

BS IN BUSINESS ADMINISTRATION (INTERNATIONAL BUSINESS)

Units required for Major: 66

Units required for Major with additional Emphasis: 75

Total units required for BS: 120

Program Description

The International Business concentration is designed to prepare students for a career in business by providing a broad exposure to the areas of international business, competency in a functional area of business, and an awareness of foreign cultural differences.

The Emphasis in Sustainability Business is designed to introduce students to the emerging field of sustainability in business and the growing focus on the social, environmental, and economic performance of businesses in global economy. The coursework presents the scientific, moral, and business cases for adopting sustainability.

Note: The use of the words “business administration” throughout this section refers to courses designated as Accountancy (ACCY), Accounting Information Systems (AIS), Decision Sciences (DS), Entrepreneurship (ENTR), Finance (FIN), General Management (GM), Human Resources/Organizational Behavior (HROB), International Business (IBUS), Management (MGMT), Management Information Science (MIS), Marketing (MKTG), and Operations Management (OPM).

Note: Students graduating with a Bachelor of Science in Business Administration (all concentrations) will not be subject to the University’s Foreign Language Graduation Requirement. Students who change major may be subject to the University’s Foreign Language Graduation Requirement.

Note: At least 15 units of upper division business administration courses must be taken in residence at (or under the auspices of) California State University, Sacramento. Of these 15 units, a minimum of nine units must be in upper division courses in the concentration.

Pre-Requisite Requirements

A student **may not enroll** in any of the Major program or Concentration courses until he/she has completed the Pre-Requisite lower division program with a grade of “C-” or better in each course and an overall GPA of 2.0 (“C”), with the exception of MATH 24 which requires a minimum acceptable grade of “C” or better.

Students enrolled as Expressed Interest in Business may enroll in the following courses after completing the lower division pre-requisite requirements:

Code	Title	Units
DS 101	Introduction to Business Analytics	3
MGMT 102	Business Communications	3
HROB 101	The Management of Contemporary Organizations	3

Computer Literacy

All business majors must meet spreadsheet competency **prior** to taking 100-level business courses. This requires completing MIS 10 (or equivalent).

Minimum Grade Requirements

The purpose of this requirement is to assure that all business administration students attain the minimum level of competency in all their coursework required for the business administration degree.

The minimum acceptable grade for any undergraduate course required for the business administration degree is “C-” with the exception of MATH 24 which requires a minimum acceptable grade of “C” or better.

A minimum grade point average of 2.0 (“C”) is required in the Pre-Requisite courses, Major Core courses, and the Concentration courses presented for the degree.

Program Requirements

Code	Title	Units
Required Lower Division (Pre-Requisites) Courses (21 Units)		
ACCY 1	Accounting Fundamentals	3
ACCY 2	Managerial Accounting	3
ECON 1A	Introduction to Macroeconomic Analysis ¹	3
ECON 1B	Introduction to Microeconomic Analysis ¹	3
MATH 24	Modern Business Mathematics ¹	3
MGMT 10	Introduction to Business Law	3
STAT 1	Introduction to Statistics ¹	3
Total Units		21

¹ Course also satisfies General Education (GE)/Graduation Requirement.

When enrolled in the last of the pre-requisite courses, students must file the supplemental business application to officially apply to Business Administration as their major. [Visit www.csus.edu/cba/ubac/impaction.html for more information.](http://www.csus.edu/cba/ubac/impaction.html)

Students who do not complete the required prerequisites as presented in the following Business Major program are subject to being administratively dropped from courses in which they are inappropriately enrolled.

Code	Title	Units
Required Upper Division (Major) Core Courses (24 Units)		
DS 101	Introduction to Business Analytics	3
FIN 101	Business Finance	3
GM 105	Strategic Management	3
HROB 101	The Management of Contemporary Organizations	3
MGMT 102	Business Communications	3
MIS 101	Computer Information Systems for Management	3
MKTG 101	Principles Of Marketing	3
OPM 101	Operations Management	3
Total Units		24

International Business (IBUS) Concentration (21 units)

Code	Title	Units
Required Courses (12 Units)		
FIN 190	Multinational Business Finance	3
IBUS 190	International Business	3
MKTG 190	Multinational Marketing	3
Select one of the following:		3
ACCY 190	International Accounting	
ENTR 187	Entrepreneurship	
IBUS 180	Sustainability Business in Global Economy	
Electives (9 Units)		
Select 9 units from one of the following areas:		9
<i>Accounting</i>		
ACCY 111	Intermediate Accounting I	
ACCY 121	Cost Accounting	
ACCY 171	Federal Tax Procedures I	
<i>Economics</i>		
ECON 190	International Trade	
ECON 192	International Finance	
ECON 193	Development Economics	
GEOG 141	Geography of Economic Activity	
<i>Finance</i>		
FIN 134	Financial Management	
FIN 135	Investments	
FIN 136	Modern Portfolio Management	
FIN 137	Financial Institutions and Markets	
FIN 138	Principles of Risk Management and Insurance	
<i>Foreign Language</i>		
Select an approved upper division language ¹		
<i>Human Resources Management</i>		
HROB 151	Management of Human Resources	
HROB 155	Conflict Management and Negotiation	
HROB 156	Current Trends and Emerging Issues	
HROB 157	Labor Relations	
<i>Marketing</i>		
MKTG 121	Marketing Research and Information	
MKTG 122	Buyer Behavior	
MKTG 123	Public Relations and Ethics in Business	
MKTG 125	Advertising	
MKTG 126	Salesmanship	
MKTG 129	Marketing Management	
<i>Supply Chain Management</i>		
MKTG 160	Principles of Quality Management	
MKTG 181	Supply Chain Logistics Management	
MKTG 186	Sustainable Supply Chain	
MKTG 188	Supply Chain Analytics	
<i>Overseas University Study</i>		
Select approved overseas university study ¹		
<i>Special Emphasis</i>		
Select approved area emphasis ¹		
Total Units		21

¹ Approved by IB coordinator. *Must be approved on an "Action Sheet."* See the Undergraduate Business Advising Center.

Emphasis in Sustainability Business (9 units)

Code	Title	Units
Track A - For students who have taken IBUS 180 (9 Units)		
<i>Group A (Environmental Sustainability) - Select one course from the following</i>		3
GEOG 118	Earth Transformed	
GEOG 161	California's Water Resources	
GEOL 130	Oceanography ²	
ENVS 138	Introduction to Environmental Sociology or SOC 138 Environmental Sociology	
<i>Group B (Economic Sustainability) - Select one of the following</i>		3
ECON 120	Economics and Environmental Degradation	
ECON 123	Resource Economics	
ECON 162	Energy Economics	
ECON 193	Development Economics	
<i>Select any course not already taken in Group A or Group B</i>		3

Code	Title	Units
Track B - For students who have not taken IBUS 180 (9 Units)		
IBUS 180	Sustainability Business in Global Economy	3
<i>Group A (Environmental Sustainability) - Select one of the following</i>		3
GEOG 118	Earth Transformed	
GEOG 161	California's Water Resources	
GEOL 130	Oceanography ²	
ENVS 138	Introduction to Environmental Sociology or SOC 138 Environmental Sociology	
<i>Group B (Economic Sustainability) - Select one of the following</i>		3
ECON 120	Economics and Environmental Degradation	
ECON 123	Resource Economics	
ECON 162	Energy Economics	

² Course also satisfies General Education (GE)/Graduation Requirement.

General Education Requirements ¹

Code	Title	Units
Area A: Basic Subjects (9 Units)		
A1	Oral Communication	3
A2	Written Communication	3
A3	Critical Thinking	3
Area B: Physical Universe and Its Life Forms (7-10 Units)		
B1	Physical Science	3
B2	Life Forms	3
B3	Lab (Note: Lab experience to be taken with one of the following: B1, B2 or B5)	1
B4	Math Concepts ²	0
B5	Additional Course (Any B to reach 12 units) - Take upper-division course to complete Area & upper division requirements. ³	0-3
Area C: Arts and Humanities (12 Units)		
C1	Arts	3

C2 - Humanities	3
C1/C2 - Area C Course	3
C1/C2 - Area C Course - Take upper-division course to complete Area & upper division requirements.	3
Area D: The Individual and Society (6 Units)	
Area D Course	3
Area D Course ²	0
Area D Course - Take upper-division course to complete Area & upper division requirements.	3
Area E: Understanding Personal Development (3 Units)	
Area E Course	3
Area F: Ethnic Studies (3 Units)	
Area F Course	3
Total Units	40-43

¹ To help you complete your degree in a timely manner and not take more units than absolutely necessary, there are ways to use single courses to meet more than one requirement (overlap). For further information, please visit the General Education page (<https://catalog.csus.edu/colleges/academic-affairs/general-education/>).

Note: There is no way to list all possible overlaps so please consult with a professional advisor. The Academic Advising Center can be visited online (<http://www.csus.edu/acad/>), by phone (916) 278-1000, or email (advising@csus.edu).

² Required in Major; also satisfies GE.

³ Department offers students a "select from the following" option:

- If student chooses to take GEOL 130, they will meet Area B5.

Note: This option **only** applies to students who are completing the Emphasis in Sustainability Business.

Graduation Requirements ¹

Code	Title	Units
Graduation Requirements (required by CSU) (9 Units)		
American Institutions: U.S. History		3
American Institutions: U.S. Constitution & CA Government		3
Writing Intensive (WI)		3
Graduation Requirements (required by Sacramento State) (6 Units)		
English Composition II		3
Race and Ethnicity in American Society (RE)		3
Foreign Language Proficiency Requirement ²		0

¹ To help you complete your degree in a timely manner and not take more units than absolutely necessary, there are ways to use single courses to meet more than one requirement (overlap). For further information, please visit the General Education page (<https://catalog.csus.edu/colleges/academic-affairs/general-education/>).

Note: There is no way to list all possible overlaps so please consult with a professional advisor. The Academic Advising Center can be visited online (<http://www.csus.edu/acad/>), by phone (916) 278-1000, or email (advising@csus.edu).

² If not satisfied before entering Sacramento State, it may be satisfied in General Education Area C2 (Humanities). "C- or better required." The alternative methods for satisfying the Foreign Language Proficiency Requirement are described here: <https://www.csus.edu/college/arts-letters/world-languages-literatures/foreign-language-requirement.html>

Note: Students with a declared major of BS in Business Administration (all concentrations) are exempt from the Foreign Language Graduation Requirement.

The following roadmaps are sample planning resources. Please consult your academic advisor and Academic Catalog for graduation requirements as you develop your individualized academic plan.

Business Administration (International Business), BS: 4-Year Roadmap

Course	Title	Units
Year 1		
First Semester		
ECON 1B	Introduction to Microeconomic Analysis	3
MATH 24	Modern Business Mathematics	3
MIS 10	Business Applications	2
GE Area 1A - English Composition ²		3
Elective of Choice		3
Units		14
Second Semester		
ACCY 1	Accounting Fundamentals	3
ECON 1A	Introduction to Macroeconomic Analysis	3
MGMT 10	Introduction to Business Law	3
GE Area 1C - Oral Communication ²		3
GE Area 6 - Ethnic Studies ²		3
Units		15
Year 2		
First Semester		
ACCY 2	Managerial Accounting	3
STAT 1	Introduction to Statistics	3
GE Area 1B - Critical Thinking ²		3
GE Area 3A - Arts ²		3
GR American Institutions (US History) ²		3
Units		15
Second Semester		
ENGL 20	College Composition II	3
GE Area 3B - Humanities ²		3
GE Area 5B - Biological Science ²		3
GR American Institutions (GOVT) ²		3
Elective of Choice		3
Units		15
Year 3		
First Semester		
DS 101	Introduction to Business Analytics	3
IBUS 190	International Business	3
MKTG 101	Principles Of Marketing	3
GE Area 5A - Physical Science ²		3
GE Area 5C - Laboratory ²		1
Elective of Choice		3
Units		16
Second Semester		
FIN 101	Business Finance	3
MGMT 102	Business Communications	3
MKTG 190	Multinational Marketing	3
IBUS Elective ³		3
Upper Division GE Area 4 - Social & Behavioral Sciences ²		3
Units		15

Year 4		
First Semester		
FIN 190	Multinational Business Finance	3
HROB 101	The Management of Contemporary Organizations	3
OPM 101	Operations Management	3
IBUS Elective ³		3
Upper Division GE Area 5 or 2 - Science or Mathematical Concepts/Quantitative Reasoning ²		3
Units		15
Second Semester		
GM 105	Strategic Management	3
MIS 101	Computer Information Systems for Management	3
ACCY 190 or ENTR 187 or ENTR 188 or IBUS 180	International Accounting ³ or Entrepreneurship or Social Entrepreneurship and Innovation or Sustainability Business in Global Economy	3
IBUS Elective ³		3
Upper Division GE Area 3 - Arts or Humanities + Writing Intensive ²		3
Units		15
Total Units		120

IBUS Elective ³	3
Upper Division GE Area 3 - Arts or Humanities + Writing Intensive ²	3
GR American Institutions (US History) ²	3
Units	15
Total Units	60

- Any course not completed in the first semester should be taken in the second or a later semester.
- Please see General Education/Graduation Requirement **course options** (<https://catalog.csus.edu/colleges/academic-affairs/general-education/>).
- Please see an academic advisor for elective options.

Business Administration (International Business), BS: 2-Year Roadmap

Course	Title	Units
Year 1		
First Semester		
DS 101	Introduction to Business Analytics	3
IBUS 190	International Business	3
MGMT 102	Business Communications	3
MKTG 101	Principles Of Marketing	3
Upper Division GE Area 4 - Social & Behavioral Sciences + American Institutions (GOVT) ²		3
Units		15
Second Semester		
FIN 101	Business Finance	3
HROB 101	The Management of Contemporary Organizations	3
MKTG 190	Multinational Marketing	3
OPM 101	Operations Management	3
IBUS Elective ³		3
Units		15
Year 2		
First Semester		
FIN 190	Multinational Business Finance	3
ACCY 190 or ENTR 187 or ENTR 188 or IBUS 180	International Accounting ³ or Entrepreneurship or Social Entrepreneurship and Innovation or Sustainability Business in Global Economy	3
IBUS Elective ³		3
Upper Division GE Area 5 or 2 - Science or Mathematical Concepts/Quantitative Reasoning ²		3
Elective of Choice		3
Units		15
Second Semester		
GM 105	Strategic Management	3
MIS 101	Computer Information Systems for Management	3