

PROGRAM OF STUDY**International Business**

This program is designed to prepare individuals for a career in international business and/or management.

**A.A. DEGREE MAJOR OR
CERTIFICATE OF ACHIEVEMENT**

Program Requirements		Units
ACCT 103	Financial Accounting	4
ACCT 104	Accounting Spreadsheet Concepts	2
BUS 100	Introduction to Business	3
BUS 110	Business Mathematics	3
BUS 155	Marketing	3
BUS 205	Business Writing	3
IBUS 100	Intro to Int'l Business Mgmt	3
IBUS 105	International Marketing	3
IBUS 110	Cultural Environment/Int'l Business	3
IBUS 115	International Banking and Finance	3
IBUS 120	Essential/Import/Export Procedures	3
CE 100	Cooperative Education	2, 3, 4
TOTAL UNITS		35 - 37

Recommended Electives: ANTH 105; ECON 110; GEOG 105; PHIL 110; POSC 110

COURSE OFFERINGS**IBUS 100 Introduction to International Business
and Management (3)**

3 hours lecture

Recommended preparation: BUS 100

Transfer acceptability: CSU

Surveys the international dimension of business including trade, financial, economic, cultural framework, foreign investment patterns, and international managerial problems and policies at the corporate level. Also covers the role of the international manager with regard to entering foreign markets and supervising operations in existing markets, and the pros and cons of protectionism.

IBUS 105 International Marketing (3)

3 hours lecture

Recommended preparation: IBUS 100

Transfer acceptability: CSU

Surveys international organizations' basic elements for developing markets. Analyzes the market design and the techniques necessary to develop business within selected regions of the world. Discusses the impact due to differences in customs, languages, attitudes, and culture.

**IBUS 110 The Cultural Environment
of International Business (3)**

3 hours lecture

Recommended preparation: IBUS 100

Transfer acceptability: CSU

Focuses on the cultural environment of international business affecting the conduct of four regions in the Pacific Rim: Canada, Asia, Latin America, and Russia. Students examine the nature and evolution of culture, language, education, religion, and values as they apply to business situations. Examines the differences surrounding political and managerial practices in selected societies.

IBUS 115 International Banking and Finance (3)

3 hours lecture

Recommended preparation: IBUS 100

Transfer acceptability: CSU

Surveys international organizations' basic elements for developing markets. Analyzes the market design and the techniques necessary to develop business within selected regions of the world. Discusses the impact due to differences in customs, languages, attitudes, and culture.

IBUS 120 Essentials of Import/Export Procedures (3)

3 hours lecture

Recommended preparation: IBUS 100

Transfer acceptability: CSU

Application of practical aspects of export and import procedures by international business: organization, development of foreign sales, export and import procedures, and regulations and documentation of financial operations of global trade.

IBUS 197 International Business Topics (.5 - 4)

Units awarded in topics courses are dependent upon the number of hours required of the student. Any combination of lecture and/or laboratory may be scheduled by the department. Refer to Class Schedule.

Note: May be taken 4 times

Transfer acceptability: CSU

Topics in International Business. See Class Schedule for specific topic offered. Course title will designate subject covered.

Internet

See Business, Graphic Communications - Multimedia and Web, and CSIS - Web Technology

Italian (ITAL)

Contact the World Languages Department for further information.

(760) 744-1150, ext. 2390

Office: F-5

COURSE OFFERINGS

For students who have completed foreign language course work at the high school level, and need clarification regarding placement in college level course work, contact the Counseling Center. Universities have varying policies regarding the granting of transfer credit when there is a combination of high school and college level course work.

ITAL 101 Italian I (5)

5 hours lecture - 1 hour laboratory

Transfer acceptability: CSU; UC

This course is the first semester of Italian. This elementary level course is a study of the Italian language and Italian-speaking cultures, with emphasis on the development of communicative skills and basic structures. Course combines in-class instruction and practice with self-paced study in the Foreign Language Laboratory. This beginning-level course is for students with no previous course-work in Italian.

ITAL 102 Italian II (5)

5 hours lecture - 1 hour laboratory

Prerequisite: A minimum grade of 'C' in ITAL 101 or two years of high school Italian

Transfer acceptability: CSU; UC

This course is the second semester of Italian at the elementary level. It is a study of the Italian language and Italian-speaking cultures, with emphasis on the development of communicative skills and basic structures. Course combines in-class instruction and practice with self-paced study in the Foreign Language Laboratory. This beginning-level course is for students with at least one previous semester of Italian.

ITAL 197 Italian Topics (.5-5)

Units awarded in topics courses are dependent upon the number of hours required of the student. Any combination of lecture and/or laboratory may be scheduled by the department. Refer to Class Schedule.

Note: May be taken 4 times

Transfer acceptability: CSU; UC – Credit determined by UC upon review of course syllabus.

Topics in Italian. See Class Schedule for specific topic offered. Course title will designate subject covered.