### Florida Institute of Technology

**ADDING A NEW COURSE TO THE CURRICULUM**

This course is available for student registration only after the approval process has been completed.

<table>
<thead>
<tr>
<th>Subject</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Alpha Prefix (e.g., CSE)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course No.</th>
<th>3801</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number Choice (e.g., 1301)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Credit Hours</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Term to be added to the file</td>
<td>Fall 2007 (e.g., Fall 2005)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Class Hours</th>
<th>3/week</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lecture Hours</td>
<td>3/week</td>
</tr>
<tr>
<td>Lab Hours</td>
<td></td>
</tr>
<tr>
<td>Contact Hours (CEU only)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Department</th>
<th>College of Business</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(e.g., Computer Sciences)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Schedule Type</th>
<th>lecture</th>
</tr>
</thead>
<tbody>
<tr>
<td>(e.g., lecture, lab or special project)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>College/School</th>
<th>College of Aeronautics–23</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>College of Business–24</td>
</tr>
<tr>
<td></td>
<td>College of Engineering–01</td>
</tr>
<tr>
<td></td>
<td>College of Psychology and Liberal Arts–25</td>
</tr>
<tr>
<td></td>
<td>College of Science–26</td>
</tr>
<tr>
<td></td>
<td>University College/SEGS–90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Computer Title</th>
<th>Cross Cultural Management</th>
</tr>
</thead>
</table>

| Catalog Title, Course (restricted to 25 spaces, including blanks) | Cross Cultural Management |

<table>
<thead>
<tr>
<th>Catalog Description of Course (limited to 350 characters, including spaces)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Examines the importance of effectively managing soft skills in a global organizational context. Specific emphasis is placed on the impact of national culture in shaping values, behaviors and employment practices in organizations operating within a global environment.</td>
</tr>
</tbody>
</table>

In addition, you may attach a course syllabus and/or more detailed description.

<table>
<thead>
<tr>
<th>Restrictions</th>
<th>Prerequisite</th>
<th>BUS 3501</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Corequisite</td>
<td>(course number)</td>
</tr>
</tbody>
</table>

Grades to be issued:
- A, B, C, D, F
- E, U
- P, F
- Other

Additional Restriction:
(e.g., major, class level, department head approval)

If this course replaces a course currently offered in BANNER, please indicate old course information.

<table>
<thead>
<tr>
<th>Subject</th>
<th>Alpha Prefix (e.g., CSE)</th>
<th>Course No. (e.g., 1301)</th>
</tr>
</thead>
</table>

### APPROVALS

Upon completion of appropriate department approvals, submit form to Chair, Graduate Council, or Chair, Undergraduate Curriculum Committee for approval below and forward to Catalog Coordinator.

<table>
<thead>
<tr>
<th>Originator</th>
<th>Theresia A. Tomsajski</th>
<th>Date</th>
<th>4/30/06</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Chair, Graduate Council</th>
<th>Date</th>
<th></th>
</tr>
</thead>
</table>

OR

<table>
<thead>
<tr>
<th>Dean or Associate Dean</th>
<th>Barbara Perez</th>
<th>Date</th>
<th>4/30/06</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Chair, Undergraduate Curriculum Committee</th>
<th>Date</th>
<th></th>
</tr>
</thead>
</table>

### CATALOG COORDINATOR

<table>
<thead>
<tr>
<th>Catalog Coordinator</th>
<th>Date</th>
<th></th>
</tr>
</thead>
</table>

### REGISTRAR'S USE ONLY

<table>
<thead>
<tr>
<th>SCACRSE</th>
<th>SCADETL</th>
<th>SCAPREQ</th>
<th>SCABASE</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCARRES</td>
<td>Operator Int</td>
<td>Date</td>
<td></td>
</tr>
</tbody>
</table>

Florida Institute of Technology · Office of the Registrar

150 West University Boulevard, Melbourne, FL 32901-6973 ▐ (321) 674-8135 ▐ Fax (321) 674-7827

PG-154-2005
Cross Cultural Management

Subject Area: Management  
Lecturer: Domagalski  
Course Code: BUS 3801  
Term: Fall 2007  
Credit Value: 3

Course Description

This course examines the importance of effectively managing soft skills in a global organizational context. Specific emphasis is placed on the impact of national culture in shaping the values, behaviors and employment practices in organizations operating within a global environment.

Aims and Objectives

- Provide exposure to cross cultural issues as they relate to organizations in a global environment
- Learn how differences in political and economic systems in various countries shape the values and behaviors of individuals and groups
- Expose students to the relationship between national and organizational cultures
- Explore the nature of labor relations in different countries
- Assist students to develop a working knowledge of the practices and procedures associated with managing employees in different countries
- Develop skills in communicating with, motivating, and leading individuals from various cultures
- Enhance critical thinking abilities and problem solving skills in relation to managing employees in a global environment

Candidate Topics

1. Meanings and dimensions of culture  
2. Organizational culture and diversity  
3. Cross cultural communication differences  
4. Motivation and leadership across cultures  
5. HR selection and expatriate assignments  
6. Ethical dilemmas across borders & culture  
7. Employment regulations of various countries  
8. Application of U.S. antidiscrimination law to multinational employers

Format and Teaching Methods

Exams, team project, written assignments, case studies, experiential exercises, discussion groups, lecture, videos

Grading

Exams 50%  
Team Project 10%  
Case Studies 20%  
Classroom exercises 5%  
Term paper 15%

Textbook

Florida Institute of Technology

ADDING A NEW COURSE TO THE CURRICULUM

This course is available for student registration only after the approval process has been completed.

Subject BUS 3802

Table: Courses

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Credit Hours</th>
<th>Term to be added to the file</th>
</tr>
</thead>
<tbody>
<tr>
<td>3802</td>
<td>3</td>
<td>Fall 2008</td>
</tr>
</tbody>
</table>

Class Hours 3/week

Department College of Business (e.g., Computer Sciences)

Schedule Type Lecture (e.g., lecture, lab or special project)

College/School

| College of Aeronautics-23 |
| College of Business-24 |
| College of Engineering-01 |
| College of Psychology and Liberal Arts-25 |
| College of Science-26 |
| University College/SEGS-90 |

Computer Title (restricted to 25 spaces, including blanks)

Global Macroecon. Issues

Catalog Title Global Macroeconomic Issues

Catalog Description of Course (limited to 500 characters, including spaces)

Explores the macroeconomic interdependence of global economics. Examines the working of monetary and fiscal policies under various exchange-rate regimes, and uses international case studies to assess the policy trilemma, the tradeoff among exchange rate stability, price stability and independent monetary policy.

In addition, you may attach a course syllabus and/or more detailed description.

Restrictions

<table>
<thead>
<tr>
<th>Prerequisite</th>
<th>BUS 2303 &amp; BUS 2304 (course number)</th>
</tr>
</thead>
</table>

Grades to be issued

| A, B, C, D, F |
| S, U |
| P, F |
| Other |

Additional Restriction

(e.g., major, class level, department head approval)

If this course replaces a course currently offered in BANNER, please indicate old course information

Subject Alpha Prefix (e.g., CSE) Course No. (e.g., 1301)

APPROVALS

Upon completion of appropriate department approvals, submit form to Chair, Graduate Council, or Chair, Undergraduate Curriculum Committee for approval below and forward to Catalog Coordinator.

Original

Oleg Vermani 4/19/06

Chair, Graduate Council

Department Head/Program Chair

Janice Carroll 4/19/06

Dean or Associate Dean

Chair, Undergraduate Curriculum Committee

CATALOG COORDINATOR

Registrar's Use Only

Florida Institute of Technology • Office of the Registrar

130 West University Boulevard, Melbourne, FL 32901-6975 • (321) 674-8136 • Fax (321) 674-7827

RG-134-3305
Global Macroeconomic Issues

Subject Area  Economics
Lecturer      Vamosi
Course Code  Bus 3802
Term         Spring 2008
Credit Value  3

Course Description

This course systematically explores the macroeconomic interdependence of global economies. It examines the working of monetary and fiscal policies under various exchange-rate regimes, and uses international case studies to assess the policy trilemma, the tradeoff among exchange rate stability, price stability and independent monetary policy.

Aims and Objectives

The primary goal of this course is to teach students to critically analyze and evaluate current international macroeconomic and financial issues, policies and events. Students should gain a rigorous understanding of interest rates, exchange rates and asset prices in the global economy, the causes and consequences of trade deficits and external imbalances, the effects of monetary and fiscal policy under various exchange rate regimes, optimal currency areas, and the policy trilemma, the recognition that an economy cannot simultaneously control its domestic price level and its exchange rate while still allowing free movement of capital in and out of the country.

Candidate Topics

- Building Blocks and General Theoretical Framework
  - National Income and Balance of Payments Accounts
  - Exchange Rates and Interest Rate Parity
  - Exchange Rate Determination in the Long Run & in the Short Run
  - Relative Prices and Macroeconomic Adjustment
  - Income Determination in an Open Economy
  - Macroeconomic Adjustment in the Short Run
  - Macroeconomic Adjustment in the Long Run
  - The Financial Crises of the 1990s: Analytics

- The Policy Trilemma
  - History of the International Monetary System
  - Optimal Currency Areas
  - Financial and Currency Crises
  - Open Economy Macro: Policy Debates

Format and Teaching Methods

- Lectures and Case Analysis. Collapse of Bretton Woods; EU as an Optimal Currency Area; U.S. as an Optimal Currency Area; South America as an Optimal Currency Area; Mexican Peso Crises; Asian Currency Crises; Russian Financial Crises; Japan’s economic stagnation; Dollarization in Latin America; China’s Foreign Exchange Policy.

Grading

- Major Paper and Presentation  20%  Three Examinations  50%
- Two Major Assignments  20%  Class Participation  10%

Textbooks

INVESTIGATES WHY NATIONS TRADE, WHAT THEY TRADE, AND HOW THEY BENEFIT FROM EXCHANGE. INCLUDES TOPICS ON CLASSICAL, NEOCLASSICAL, MODERN, AND POST-MODERN THEORIES OF TRADE, COMMERCIAL POLICY INSTRUMENTS AND THEIR WELFARE EFFECTS, ECONOMIC INTEGRATION, INTERNATIONAL FACTOR MOVEMENTS, AND TRADE DEVELOPMENT.
International Trade

Subject Area: Economics  
Lecturer: Slotkin  
Course Code: Bus 4801  
Term: Fall 2008  
Credit Value: 3

Course Description
This course investigates why nations trade, what they trade, and how they benefit from exchange. Topics include classical, neoclassical, modern, and post-modern theories of trade, commercial policy instruments and their welfare effects, economic integration, international factor movements, and trade and development.

Aims and Objectives
The accelerating impact of globalization on the conduct of international business has enlarged both the opportunities and challenges faced by managerial decision-makers. This course provides future business leaders with the economic fundamentals of international commerce by exploring the three basic questions underlying the pure theory of trade: (1) What induces the spatial patterns of international commerce? (2) Under what terms of exchange is trade conducted? and (3) What are the consequences of impeding, by government fiat, the free flow of goods and services?

Candidate Topics
- Mercantilism and Classical Theories of Trade
- Neoclassical Trade Theory
- Factor Endowments and the Modern Theory of Trade
- Trade Policy Instruments and Welfare Effects
- Arguments for Trade Policy Intervention
- International Factor Movements
- Economic Integration
- Trade and the Developing World

Format and Teaching Methods
Lectures, Exams, Term Paper, Problem Set Assignments

Grading
- Problems Set Assignments: 20%
- Mid-term and Final Exams: 60%
- Term Paper: 20%

Textbook
This course is available for student registration only after the approval process has been completed.

Subject BUS  
Alpha Prefix (e.g., CSE)  
Course No. 4802  
Number Choice (e.g., 1301)  
Credit Hours 3 Term to be added to the file Fall 2008 (e.g., Fall 2025)

Class Hours 3/week  
Lecture Hours 3/week  
Lab Hours  
Contact Hours (CEU only) 

Department College of Business  
(e.g., Computer Sciences)  
Schedule Type lecture  
(e.g., lecture, lab or special project)

College/School  
[X] College of Aeronautics  
[X] College of Business  
[X] College of Engineering  
[ ] College of Psychology and Liberal Arts  
[ ] College of Science  
[ ] University College/SEGS

Computer Title (restricted to 25 spaces, including blanks)  
Global Accounting and Tax

Catalog Title  
Global Accounting and Tax

Catalog Description of Course (limited to 350 characters, including spaces)  
Integrates the functional areas of accounting with business administration in a global decision-making framework. Provides business managers with an understanding of the numerous differences that exist between countries, and the problems multinational companies face in interpreting international accounting information.

In addition, you may attach a course syllabus and/or more detailed description.

Restrictions  
[X] Prerequisite BUS 2211 & BUS 2212 (course number)  
[ ] Corequisite (course number)  
[ ] Prerequisite (course number)  
[ ] Corequisite (course number)  
[ ] Prerequisite (course number)  
[ ] Corequisite (course number)

Grades to be issued  
[A, B, C, D, F]  
[S, U]  
[P, F]  
[Other ]

Additional Restriction  
(e.g., major, class level, department head approval)

If this course replaces a course currently offered in BANNER, please indicate old course information.

Subject Alpha Prefix (e.g., CSE)  
Course No. (e.g., 1301)

APPROVALS

Upon completion of appropriate department approvals, submit form to Chair, Graduate Council, or Chair, Undergraduate Curriculum Committee for approval below and forward to Catalog Coordinator.

[Signature]  
[Date]  
Originator  

[Signature]  
[Date]  
Chair, Graduate Council

[Signature]  
[Date]  
OR

[Signature]  
[Date]  
Chair, Undergraduate Curriculum Committee

Dean or Associate Dean

CATALOG COORDINATOR

[Signature]  
[Date]  

SCACRSE  
SCADETL  
SCAPREQ  
SACBASE  
SCARES  
SCARRES  
Operator Initi Date

REGISTRAR'S USE ONLY

Florida Institute of Technology • Office of the Registrar
150 West University Boulevard, Melbourne, FL 32901-6973 • (321) 674-8136 • Fax (321) 674-7827

RG-134-3001
Global Accounting and Tax

Subject Area  International Accounting  
Lecturer      TBD                  
Course Code  Bus 4802             
Term         Fall 2007            
Credit Value  3                   

Course Description

This course integrates the functional areas of accounting with business administration in a global decision-making framework. It is designed to provide business managers with an understanding of the numerous differences that exist between countries, and the problems multinational companies face in interpreting international accounting information.

Aims and Objectives

Assess the theoretical knowledge that will enable an international business manager to analyze and interpret consolidated financial statements that are presented by local, multinational, and transnational corporations. The content will familiarize you with international accounting regulations and practices in a variety of countries as well as expose you to some of the current research on the harmonization of worldwide accounting standards.

Candidate Topics

- Historical development of accounting systems in the global environment due to diversity in culture, economics, entrepreneurial practices, and social and political systems.
- Convergence efforts of the International Accounting Standards Board (IASB) and other organizations to harmonize financial reporting standards worldwide and a comparison of IASC standards to U.S. GAAP.
- The accounting information systems in multinational enterprises.
- The market risks of exposure to foreign currency translations and hyperinflation and their impact on international financial statement analysis.
- Corporate governance and global control operations affecting data flows and managerial accounting issues including international budgeting, product costing and transfer pricing, internal auditing, and performance evaluation.
- The nature of global audit services and challenges of auditing across borders.
- International financial statement analyses of unique corporate financial accounting and reporting issues, including international business combinations, goodwill, intangibles, segmental reporting, and transparency of disclosure.
- International taxation issues, including differences in taxable items and tax rates, the tax effects of foreign exchange gains and losses, definitions of foreign source income, and tax planning in the international environment.

Format and Teaching Methods

- Cases, videos, current supplemental journal articles and readings, major new books, in-class exercises, and lectures
- Cases and videos will be focused on high-tech companies or industries

Grading

- Homework – Financial Statements and/or Case Analysis  25%
- Mid-term and Final Exams 25%
- Group Projects 25%
- Class Participation 25%

**Textbooks, Reference Material, and Electronic Databases**

- FASB Pronouncements at [http://www.fasb.org](http://www.fasb.org)
- Securities and Exchange Commission website (EDGAR) [http://www.sec.edgar.gov](http://www.sec.edgar.gov)
- Blackboard accounting and various materials posted
This course is available for student registration only after the approval process has been completed.

Subject: BUS  
Course No.: 4803  
Credit Hours: 3  
Term to be added to the file: Fall 2008  
(e.g., Fall 2005)

Class Hours: 3/week  
Lecture Hours: 3/week  
Lab Hours:  
Contact Hours: (CEU only)

Department: College of Business  
(e.g., Computer Sciences)

Schedule Type: Lecture  
(e.g., lecture, lab or special project)

College/School:  
(Please check appropriate box)  
☐ College of Aeronautics-23  
☒ College of Business-24  
☐ College of Engineering-01  
☐ College of Psychology and Liberal Arts-25  
☐ College of Science-26  
☐ University College/SEGS-90

Computer Title: (restricted to 25 spaces, including blanks)  
Global Financial Mgmt.

Catalog Title: Global Financial Management

Catalog Description of Course: (limited to 550 characters, including spaces)  
Extends the principles of finance to an international context. Includes emphasis on currency fluctuations, measuring and hedging exchange rate risk, comparative capital structure, multinational investment, international capital budgeting, and taxes.

In addition, you may attach a course syllabus and/or more detailed description.

Restrictions:  
☒ Prerequisite: BUS 3401 & BUS 3602  
☐ Corequisite:  

Grades to be issued:  
☒ A, B, C, D, F  
☐ S, U  
☐ P, F  
☐ Other

Additional Restriction:  
(e.g., major, class level, department head approval)

If this course replaces a course currently offered in BANNER, please indicate old course information.

Subject: BUS  
Course No: (e.g., 1301)

APPROVALS  

Upon completion of appropriate department approvals, submit form to Chair, Graduate Council, or Chair, Undergraduate Curriculum Committee for approval below and forward to Catalog Coordinator.

Originator:  
Date: 1/19/06

Chair, Graduate Council:  
Date

Chair, Undergraduate Curriculum Committee:  
Date

CATALOG COORDINATOR:  
Catalog Coordinator:  
Date

REGISTRAR'S USE ONLY:  

SCACRSE  
SCAETL  
SCAPERG  
SCABASE  
SCARIES  

Operator Init:  
Date

Florida Institute of Technology - Office of the Registrar  
130 West University Boulevard. Melbourne, Fl. 32901-6975. (321) 674-8156 Fax (321) 674-7827  
RG-134-306U
Global Financial Management

Subject Area: Finance
Lecturer: TBD
Course Code: Bus 4803
Term: Spring 2009
Credit Value: 3

Course Description
This course extends the principles of finance to an international context. Topics covered include currency fluctuations, measuring and hedging exchange rate risk, comparative capital structure, multinational investment, international capital budgeting, and taxes.

Aims and Objectives
Introduces the student to financial management from the perspective of a multinational corporation. Many corporations operate in two or more countries which makes them vulnerable to diversifiable exposures such as exchange rate risk and non-diversifiable exposures such as political risk. Students examine how such exposures impact business strategy and operations, and how they can be mitigated. Students should expect to develop an integrated analytical and decision making perspective that will enable them to extend financial concepts such as capital budgeting and risk management, and instruments such as forwards, swaps, fixed income analysis, and arbitrage.

Candidate Topics
- Multinational Corporations: An overview
- The International Monetary Environment
- Foreign Exchange Rate Determination, Markets
- Currency Derivatives
- Determining exposure to currency fluctuations
- Hedging as a risk management strategy
- Managing transaction, operating, and translation exposure
- Global cost of capital and financial structure
- Foreign direct investment
- Multinational capital budgeting
- Financing: Short & Long Term; SWAPs

Format and Teaching Methods
- Lectures, cases, homework, in-class exercises, exams, and presentations

Grading
- Midterm exam 25%
- Final exam 40%
- Homework 15%
- Class participation 10%
- International Finance Written Project OR Case Presentation 10%

Textbooks, Reference Material, and Electronic Databases
- (1) Moffett, Eiteman and Stonehill, (2) Eun and Resnick, or (3) Madura
This course is available for student registration only after the approval process has been completed.

Subject BUS  
Alpha Prefix (e.g., CSE)  
Course No. 4804  
Credit Hours 3  
Number Choice (e.g., 1301)  
Term to be added to the title Fall 2008
(e.g., Fall 2005)

Class Hours 3/week  
Lecture Hours 3/week  
Lab Hours  
Contact Hours (CEU only)  

Department College of Business  
(e.g., Computer Sciences)  
Schedule Type lecture  
(e.g., lecture, lab or special project)

College/School  
☐ College of Aeronautics–23  
☐ College of Business–24  
☐ College of Engineering–01  
☐ College of Psychology and Liberal Arts–25  
☐ College of Science–26  
☐ University College/SEGS–90  
(Please check appropriate box)

Computer Title (restricted to 25 spaces, including blanks) Bus-Western Hemisphere

Catalog Title Business in the Western Hemisphere  

Catalog Description of Course (limited to 500 characters, including spaces) Introduces to business environment and practices of the Western Hemisphere countries, giving students both theoretical and practical experience with environmental factors confronting managers in international operations. Includes research and study of the history and economic development of major economies of the Western Hemisphere.

In addition, you may attach a course syllabus and/or more detailed description.

Grade to be issued
☐ A, B, C, D, F
☐ S, U
☐ P, F
☐ Other

Restrictions ☒ Prerequisite BUS 3801 & BUS 3802
(course number)

☐ Prerequisite (course number)

☐ Prerequisite (course number)

☐ Corequisite (course number)

☐ Corequisite (course number)

Additional Restriction

(e.g., major, class level, department head approval)

If this course replaces a course currently offered in BANNER, please indicate old course information

Subject Alpha Prefix (e.g., CSE)  
Course No. (e.g., 1301)

APPROVALS

Upon completion of appropriate department approvals, submit form to Chair, Graduate Council, or Chair, Undergraduate Curriculum Committee for approval below and forward to Catalog Coordinator.

John R. Patterson  4-20-06
Chair, Graduate Council

OR

Department Head/Program Chair  4-20-06
Dean and Associate Dean

Chair, Undergraduate Curriculum Committee

CATALOG COORDINATOR

Florida Institute of Technology

REGISTRAR’S USE ONLY

SCACRESC  SCARES  SCAPREQ  SCAPRES  SCABASE

Date

Date

150 West University Boulevard, Melbourne, FL 32901-6973 • (321) 674-5135 • Fax (321) 674-7827

RG-134-309
Business in the Western Hemisphere

Subject Area: International Business
Lecturer: Patton
Course Code: Bus 4804
Term: Spring 2009
Credit Value: 3

Course Description

This course is an introduction to the business environment and practices of the Western Hemisphere countries. It is intended to give students both theoretical and practical experience with environmental factors confronting managers in international operations: cultural, economic, legal, political, and institutional determinants. It is designed to provide students an opportunity to learn more about an area that is likely to be increasingly important for U.S. multi-national corporations. Students will research and study the history and economic development of the major economies of the Western Hemisphere.

Aims and Objectives

The course covers a broad spectrum of issues critical to developing sound international business skills, including the assessment of foreign business practices, the understanding of the international financial and trade practices, and the way they impact decision making, planning, strategy development and strategy implementation. It is intended to answer questions about various international business topics, especially in the Western Hemisphere, where regional trade is growing in importance. More specifically the goals of this course include:

- to explain and apply key concepts related to international business in the Western Hemisphere
- to analyze a country’s economic/business/cultural data to develop a foreign investment strategy for a particular Western Hemisphere country
- to analyze corporate information related to international business strategy and describe the differences in management style and business practices among companies
- understand the economic and political changes taking place throughout the Western Hemisphere
- understand the factors involved in the formation of trade agreements and the essential mechanisms for their operation
- understand the ethical implications of conducting business internationally
- to develop and refine oral and written communication skills in a thoughtful manner
- to practice group problem solving, team work, and decision making skills

Format and Teaching Methods

- Lectures and Case Analysis.

Grading

- Major Paper and Presentation 20%
- Three Examinations 50%
- Two Major Assignments 20%
- Class Participation 10%

Textbook

This course is available for student registration only after the approval process has been completed.

<table>
<thead>
<tr>
<th>Subject: BUS</th>
<th>Course No.: 4884</th>
<th>Credit Hours: 3</th>
<th>Term to be added to the title: Fall 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class Hours: 3/week</td>
<td>Lecture Hours: 3/week</td>
<td>Lab Hours:</td>
<td>Contact Hours (CEU only):</td>
</tr>
<tr>
<td>Department: College of Business</td>
<td>Schedule Type: Lecture</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(e.g., Computer Sciences)</td>
<td>(e.g., lecture, lab or special project)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>College/School:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Please check appropriate box):</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>College of Aeronautics-23</td>
<td>College of Psychology and Liberal Arts-25</td>
<td></td>
<td></td>
</tr>
<tr>
<td>College of Business-24</td>
<td>College of Science-26</td>
<td></td>
<td></td>
</tr>
<tr>
<td>College of Engineering-01</td>
<td>University College/SEG-90</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Computer Title: (restricted to 25 spaces, including blanks)</td>
<td>IB Practicum</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Catalog Title: International Business Practicum</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Catalog Description of Course: (limited to 150 characters, including spaces)

Real-world business experience complements the varied academic disciplines covered in the international business curriculum. Minimum requirements induce written and oral presentations, biweekly activity reports, group meetings, and 150 work hours at a host employer's location. Must be taken in the final semester before graduation.

In addition, you may attach a course syllabus and/or more detailed description.

Restrictions:
- Prerequisite: BUS 4783
- Co-requisite: BUS 4702

Grades to be issued:
- A, B, C, D, F
- U, S, U
- P, F
- Other

Additional Restriction: Maybe taken in summer after graduation with permission.

If this course replaces a course currently offered in BANNER, please indicate old course information.

Subject Alpha Prefix (e.g., CSE): Course No. (e.g., 1301): 

APPROVALS
Upon completion of appropriate department approvals, submit form to Chair, Graduate Council, or Chair, Undergraduate Curriculum Committee for approval below and forward to Catalog Coordinator.

Originator: Date: Chair, Graduate Council: Date:

Department/Program Chair: Date: Chair, Undergraduate Curriculum Committee: Date:

CATALOG COORDINATOR

Catalog Coordinator: Date:

REGISTRAR'S USE ONLY

SCAPRDE SCADCTL SCAPREQ 3GABASE 3GABASE

Operator Init: Date: 

Florida Institute of Technology • Office of the Registrar

150 West University Boulevard, Melbourne, FL 32901-6975 • (321) 674-8136 • Fax (321) 674-7827
COURSE DESCRIPTION: (3 credits): Real-world business experience complements the varied academic disciplines covered in the international business curriculum. Minimum requirements include written and oral presentations, biweekly activity reports, group meetings and 150 work hours at a host employer’s location. Must be taken in the final semester before graduation. May be taken in summer following graduation with permission of Associate Dean. For international business (7868) majors only. Prerequisites: BUS 4783. Corequisites: BUS 4702.
FLORIDA INSTITUTE OF TECHNOLOGY  
College of Business  
Course Syllabus

BUS 4884 – International Business Practicum  
Prerequisite: Senior Standing, BUS 4501, 4701  
Corequisite: BUS 4702  
Spring 2009

Instructor: Dr. David D. Hott  
Telephone: (O) 674-7391  
(H) 724-8263  
E-Mail: dhott@fit.edu  
Office Hours:  
MWF TBA  
Other Times by Appointment

COLLEGE OF BUSINESS OFFICE HOURS POLICY:
Faculty in the College of Business are available a minimum of eight hours each week for 
consultation with students outside of classroom time. At least four of these are regularly 
scheduled office hours. The remaining time may be requested for E-mail correspondence, 
appointments for times other than office hours, and group problem/discussion sessions.

COURSE DESCRIPTION:
This real-world business experience complements the varied academic disciplines covered in 
the business curriculum. Minimum requirements include written and oral presentations, 
biweekly activity reports, seven group meetings and 150 work hours (10 hours per week 
average time commitment) at your host employer’s work location. This is a three (3) credit 
course designed to give the student a viable business experience in a real-world environment.

COURSE OBJECTIVES:
The student, by the end of the course, should understand how an organization functions. In 
addition, the student should gain insight into the workings of various functional specialties 
within an organization and an understanding of the problem solving and decision making 
processes, thereby better preparing the student for entry into the workforce.

COURSE REQUIREMENTS:
Students are responsible to thoroughly familiarize themselves with the requirements outlined 
in the Practicum Program Handbook. An average of ten (10) hours per week will be spent at 
the host organization. A minimum of 150 hours at the host company is required for 
satisfactory completion of the course. A minimum of eight (8) hours per week is required 
through Friday of the last day of the semester (date to be announced) (even if the 150 hour 
minimum has been reached).

Email address: Each student must have a FIT email address to receive announcements and 
assignments. You have the option to automatically forward messages from your FIT account 
to another address of your choice. Forward your FIT email address to me at dhott@fit.edu. 
Read the new Florida Tech policy using the following link.  
https://www.fit.edu/acs/userservices/faqs.htm

Blackboard Account: Each student must have a Blackboard account. You are responsible 
Announcements, homework assignments, and other information will be disseminated via e-
mail and Blackboard.

Practicum Reports
A biweekly Practicum report must be submitted to: (1) the instructor; (2) Mr. Tom 
Stauflacher; (3) the student’s academic advisor and; (4) the host supervisor outlining what 
the student accomplished during the period, hours worked during the period, and cumulative
hours worked through the report date. Reports are to be reviewed by the intern’s immediate supervisor, who also has the option to provide comments, prior to submission. The name of the individual who performed the review and the date of the review are to be included in the report. If the host supervisor has not reviewed the report by 10:00 AM on Wednesday the intern will forward the report without the supervisor’s review. The intern should have the report reviewed as soon as possible and resubmit showing the review date and comments (if any) added by the supervisor.

The report covers a period starting on Saturday and ending on Friday. Reports are to be sent electronically as a Word document (use the Weekly Report template provided) attached to an e-mail. Reports are due by noon Wednesday following the reporting period.

### Due Dates for Reports

<table>
<thead>
<tr>
<th>Group 1</th>
<th>Group 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday, Week 1</td>
<td>Wednesday, Week 2</td>
</tr>
<tr>
<td>Wednesday, Week 3</td>
<td>Wednesday, Week 4</td>
</tr>
<tr>
<td>Wednesday, Week 5</td>
<td>Wednesday, Week 6</td>
</tr>
<tr>
<td>Wednesday, Week 7</td>
<td>Wednesday, Week 8</td>
</tr>
<tr>
<td>Wednesday, Week 9</td>
<td>Wednesday, Week 10</td>
</tr>
<tr>
<td>Wednesday, Week 11</td>
<td>Wednesday, Week 12</td>
</tr>
<tr>
<td>Wednesday, Week 13</td>
<td>Wednesday, Week 14</td>
</tr>
<tr>
<td>Wednesday, Week 15</td>
<td>Wednesday, Week 16</td>
</tr>
</tbody>
</table>

### Class Meetings

Each group will have seven class meetings with the Instructor and Mr. Stauffacher.

<table>
<thead>
<tr>
<th>Meeting</th>
<th>Group 1</th>
<th>Group 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Friday, Week 1 9:00-10:50 AM</td>
<td>Friday, Week 1 9:00-10:50 AM</td>
</tr>
<tr>
<td>2</td>
<td>Friday, Week 3 9:00-10:50 AM</td>
<td>Friday, Week 4 9:00-10:50 AM</td>
</tr>
<tr>
<td>3</td>
<td>Friday, Week 5 9:00-10:50 AM</td>
<td>Friday, Week 6 9:00-10:50 AM</td>
</tr>
<tr>
<td>4</td>
<td>Friday, Week 7 9:00-10:50 AM</td>
<td>Friday, Week 8 9:00-10:50 AM</td>
</tr>
<tr>
<td>5</td>
<td>Friday, Week 9 9:00-10:50 AM</td>
<td>Friday, Week 10 9:00-10:50 AM</td>
</tr>
<tr>
<td>6</td>
<td>Friday, Week 11 9:00-10:50 AM</td>
<td>Friday, Week 12 9:00-10:50 AM</td>
</tr>
<tr>
<td>7</td>
<td>Friday, Week 13 9:00-10:50 AM</td>
<td>Friday, Week 14 9:00-10:50 AM</td>
</tr>
</tbody>
</table>

Meetings one and seven will be in the seventh floor conference room of the Crawford Building. Meetings two through six will be held in the College of Business Q16.

### Final Paper

The final written report must be received by the course instructor in hard copy, (email attachments are NOT acceptable) by noon on Monday, Finals Week. The final report requirements are delineated in the Practicum Program Handbook. Please follow the report outline exactly as shown in the Handbook.
Oral Presentation
A final oral presentation of the Practicum experience is required. Scheduling of the presentation at the host site and invitations to the presentation are to be coordinated by the student. Required invitees are to include: (1) the instructor; (2) your academic advisor; (3) Mr. Tom Stauffacher; and (4) your immediate supervisor. It is suggested that you invite any other host organization attendees and your mentor if you have one. Ask your supervisor at the host company for their policy regarding guests. Presentations for Group 1 will be scheduled for the week of April 12, 2004. Presentations for Group 2 will be scheduled for the week of April 19, 2004. A copy of the Practicum Oral Presentation Evaluation Form will be distributed at the final group meeting to acquaint you with the basis for the evaluation of your presentation.

GRADING:

<table>
<thead>
<tr>
<th></th>
<th>Maximum Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content and quality of weekly Practicum reports</td>
<td>20</td>
</tr>
<tr>
<td>Attendance and participation in all seven class meetings</td>
<td>10</td>
</tr>
<tr>
<td>Final oral presentation</td>
<td>10</td>
</tr>
<tr>
<td>Final written report</td>
<td>25</td>
</tr>
<tr>
<td>Fulfilling Practicum Responsibilities and Job Description</td>
<td>15</td>
</tr>
<tr>
<td>Host Company evaluation</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>100</td>
</tr>
</tbody>
</table>

Your final letter grade will be assigned as follows:

<table>
<thead>
<tr>
<th>%</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>90 - 100%</td>
<td>A</td>
</tr>
<tr>
<td>80 - 89%</td>
<td>B</td>
</tr>
<tr>
<td>70 - 79%</td>
<td>C</td>
</tr>
<tr>
<td>60 - 69%</td>
<td>D</td>
</tr>
<tr>
<td>0 - 59%</td>
<td>F</td>
</tr>
</tbody>
</table>

Academic Honesty: Students are responsible for their own work and expected to complete it independently. In cases of cheating or plagiarizing, Florida Tech's policy will be strictly enforced.