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") or better.

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

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>DS 101</td>
<td>Introduction to Business Analytics</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 102</td>
<td>Business Communications</td>
<td>3</td>
</tr>
<tr>
<td>HROB 101</td>
<td>The Management of Contemporary Organizations</td>
<td>3</td>
</tr>
</tbody>
</table>

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

Required Lower Division (Pre-Requisites) Courses (21 Units)

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCY 1</td>
<td>Accounting Fundamentals</td>
<td>3</td>
</tr>
<tr>
<td>ACCY 2</td>
<td>Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1A</td>
<td>Introduction to Macroeconomic Analysis</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1B</td>
<td>Introduction to Microeconomic Analysis</td>
<td>3</td>
</tr>
<tr>
<td>MATH 24</td>
<td>Modern Business Mathematics</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 10</td>
<td>Introduction to Business Law</td>
<td>3</td>
</tr>
<tr>
<td>STAT 1</td>
<td>Introduction to Statistics</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Units 21

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.

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.

Required Upper Division (Major) Core Courses (24 Units)

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>DS 101</td>
<td>Introduction to Business Analytics</td>
<td>3</td>
</tr>
<tr>
<td>FIN 101</td>
<td>Business Finance</td>
<td>3</td>
</tr>
<tr>
<td>GM 105</td>
<td>Strategic Management</td>
<td>3</td>
</tr>
<tr>
<td>HROB 101</td>
<td>The Management of Contemporary Organizations</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 102</td>
<td>Business Communications</td>
<td>3</td>
</tr>
<tr>
<td>MIS 101</td>
<td>Computer Information Systems for Management</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 101</td>
<td>Principles Of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>OPM 101</td>
<td>Operations Management</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Units 24
### International Business (IBUS) Concentration (21 units)

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Required Courses (12 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FIN 190</td>
<td>Multinational Business Finance</td>
<td>3</td>
</tr>
<tr>
<td>IBUS 190</td>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 190</td>
<td>Multinational Marketing</td>
<td>3</td>
</tr>
<tr>
<td>Select one of the following:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCY 190</td>
<td>International Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ENTR 187</td>
<td>Entrepreneurship</td>
<td></td>
</tr>
<tr>
<td>IBUS 180</td>
<td>Sustainability Business in Global Economy</td>
<td></td>
</tr>
<tr>
<td><strong>Electives (9 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Select 9 units from one of the following areas:</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>Accounting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCY 111</td>
<td>Intermediate Accounting I</td>
<td></td>
</tr>
<tr>
<td>ACCY 121</td>
<td>Cost Accounting</td>
<td></td>
</tr>
<tr>
<td>ACCY 171</td>
<td>Federal Tax Procedures I</td>
<td></td>
</tr>
<tr>
<td>Economics</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON 190</td>
<td>International Trade</td>
<td></td>
</tr>
<tr>
<td>ECON 192</td>
<td>International Finance</td>
<td></td>
</tr>
<tr>
<td>ECON 193</td>
<td>Development Economics</td>
<td></td>
</tr>
<tr>
<td>GEOG 141</td>
<td>Geography of Economic Activity</td>
<td></td>
</tr>
<tr>
<td>Finance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>FIN 134</td>
<td>Financial Management</td>
<td></td>
</tr>
<tr>
<td>FIN 135</td>
<td>Investments</td>
<td></td>
</tr>
<tr>
<td>FIN 136</td>
<td>Modern Portfolio Management</td>
<td></td>
</tr>
<tr>
<td>FIN 137</td>
<td>Financial Institutions and Markets</td>
<td></td>
</tr>
<tr>
<td>FIN 138</td>
<td>Principles of Risk Management and Insurance</td>
<td></td>
</tr>
<tr>
<td>Foreign Language</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Select an approved upper division language¹</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Human Resources Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HROB 151</td>
<td>Management of Human Resources</td>
<td></td>
</tr>
<tr>
<td>HROB 155</td>
<td>Conflict Management and Negotiation</td>
<td></td>
</tr>
<tr>
<td>HROB 156</td>
<td>Current Trends and Emerging Issues</td>
<td></td>
</tr>
<tr>
<td>HROB 157</td>
<td>Labor Relations</td>
<td></td>
</tr>
<tr>
<td>Marketing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG 121</td>
<td>Marketing Research and Information</td>
<td></td>
</tr>
<tr>
<td>MKTG 122</td>
<td>Buyer Behavior</td>
<td></td>
</tr>
<tr>
<td>MKTG 123</td>
<td>Public Relations and Ethics in Business</td>
<td></td>
</tr>
<tr>
<td>MKTG 125</td>
<td>Advertising</td>
<td></td>
</tr>
<tr>
<td>MKTG 126</td>
<td>Salesmanship</td>
<td></td>
</tr>
<tr>
<td>MKTG 129</td>
<td>Marketing Management</td>
<td></td>
</tr>
<tr>
<td>Supply Chain Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG 160</td>
<td>Principles of Quality Management</td>
<td></td>
</tr>
<tr>
<td>MKTG 181</td>
<td>Supply Chain Logistics Management</td>
<td></td>
</tr>
<tr>
<td>MKTG 186</td>
<td>Advanced Operations Planning and Control</td>
<td></td>
</tr>
<tr>
<td>MKTG 188</td>
<td>Supply Chain Modeling and Analysis</td>
<td></td>
</tr>
<tr>
<td>Overseas University Study</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Select approved overseas university study¹</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special Emphasis</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Select approved area emphasis¹</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Units</strong></td>
<td>21</td>
<td></td>
</tr>
</tbody>
</table>

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

### Emphasis in Sustainability Business (9 units)

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Track A - For students who have taken IBUS 180 (9 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Group A (Environmental Sustainability) - Select one course from the following</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GEOG 118</td>
<td>Earth Transformed</td>
<td>3</td>
</tr>
<tr>
<td>GEOG 161</td>
<td>California’s Water Resources</td>
<td></td>
</tr>
<tr>
<td>GEOL 130</td>
<td>Oceanography²</td>
<td></td>
</tr>
<tr>
<td>ENVS 138</td>
<td>Introduction to Environmental Sociology</td>
<td></td>
</tr>
<tr>
<td>or SOC 138</td>
<td>Environmental Sociology</td>
<td></td>
</tr>
<tr>
<td>Group B (Economic Sustainability) - Select one of the following</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON 120</td>
<td>Economics and Environmental Degradation</td>
<td>3</td>
</tr>
<tr>
<td>ECON 123</td>
<td>Resource Economics</td>
<td></td>
</tr>
<tr>
<td>ECON 162</td>
<td>Energy Economics</td>
<td></td>
</tr>
<tr>
<td>ECON 193</td>
<td>Development Economics</td>
<td></td>
</tr>
<tr>
<td>Select any course not already taken in Group A or Group B</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Track B - For students who have not taken IBUS 180 (9 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IBUS 180</td>
<td>Sustainability Business in Global Economy</td>
<td>3</td>
</tr>
<tr>
<td>Group A (Environmental Sustainability) - Select one of the following</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GEOG 118</td>
<td>Earth Transformed</td>
<td>3</td>
</tr>
<tr>
<td>GEOG 161</td>
<td>California’s Water Resources</td>
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</tr>
<tr>
<td>GEOL 130</td>
<td>Oceanography²</td>
<td></td>
</tr>
<tr>
<td>ENVS 138</td>
<td>Introduction to Environmental Sociology</td>
<td></td>
</tr>
<tr>
<td>or SOC 138</td>
<td>Environmental Sociology</td>
<td></td>
</tr>
<tr>
<td>Group B (Economic Sustainability) - Select one of the following</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>ECON 120</td>
<td>Economics and Environmental Degradation</td>
<td></td>
</tr>
<tr>
<td>ECON 123</td>
<td>Resource Economics</td>
<td></td>
</tr>
<tr>
<td>ECON 162</td>
<td>Energy Economics</td>
<td></td>
</tr>
</tbody>
</table>

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

### General Education Requirements

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Area A: Basic Subjects (9 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A1 - Oral Communication</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>A2 - Written Communication</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>A3 - Critical Thinking</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td><strong>Area B: Physical Universe and Its Life Forms (7-10 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B1 - Physical Science</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>B2 - Life Forms</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>B3 - Lab (Note: Lab experience to be taken with one of the following: B1, B2 or B5)</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>B4 - Math Concepts²</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>B5 - Additional Course (Any B to reach 12 units) - Take upper-division course to complete Area &amp; upper division requirements.³</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td><strong>Area C: Arts and Humanities (12 Units)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C1 - Arts</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>C2 - Humanities</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

³ Course also satisfies General Education (GE)/Graduation Requirement.
BS in Business Administration (International Business)  

C1/C2 - Area C Course 3
C1/C2 - Area C Course - Take upper-division course to complete Area & upper division requirements.

Area D: The Individual and Society (6 Units)
Area D Course 3
Area D Course 2
Area D Course - Take upper-division course to complete Area & upper division requirements.

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 (http://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

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

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 (http://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.