



**California State Polytechnic University, Pomona  
Degree Curriculum Sheet**

Plan (Major) BUSINESS ADMINISTRATION  
Subplan/Option International Business

Catalog Year 2012-2013 Name \_\_\_\_\_  
Minimum Units Required 180 Student ID \_\_\_\_\_

TGA \_\_\_\_\_  
MCP Satisfied Yes No  
GWT Satisfied Yes No

Required Core Courses		
Course		Units
Financial Accounting for Decision Making	ACC 207/207A	4/1
Managerial Accounting for Decision Making	ACC 208/208A	4/1
Mgmt Information Systems	CIS 310	4
Legal Environments of Business Transactions	FRL 201	4
Managerial Finance I	FRL 300	3
Managerial Finance II	FRL 301	3
Principles Marketing Management	IBM 301	4
Principles of Management	MHR 301	4
Organizational Behavior	MHR 318	4
Operations Management	TOM 301	4
Managerial Statistics	TOM 302	4
Strategic Management	MHR 410	4
or Strategic Management	TOM 411	(4)
<b>Total Units</b>		<b>48</b>

Required Subplan/Option Core Courses		
Course		Units
Special Problems Lower Division IB Students	IBM 200-02	2
Principles of Global Business	IBM 300	4
International Marketing	IBM 414	4
International Exporting	IBM 416	4
Global Business Problems	IBM 480	4
Legal Aspects of International Business	FRL 426	4
or International Financial Markets	FRL 353	(4)
or Multinational Financial Management	FRL 453	(4)
<b>Total Units</b>		<b>22</b>

Elective Subplan/Option Core Courses		
Course		Units
Functional Specialization		20
Students must complete 20 units within an area of study approved by an advisor.		
<b>Total Units</b>		<b>20</b>

Required Support Courses			
Course			Units
Introduction to Microcomputing	CIS 101 <sup>1</sup>		4
Principles of Economics (D2)	EC 201		4
Principles of Economics (D2)	EC 202		4
Intro Calculus for Business (B4)	MAT 125		4
Statistics with Applications (B4)	STA 120		4
<b>Total Units</b>			<b>16-20</b>

Elective Support Courses			
Course			Units
<i>Select 2-4 units not used in Functional Specialization:</i>			
International Trade Theory & Policy	EC 404		(4)
Economic Geography	GEO 312		(4)
Strategy in International Marketing	IBM 415		(4)
International Logistics	IBM 429		(4)
International Business Agreements & Negotiations	IBM 436		(4)
Internship (2-credit internship recommended)	IBM 441		(1-4)
Consumer Behavior in Int'l Arena	IBM 470		(4)
International Bus Cases: Operations	TOM 437		(4)
<i>Select one of the following:</i>			
International Financial Markets	FRL 353		(4)
Multinational Financial Management	FRL 453		(4)
International Comparative Management	MHR 451		(4)
<b>Total Units</b>			<b>6-8</b>

Unrestricted Electives		
Course		Units
Unrestricted Electives		0-8
Select a sufficient number of courses so that the total from "Required Support", "Elective Support", "GE", and "Unrestricted Electives" is at least 90 units.		
<b>Total Units</b>		<b>0-8</b>

Other Major (Plan) Requirements
<sup>1</sup> Microcomputer proficiency must be demonstrated by satisfying one of the following three alternatives: 1) CIS 101, 2) microcomputer proficiency skills tests in Word, Excel, and PowerPoint, or 3) an approved college course. There are no units associated with the Microcomputer Proficiency Skills Test.

General Education Requirements		
Area		Units
<b>Area A Communication &amp; Critical Thinking</b>		<b>12</b>
1 Oral Communication		
2 Written Communication		
3 Critical Thinking		
<b>Area B Mathematics &amp; Natural Sciences</b>		<b>16</b>
<i>Select at least one lab course from sub-area 1 or 2.</i>		
1 Physical Science		
2 Biological Science		
3 Laboratory Activity		
4 Math/Quantitative Reasoning		
5 Science & Technology Synthesis		
<b>Area C Humanities</b>		<b>16</b>
1 Visual and Performing Arts		
2 Philosophy and Civilization		
3 Literature and Foreign Language		
4 Humanities Synthesis		
<b>Area D Social Sciences</b>		<b>20</b>
1 U.S. History, Constitution, American Ideals		
2 History, Economics and Political Science		
3 Sociology, Anthropology, Ethnic & Gender Studies		
4 Social Science Synthesis		
<b>Area E Lifelong Understanding &amp; Self Development</b>		<b>4</b>
<b>Total Units</b>		<b>68</b>

American Institutions	Units
Courses that satisfy this requirement may also satisfy G.E. Area D1	8

American Cultural Perspectives Requirement	Units
Refer to catalog for list of courses that satisfy this requirements. Course may also satisfy major, minor, GE, or unrestricted elective requirements.	4

The following required support courses should be taken to satisfy the indicated GE Requirements to achieve the minimum units to degree listed at the top of this sheet.

Course		GE Area
Statistics with Applications	STA 120	B4
or Intro Calculus for Business	MAT 125	(B4)
Principles of Economics	EC 201	D2
or Principles of Economics	EC 202	(D2)

The remaining GE requirements may be satisfied by any course approved for that area.

No more than 105 community college quarter units or 36 extension credit quarter units may be applied toward a Bachelor's degree.  
A minimum 2.0 cumulative GPA is required in core (including option) courses, Cal Poly Pomona courses, and overall work completed in order to receive a degree in this major.

## Recommended International Business Course Sequence

