

# IMBA

## INTERNATIONAL MASTER OF BUSINESS ADMINISTRATION — GRADUATE COURSES

### **FIN 4610**

#### **Multinational Finance and Investments**

Financial analysis of multinational corporations operating in international markets, including exchange rates, international instruments, markets, institutions and futures.

Prerequisite: FIN 3900.

### **IMBA 4141**

#### **Developing International Markets**

Prepares students for global business development by addressing market assessment, intermediaries, pricing, export licenses, transportation, insurance, documentation, trade barriers, financing and ethical issues.

Prerequisite: MKTG 3900.

### **IMBA 4142**

#### **Global Management**

Addresses the successful operation of a firm in multiple cultures. Situations are examined from four perspectives: functional disciplines, such as human resources management, finance and marketing; chief executive officer; country manager; and host country. Prerequisite: MKTG 3900.

### **IMBA 4500**

#### **Cultural Investigation and Observation (CIAO)**

A two-part course. The on-campus component (MGMT 4503) focuses on comparing management styles and value systems in various cultural environments. The field component at the end of the quarter integrates classroom learning with an 8-12 day travel experience to a country with a transitional economy, providing the opportunity to observe a different cultural environment and to better understand the cultural dimensions studied.

Co-requisite: MGMT 4503.

### **INTS 4320**

#### **International Monetary Relations**

Examines the international organization of money and finance in terms of theory, policy, political economy and history. Explores the effects of international financial arrangements on investment, unemployment, inflation, income distribution and class conflict in advanced capitalist economies and, through international financial arrangements, on developing economies as well.

### **INTS 4342**

#### **Project Management**

Introduces the skills and techniques to succeed as a project manager in international organizations, including designing, implementing and delivering research results to decision makers. Examines various project management approaches to moving work flow smoothly between phases, allocating people effectively, tracking project milestones and preventing project delays.

### **INTS 4964**

#### **Political Risk Analysis**

Investigate new sources of political risk to foreign investments in a world characterized by increasing financial interdependence through global flows of capital, especially risk associated with political instability or uncertainty in countries featuring emerging markets or transitional economies. The course also considers ways political risk can be understood and evaluated, potentially minimized, and managed.

### **LGST 4700**

#### **International Law**

Introduces both public international law (the rights and duties of states and intergovernmental organizations) and private international law (the rights and duties of individuals, businesses and non-governmental organizations in their international affairs). Emphasizes key international issues of business law and public policy, such as alternative dispute resolution, privatization, intellectual property, international sales, the Foreign Corrupt Practices Act, trade (GATT and WTO), and the international facilities that deal with the adjudication and resolution of legal issues related to business.

### **MGMT 4490**

#### **International Policy and Strategy**

Management of multinational enterprises; identification, analysis and discussion of key policy issues for the international manager within various functional areas; home and host country relationships, including assessment of political risk, selection of foreign locations, entry and ownership strategy, personnel and staffing considerations, technology transfer, multinational labor relations, organizing for international operations. Prerequisite: FIN 4610.

### **MGMT 4503**

#### **Comparative Management**

Explores similarities and dissimilarities of management practices in various cultures; determination of political, economic and cultural factors primarily affecting management theory and practice; transferability of certain management practices to other cultures. Introduces basic assumptions and approaches of comparative research methodology. Co-requisite: IMBA 4500.

# IMBA

## IMBA — CONCENTRATIONS AND CAREERS

### Concentrations

General business with international focus is your base; build your credentials with concentrated study in one of the following areas:

- Accounting
- Business Information Technology
- Business Leadership
- Construction Management
- Data Warehousing and Business Intelligence
- Electronic Commerce
- Entrepreneurship and Innovation
- Finance
- Hospitality Property Development and Asset Management
- Integrated Marketing Communications
- Integrated Marketing Strategy
- International Policy Analysis
- Real Estate
- Software Engineering
- Supply Chain Management
- Values-Based Leadership

### Dual Degree

Expand your perspective by earning a Dual Degree. Combine your IMBA with a master of arts in Global Finance, Trade and Economic Integration from the Graduate School of International Studies, or with a *juris doctor* from the College of Law.

### Alumni Network, Selected Positions

Daniels alumni are in demand. In 2003, the placement rate for IMBA graduates was 100 percent. Wherever you choose to work, and in whatever field, you will find exciting opportunities like these positions that our graduates have held:

ACNielsen (Thailand) Limited	Senior Executive, Client Service	Bangkok, Thailand
Agilent Technologies	International Marketing Manager	Scotland
Ashoka Foundation	Program Associate, Global Collaborations	Virginia
Asian Development Bank	Budget and Planning Officer	Philippines
Bank of America	Marketing/Communications Specialist, Global Treasury Services Division	North Carolina
Benq Corporation	Marketing Specialist	Taipei, Taiwan
Carrefour	Supply Chain Management	Bangkok, Thailand
China Life Insurance Center	Investment Analyst	Beijing, China
Coors Technology	General Manager	Korea
Credit Suisse Group	Assistant Vice President	Switzerland
Deloitte & Touche	Moscow	Russia
EchoStar Communications	Country Manager	India
Elizabeth Arden Products	Director of Marketing for Europe, Middle East, Africa	Europe
First Data Corp.	Senior Operations Manager for Western Union	Latin America
Great-West Life & Annuity	Assistant Vice President	Colorado
Hitachi Research Institute	Senior Researcher	Japan
Klipsch Audio Technologies	International Customer Service Representative	Indiana
Lucent Technologies	Global Product Manager	USA
National Renewable Energy Laboratory	Senior Project Manager	Colorado
Nike	International Marketing Director	California
Parfums Givenchy	Area Manager	Latin America
Sketcher	Director of International Marketing	USA
Skoll Foundation	Program Manager	California
Texaco Panama Inc.	Manager of Computers and Communications	Angola
The World Bank	Consultant, Commodity Risk Management Group	Washington, DC
The World Bank	Consultant, Private and Financial Sector Development	Washington, DC
Western Union	Product Manager for Hispanic Business Development	USA