

# BUSINESS ADMINISTRATION MAJOR: INTERNATIONAL BUSINESS AND ECONOMICS OPTION (B.S.)

<https://paulcollege.unh.edu/business-administration/program/bs/business-administration-major-international-business-economics-option>

## Description

The Option in International Business and Economics offers an interdisciplinary course of study, providing strong business training for students pursuing careers at organizations with an international focus, particularly in multinational corporations, international banks, and government agencies. It achieves this by combining general business training with in-depth knowledge in economics, finance, and management. Students are strongly encouraged to round out their education with either an internship at an international organization or by studying abroad for one semester.

## Requirements

### Degree Requirements

**Minimum Credit Requirement:** 128 credits

**Minimum Residency Requirement:** 32 credits must be taken at UNH

**Minimum GPA:** 2.0 required for conferral\*

**Core Curriculum Required:** Discovery & Writing Program Requirements

**Foreign Language Requirement:** No

All Major, Option and Elective Requirements as indicated.

\*Major GPA requirements as indicated.

### Major Requirements

A typical plan of study follows, showing the major-required courses. Students take 16-18 credits per semester. Discovery Program requirements (including the Inquiry requirement in the first two years) and elective courses are taken as well. Students are expected to follow this course plan. In the first three semesters, students cannot take more than two major courses in a single semester. The options have additional requirements as noted. For a detailed schedule/plan of study for each option, students should check with the Paul College Undergraduate Programs and Advising Office for specific recommendations.

Code	Title	Credits
<b>Required Courses</b>		
ADMN 400	Introduction to Business	4
ADMN 403	Computing Essentials for Business	1
ADMN 410	Management Information Systems	4
ADMN 502	Financial Accounting	4
ADMN 503	Managerial Accounting	4
ADMN 510	Business Statistics	4
ADMN 570	Introduction to Financial Management	4
ADMN 575	Behavior in Organizations	4
ADMN 580	Quantitative Decision Making	4

ADMN 585	Marketing	4
ECON 401	Principles of Economics (Macro)	4
ECON 402	Principles of Economics (Micro)	4
MATH 422 or MATH 424A	Mathematics for Business Applications Calculus for Social Sciences	4
PHIL 431	Business Ethics	4
PAUL 405	Freshman Academic Experience I	1
PAUL 406	Freshman Academic Experience II	1
PAUL 660	BiP-Social Intelligence Topics <sup>2</sup>	2
PAUL 670	BiP-Analytical Intelligence Topics <sup>2</sup>	2
PAUL 680	BiP-Competitive Intelligence Topics <sup>2</sup>	2
PAUL 690	BiP-Professional Intelligence Topics <sup>2</sup>	2
<b>Capstone</b>		
ADMN 775	Strategic Management: Decision Making <sup>1</sup>	4
<b>Total Credits</b>		<b>67</b>

Code	Title	Credits
<b>International Business and Economics Option Requirements</b>		
<b>Required Courses</b>		
ECON 645	International Economics	4
MGT 655	Doing Business Globally	4
Select three courses from the following: <sup>3</sup>		12
ECON 655	Innovation in the Global Economy (Spring only)	
FIN 703	International Financial Management	
MKTG 760	International Marketing (Fall only)	
MGT 755	Global Mindset for Sustainable Business	
SC 680	Global Supply Chain Management	
<b>International Experience</b>		
Select one of the following:		4
A one-semester (8 weeks or longer) study abroad experience. Must involve at least one approved International Business or Economics Course.		
A shorter term Faculty-Led international program (e.g., J-Term or Summer international trip)		
A 1-4 credit internship at an International Organization (must be approved prior to the beginning of the internship.)		
<b>Total Credits</b>		<b>24</b>

Depending on the choice of option and the specific requirements thereof, students may be able to take PAUL or non-PAUL electives in their junior or senior year.

- <sup>1</sup> This is the capstone course in the business administration program, and satisfies the capstone requirement of the Discovery Program. Students may be required to concurrently enroll in ADMN 700 PAUL Assessment of Core Knowledge (zero credits) for AACSB accreditation purposes.
- <sup>2</sup> Students may satisfy PAUL 660, PAUL 670, PAUL 680, PAUL 690 requirements through other courses/experiences with approved intelligence attributes assigned.
- <sup>3</sup> Students can tailor their option by specializing in International Trade and Finance (ITF) or International Business (IB). For ITF select ECON 655 and FIN 703. For IB select ECON 655, MGT 755, MKTG 760 or SC 680

## Degree Plan

### Sample Degree Plan

First Year		Credits
Fall		
ADMN 400 or ADMN 410	Introduction to Business or Management Information Systems	4
ECON 401 or ECON 402	Principles of Economics (Macro) or Principles of Economics (Micro)	4

MATH 422	Mathematics for Business Applications	4	Course selected in consultation with advisor <sup>1</sup>	4	
or MATH 424A	or Calculus for Social Sciences		Course selected in consultation with advisor <sup>1</sup>	4	
PHIL 431	Business Ethics	4	BiP Business in Practice (PAUL 660, 670, 680 or 690)	2	
ADMN 403	Computing Essentials for Business	1			
PAUL 405	Freshman Academic Experience I	1			
<b>Credits</b>		<b>18</b>			
<b>Spring</b>					
ADMN 410	Management Information Systems	4	ADMN 775	Strategic Management: Decision Making	4
or ADMN 400	or Introduction to Business		& ADMN 700	and PAUL Assessment of Core Knowledge	
ECON 402	Principles of Economics (Micro)	4	International Business and Economics option course <sup>2</sup>	4	
or ECON 401	or Principles of Economics (Macro)		Course selected in consultation with advisor <sup>1</sup>	4	
ENGL 401	First-Year Writing	4	Course selected in consultation with advisor <sup>1</sup>	4	
Discovery		4			
PAUL 406	Freshman Academic Experience II	1			
<b>Credits</b>		<b>17</b>			
<b>Second Year</b>					
<b>Fall</b>					
ADMN 502	Financial Accounting	4			
ADMN 510	Business Statistics	4			
Discovery		4			
Discovery		4			
<b>Credits</b>		<b>16</b>			
<b>Spring</b>					
ADMN 503	Managerial Accounting	4			
ADMN 575	Behavior in Organizations	4			
or ADMN 570	or Introduction to Financial Management				
Discovery		4			
Discovery		4			
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2			
<b>Credits</b>		<b>18</b>			
<b>Third Year</b>					
<b>Fall</b>					
ADMN 570	Introduction to Financial Management	4			
or ADMN 575	or Behavior in Organizations				
ADMN 580	Quantitative Decision Making	4			
or ADMN 585	or Marketing				
International Business and Economics option course <sup>2</sup>		4			
Discovery		4			
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2			
<b>Credits</b>		<b>18</b>			
<b>Spring</b>					
ADMN 585	Marketing	4			
or ADMN 580	or Quantitative Decision Making				
International Business and Economics option course <sup>2</sup>		4			
Course selected in consultation with advisor <sup>1</sup>		4			
Course selected in consultation with advisor <sup>1</sup>		4			
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2			
<b>Credits</b>		<b>18</b>			
<b>Fourth Year</b>					
<b>Fall</b>					
International Business and Economics option course <sup>2</sup>		4			
International Business and Economics option course <sup>2</sup>		4			

<sup>1</sup> Students can explore a second option, second major, minor, or general electives.

<sup>2</sup> The International Business and Economics option also requires and international experience which can be satisfied through an approved study abroad or an approved internship at an international organization. Students should discuss their plan to complete the experience requirement with their advisor.

## Student Learning Outcomes

- Students will demonstrate proficiency in the core content areas of international business.
- Students will think critically to address business situations.
- Students will demonstrate communication skills to interact effectively in business situations.
- Students will identify and understand the ethical dimensions and implications of business decisions.
- Students will demonstrate the ability to analyze a business situation by applying a multiple stakeholder lens.
- Students will demonstrate an understanding of business practices as they relate to local, national and global competitiveness.