level or above business courses or 3000-level or above courses outside Terry.

(See UGA Undergraduate Bulletin for prerequisites) _____ (2 hours)

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

- LEGL 4400 Business Law _____
- LEGL 4500 Employment Law _____
- LEGL 4600 Negotiation and Alternative Resolution Systems _____
- LEGL 4900 International Legal Transactions for Business _____ (12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and FINANCE CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management (<i>Major class for FINA major</i>)	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

- ECON 4040 The International Business Environment _____
- MGMT 5560 Int. Strategic Management (capstone course) _____
- FINA 4000 _____
- FINA 4200 _____
- FINA 4310 _____
- FINA 4810 _____
- FINA 4210 _____
- Major required course, select one from the following: _____
- Any additional FINA course above the 4000 level, ACCT 4050, ACCT 5000, ACCT 5010, ACCT 5400, ECON 4010, ECON 4020, ECON 4030, ECON 4650/6650, INTB 5100, LEGL 4400/6400, LEGL 4500/6500, MARK 4100, MARK 4210, MBUS 5100, MATH 4710/6710, MGMT 4240, MGMT 5400, MGMT 5440, MGMT 5920, MIST 5640, MIST 5710, REAL 5080, REAL 5090, RMIN 5100, RMIN 5950 (24 hours)

Major Elective: Select one from the following

- LEGL 4900 Int. Legal Transactions for Business _____
- INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business) _____
- MARK 4700 International Marketing _____
- MIST 5780 Special Topics: Globalization and IT _____ (3 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).
 (If previously satisfied, free electives may be taken here.) _____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

- Approved Study Abroad Program _____
- Two additional foreign language courses (in the student's chosen language) _____
- An internship with an international component (INTB 4800) _____

General Electives – 6 hours

Two (3-hour) courses required: Choose from 4000-level or above business courses or 3000-level or above courses outside Terry.
 (See UGA Undergraduate Bulletin for prerequisites) _____ (6 hours)

OPTIONAL - Area of Emphasis in Legal Studies

- Required Courses:
- LEGL 4400 _____
 - LEGL 4500 _____
 - LEGL 4600 _____
 - LEGL 4900 _____ (12 hours)
- (Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

- | | |
|---|---|
| _____ Current Academic Standards to Declare Major | _____ Physical Education - one hour |
| _____ American and Georgia History Exam | _____ UGA Residency: 45 of last 60 semester hours |
| _____ Federal Constitution Exam | _____ TCB Residency: 30 hours as Terry College of Business student |
| _____ Georgia Constitution Exam | _____ 2.0 grade point average in Business courses for graduation certification |
| _____ Regents' Exam | _____ 2.0 University of Georgia cumulative average for graduation certification |
| _____ Environmental Literacy Requirement | _____ Cultural Diversity Requirement |

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and MANAGEMENT CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management	_____	
MSIT 3000 Statistical Analysis for Business or STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

• ECON 4040 The International Business Environment	_____	
• MGMT 5560 Int. Strategic Management (capstone course)	_____	
• MGMT 4000 Operations Management	_____	
• MGMT 5400 Strategic Management	_____	
• MGMT 5440 Business Ethics	_____	
• MGMT 5980 Leadership	_____	
• Major related courses, select two from the following:	_____	
MGMT 4240, 4250, 4260, 4800, 5000, 5500, 5820, 5920, 5970	_____	(24 hours)

Major Elective: Select one from the following

• LEGL 4900 Int. Legal Transactions for Business		
• FINA 4810 International Finance		
• INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business)		
• MARK 4700 International Marketing		
• MIST 5780 Special Topics: Globalization and IT	_____	(3 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).
 (If previously satisfied, free electives may be taken here.) _____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

• Approved Study Abroad Program		
• Two additional foreign language courses (in the student's chosen language)	_____	
• An internship with an international component (INTB 4800)	_____	

General Electives – 6 hours

Two (3-hour) courses required: Choose from 4000-level or above business courses or 3000-level or above courses outside Terry.
 (See UGA Undergraduate Bulletin for prerequisites) _____ (6 hours)

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

• LEGL 4400 Business Law	_____	
• LEGL 4500 Employment Law	_____	
• LEGL 4600 Negotiation and Alternative Resolution Systems	_____	
• LEGL 4900 International Legal Transactions for Business	_____	(12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and MIST CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

• ECON 4040 The International Business Environment	_____	
• MGMT 5560 Int. Strategic Management (capstone course)	_____	
• MIST 4610 Data Management	_____	
• MIST 5750 Business Process Management	_____	
• MIST 4600 Computer Programming in Business	_____	
• MIST 5740 Project Management	_____	
• MIST 4630 Network-Based Application Development	_____	
• MIST 4620 Systems Analysis and Design	_____	
• Major related, select one from MIST 5620, 5670 or 5780	_____	(27 hours)

Major Elective: Select one from the following

• LEGL 4900 Int. Legal Transactions for Business		
• FINA 4810 International Finance		
• INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business)		
• MARK 4700 International Marketing		
• MIST 5780 Special Topics: Globalization and IT	_____	(3 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).

(If previously satisfied, free electives may be taken here.) _____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

• Approved Study Abroad Program	_____	
• Two additional foreign language courses (in the student's chosen language)	_____	
• An internship with an international component (INTB 4800)	_____	

General Electives – 3 hours

One (3-hour) course required: Choose from 4000-level or above business course or 3000-level or above course outside Terry.

(See UGA Undergraduate Bulletin for prerequisites) _____ (3 hours)

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

• LEGL 4400 Business Law	_____	
• LEGL 4500 Employment Law	_____	
• LEGL 4600 Negotiation and Alternative Resolution Systems	_____	
• LEGL 4900 International Legal Transactions for Business	_____	(12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and MARKETING CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

• ECON 4040 The International Business Environment	_____	
• MGMT 5560 Int. Strategic Management (capstone course)	_____	
• MARK 4000 Marketing Research for Business Decisions	_____	
• MARK 4100 Consumer Buyer Behavior	_____	
• MARK 4500 Services Marketing	_____	
• MARK 4700 International Marketing	_____	
• MARK 4900 Marketing Strategies and Decision Making	_____	
• Major related courses, select one or two from the following: MARK 4210, 4220, 4600, 4800, 5000	_____	(27 hours)
• If only one selected from major required list, select one from any Terry College course above the 4000 level	_____	

Major Elective: Select one from the following

• LEGL 4900 Int. Legal Transactions for Business		
• INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business)		
• FINA 4810 International Finance		
• MIST 5780 Special Topics: Globalization and IT	_____	(3 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).

(If previously satisfied, free electives may be taken here.) _____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

• Approved Study Abroad Program		
• Two additional foreign language courses (in the student's chosen language)	_____	
• An internship with an international component (INTB 4800)	_____	

General Electives – 3 hours

One (3-hour) courses required: Choose from 4000-level or above business courses or 3000-level or above courses outside Terry.

(See UGA Undergraduate Bulletin for prerequisites)

_____ (3 hours)

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

• LEGL 4400 Business Law		
• LEGL 4500 Employment Law	_____	
• LEGL 4600 Negotiation and Alternative Resolution Systems	_____	
• LEGL 4900 International Legal Transactions for Business	_____	(12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and REAL ESTATE CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

• ECON 4040 The International Business Environment	_____	
• MGMT 5560 Int. Strategic Management (capstone course)	_____	
• REAL 4000 Real Estate	_____	
• REAL 5080 Principles of Valuation	_____	
• REAL 5090 Real Estate Asset Management	_____	
• REAL 5100 Real Estate Finance	_____	
• REAL 5070 or 5200 Development/Law	_____	
• Select REAL 4800 (6 hours) or two from any Terry College course above the 4000 level	_____	(27 hours)

Major Elective: Select two from the following

• LEGL 4900 Int. Legal Transactions for Business		
• FINA 4810 International Finance		
• INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business)		
• MARK 4700 International Marketing		
• MIST 5780 Special Topics: Globalization and IT	_____	(6 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).
 (If previously satisfied, free electives may be taken here.)

_____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

• Approved Study Abroad Program		
• Two additional foreign language courses (in the student's chosen language)	_____	
• An internship with an international component (INTB 4800)	_____	

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

• LEGL 4400 Business Law		
• LEGL 4500 Employment Law	_____	
• LEGL 4600 Negotiation and Alternative Resolution Systems	_____	
• LEGL 4900 International Legal Transactions for Business	_____	(12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement

TERRY COLLEGE OF BUSINESS
INTERNATIONAL BUSINESS and RISK MANAGEMENT CO-MAJOR – DEGREE REQUIREMENTS

MAJOR REQUIREMENTS

HOURS EARNED

Upper Division Business Core (prerequisites: ACCT 2101 and MIST 2090)

FINA 3000 Financial Management	_____	
MSIT 3000 Statistical Analysis for Business <u>or</u> STAT 3000 Statistical Methods for Business	_____	
MARK 3000 Principles of Marketing	_____	
MGMT 3000 Management of Organizations and Individuals	_____	
MGMT 3010 or 3020 and 4010 or 4020 Foundation for Business Leadership I&II (1.5 hours each)	_____	(15 hours)

Major Required:

• ECON 4040 The International Business Environment	_____	
• MGMT 5560 Int. Strategic Management (capstone course)	_____	
• RMIN 4000 Risk Management and Insurance	_____	
• RMIN 5100 Commercial Property and Liability Insurance	_____	
• RMIN 5110 Employee Benefits	_____	
• RMIN 5950 Corporate Risk Management	_____	
• Major elective, select one from the following: RMIN 5510, 5530, 5540 or 5570	_____	
• Select RMIN 4800 (6 hours) or two from any Terry College course above the 4000 level	_____	(27 hours)

Major Elective: Select two from the following

• LEGL 4900 Int. Legal Transactions for Business		
• FINA 4810 International Finance		
• INTB 4800 Internship and/or Cooperative Education or INTB 5100 (Special Topics in Int'l Business)		
• MARK 4700 International Marketing		
• MIST 5780 Special Topics: Globalization and IT	_____	(6 hours)

Foreign Language Requirement: Five courses in a Language OR proficiency to conversation level (3000-level).

(If previously satisfied, free electives may be taken here.) _____ (12 hours)

International Immersion Requirement: Students must complete one of the following:

• Approved Study Abroad Program	_____	
• Two additional foreign language courses (in the student's chosen language)	_____	
• An internship with an international component (INTB 4800)	_____	

OPTIONAL - Area of Emphasis in Legal Studies

Required Courses:

• LEGL 4400 Business Law	_____	
• LEGL 4500 Employment Law	_____	
• LEGL 4600 Negotiation and Alternative Resolution Systems	_____	
• LEGL 4900 International Legal Transactions for Business	_____	(12 hours)

(Adding this Area of Emphasis may require additional hours to graduate)

Other Degree Requirements:

_____ Current Academic Standards to Declare Major	_____ Physical Education - one hour
_____ American and Georgia History Exam	_____ UGA Residency: 45 of last 60 semester hours
_____ Federal Constitution Exam	_____ TCB Residency: 30 hours as Terry College of Business student
_____ Georgia Constitution Exam	_____ 2.0 grade point average in Business courses for graduation certification
_____ Regents' Exam	_____ 2.0 University of Georgia cumulative average for graduation certification
_____ Environmental Literacy Requirement	_____ Cultural Diversity Requirement