



California State Polytechnic University, Pomona  
Degree Curriculum Sheet

Plan (Major) **BUSINESS ADMINISTRATION, B.S.**  
Subplan/Option **International Business**

Catalog Year **2017-2018**  
Minimum Units Required **180**

Name \_\_\_\_\_  
Student ID \_\_\_\_\_

**Required Core Courses**

Required of all business majors. A 2.0 cumulative GPA is required in core courses including subplan courses for the major in order to receive a degree in the major.

ACC 207/207A - Financial Accounting for Decision Making (4/1)  
ACC 208/208A - Managerial Accounting for Decision Making (4/1)  
CIS 310 - Management Information Systems (4)  
FRL 201 - Legal Environment of Business Transactions (4)  
FRL 300 - Managerial Finance I (3)  
FRL 301 - Managerial Finance II (3)  
IBM 301 - Principles of Marketing Management (4)  
MHR 301 - Principles of Management (4)  
MHR 318 - Organizational Behavior (4)  
TOM 301 - Operations Management (4)  
TOM 302 - Managerial Statistics (4)  
BUS 495 - Strategic Management (4)

**Total Units 48**

**Required Subplan/Option Core Courses**

IBM 200 - Special Study for Lower Division IB and MKT Students (1-2)  
(2-units, Section 02)  
IBM 300 - Principles of Global Business (4)  
IBM 414 - International Marketing Management (4)  
IBM 416 - International Exporting (4)  
IBM 480 - International Business Strategy (4)

FRL 353 - International Financial Markets (4) or  
FRL 426 - Legal Aspects of International Business (4) or  
FRL 453 - Multinational Financial Management (4)

**Total Units 22**

**Elective Subplan/Option Core Courses**

Functional Specialization (20)

Students must complete 20 units within an area of study approved by a faculty advisor.

Students must complete any compatible academic minor or at least 20 units within an approved area of study in the College of Business Administration, foreign languages, international agricultural business management, economics, geography, anthropology, history, Latin American Studies, political science, or public administration.

**Total Units 20**

**Required Support Courses**

CIS 101 - Introduction to Personal Computing (4) <sup>1</sup>  
STA 120 - Statistics with Applications (4) (B4)  
MAT 125 - Introductory Calculus for Business (4) (B4)  
EC 201 - Principles of Economics (4) (D2)  
EC 202 - Principles of Economics (4) (D2)

**Total Units 16-20**

**Elective Support Courses**

*Select an additional 2-4 units not used in Functional Specialization:*

EC 404 - International Trade Theory and Policy (4)  
GEO 312 - Economic Geography (4)  
IBM 415 - Strategy in International Marketing (4)  
IBM 429 - International Logistics (4)  
IBM 436 - International Business Agreements and Negotiation (4)  
IBM 441 - Internship in Marketing (1-8)  
IBM 470 - Consumer Behavior in the International Arena (4)

*Select one of the following not used in a major core or Functional Specialization:*

FRL 353 - International Financial Markets (4)  
FRL 453 - Multinational Financial Management (4)  
MHR 451 - International Comparative Management (4)

**Total Units 6-8**

**Unrestricted Electives**

Select a sufficient number of courses so that the total from "Required Support", "Elective Support", "GE", and "Unrestricted Electives" is at least 90 units.

Note(s):

The number of unrestricted elective units depends on whether or not STA 120 and EC 201 or EC 202 are used for General Education (see curriculum sheet for the subplan/option). If STA 120 is used for General Education, unrestricted electives will be increased by four units. If EC 201 or EC 202 is used for General Education, unrestricted electives will be increased by four units.

<sup>1</sup>Computer proficiency must be demonstrated by satisfying one of the following three alternatives: 1) CIS 101, 2) Computer Proficiency Skills Test in Word, Excel, Access, and PowerPoint, or 3) an approved college course. There are no units associated with the Computer Proficiency Skills Test. If the test is passed, then unrestricted electives in subplan/option selected may be increased by 4 units.

**Total Units 0-8**

**Interdisciplinary General Education**

See Interdisciplinary General Education Courses on the back of the Curriculum Sheet.

**Total Units 32**

**General Education Requirements**

**Area A Communication & Critical Thinking (12 units)**

1. Oral Communication
2. Written Communication
3. Critical Thinking

**Area B Mathematics & Natural Sciences (16 units)**

1. Physical Science
2. Biological Science
3. Laboratory Activity
4. Math/Quantitative Reasoning
5. Science & Technology Synthesis

**Area C Humanities (16 units)**

1. Visual and Performing Arts
2. Philosophy and Civilization
3. Literature and Foreign Language
4. Humanities Synthesis

**Area D Social Sciences (20 units)**

1. U.S. History, Constitution, American Ideals
  - a. United States History
  - b. Introduction to American Government
2. History, Economics and Political Science
3. Sociology, Anthropology, Ethnic & Gender Studies
4. Social Science Synthesis

**Area E Lifelong Understanding & Self Development (4 units)**

**Total Units 68**

**American Institutions**

Courses that satisfy this requirement may also satisfy GE Area D1

**8**

**American Cultural Perspectives Requirement**

Refer to the University Catalog General Education Program section for a list of courses that satisfy this requirement. Course may also satisfy major, minor, GE, or unrestricted elective requirements.

**4**

All persons who receive undergraduate degrees from Cal Poly Pomona must pass the Graduation Writing Test (GWT). The test must be taken by the quarter following completion of 120 units for undergraduates.

**Interdisciplinary General Education**

An alternate pattern for partial fulfillment of GE Areas A, C, D, and E available for students is the Interdisciplinary General Education (IGE) program. Students should see an advisor for specific GE coursework required by their major. Students must be exempt from or score at least 147 on the EPT to qualify for IGE. Please refer to the University Catalog General Education Program section for additional information.

**How IGE fulfills General Education Requirements:**

Year	Completion of IGE Courses	Satisfies GE Requirements
Freshman	IGE 120, IGE 121, IGE 122	A2 as well as any 2 courses from C1-C3
Sophomore	IGE 220, IGE 221, IGE 222	D1 (8 units) and D3
Junior	IGE 223, IGE 224	D2 and Area E

**Total Units 32**