

Department of Business Administration

MASTER OF SCIENCE INTERNATIONAL BUSINESS

Program Policy Statement

Established Effective Fall 2013

Part I. Program History and Purpose:

Global business is expanding and creating a need for managers who have skills and knowledge to handle business problems and opportunities in the international arena. Graduates of the MSIB program will be proficient in at least two languages, culturally sensitive, with an international orientation, business & quantitative skills and an interdisciplinary broad perspective to have a career in the international markets. We expect our students to develop critical thinking, analytical skills, knowledge in the international business arena to understand and apply these skills to handle opportunities and challenges in organizations and businesses operating in the international markets.

The program was proposed in 2012 with initial provisional status to be granted effective fall 2013. As with all masters' programs at the University of Delaware, the program will be reviewed for permanent status after five years in 2018.

The program offers a Master of Science degree in International Business. Two optional tracks are offered; 1) Quantitative concentration with emphasis on analytical tools to support large data analysis and business decisions in international business, and 2) Interdisciplinary concentration offering the opportunity to increase ones breadth of understanding of social and behavioral sciences related to international affairs.

Part II. Admission

Qualified applicants for MS admission must hold the equivalent of a 4-year U.S. Bachelor's Degree from an accredited college or university.

The 30 credit MSIB program is designed for students who have a prior business education, either at the undergraduate level or an MBA degree from an AACSB accredited institution, or taken prior to matriculation in the MSIB program at UD partner international institutions. If applicants prior business degrees are from non-AACSB accredited institutions, their transcripts will be reviewed for equivalent prior coursework. The University of Delaware prerequisites that must be met by equivalent prior coursework are:

- Financial Reporting and Analysis, ACCT800
- Statistical Analysis for Business, BUAD820
- Leadership and Organizational Behavior, BUAD870
- Marketing Management, BUAD880
- Economic Analysis for Business Policy, ECON503
- Financial Management, FINC850

Applicants not having equivalent prior course work will be required to take the above specific prerequisite courses under provisional status in addition to and prior to taking courses in the 30 credit curriculum for which the course is prerequisite.

All prerequisite courses not met through prior education will be identified at time of admission and completion of such will become a “condition of admission.”

Applicants will also be required to demonstrate proficiency in at least one language in addition to English.

International applicants must demonstrate English Language Proficiency through:

- Submission of a TOEFL score of at least 100 or an IELTS Alternative score of at least 7.5
- Transcripts of an earned college degree from an accredited educational institution in which English is the primary instructional language.
- Applicants are assumed to be proficient in their native language.

Applicants for whom English is their native language may demonstrate proficiency in a 2nd language in one of the following ways:

- Provide evidence of having completed a college degree for which the medium of instruction was the 2nd language.
- Submit transcripts of an undergraduate language sequence culminating in at least intermediate language proficiency from an accredited college or university.
- Pass a test of listening, reading and writing in the 2nd language, such as the 12-point test administered by the New York University School of Continuing and Professional Studies. NYU gives tests in 54 languages from around the world. Language test other than the NYU tests must be preapproved by the Faculty Director of the MSIB program.

Applicants lacking English Language proficiency may apply through Conditional Acceptance Program in which they will be required to take courses at the English Language Institute (ELI) at the University of Delaware and earn the certificate of proficiency in English language.

English speaking applicants lacking a second language proficiency (other than English) may meet the 2nd language requirement by taking a foreign language course sequence at the undergraduate level culminating in at least intermediate language (200 level) coursework at the Department of Foreign Languages at UD or another University in consultation with the MSIB Faculty Director. This course sequence is in addition to the required courses for the MSIB and constitutes a “Condition of Admission.”

Application

To apply for the MSIB program, applicants will submit the following:

- Completed online graduate school application
- Personal essay addressing your professional and academic achievements that will help you to succeed in the field of international business
- One Academic Recommendation
- One Professional Recommendation
- Official Undergraduate Transcripts
- Official Graduate Transcripts if applies
- Resume Official GMAT or GRE scores
- Interview in person or on phone
- International Applicants: Test of English as a Foreign Language (TOEFL) or International English Language Testing System (IELTS) results or apply through Conditional Acceptance Program
- Evidence of 2nd language proficiency as described above.

Application Deadlines:

Applications from those who wish to be considered for financial aid must be submitted by February 1st. Early application submission is strongly encouraged although MS program admission occur on a rolling basis. However, for optimal consideration, part-time students should submit applications by May 1 for Fall semester admission, and by November 1 for Spring Semester admission.

Note: Application can be submitted before taking the GRE or GMAT. Indicate on your application the schedule date of GRE or GMAT exam. However, late exam submission will delay application processing and the admission decision.

Every Applicant who has accepted admission must submit a \$300 non-refundable deposit by the deadline stated in the acceptance letter to secure a place in the MS in International Business (IB) Program. The tuition rate per credit for courses in the MS in IB program is equivalent to the on-campus Professional MBA program <http://sites.udel.edu/gradbiz/prospective-students/tuition-rates/> or a rate agreed with the partner University.

Part III. Academic Program Requirements

A. Degree Requirement

The MSIB is a 30 credit one-year degree program. The credits will be divided based on student preference and intended concentration/specialization among three course clusters. First, the clusters are defined and then requirements are given for each cluster by concentration:

- Cluster 1: International Business Classes: 12 credits
- International Field Study Requirements: B&E classes-6 credits
- Cluster 2: Quant Classes: variable credits (see below)
- Cluster 3: Interdisciplinary Classes: variable credits (see below)

Total Credits: 30 credits

Cluster 1: International Business Classes (12 credits required) selected is consultation with the program advisor from:

- ACCT883-International Accounting (3 credits)
- BUAD811-Globalization and Business (3 credits)
- BUAD841-Managing the Global Enterprise (3 credits)
- BUAD843-Special Topics in Global Business (3 credits)
- BUAD878-Leadership in International Business Cultures (3 credits)
- BUAD882-International Marketing Management (3 credits)
- FINC853-International Financial Management (3 credits)
- HRIM601-International Hospitality and Service Management (3 credits)
- APEC810-International Agricultural Trade Special Topics (3 credits)

Cluster 2: Quantitative Classes (6 credits for Core Degree or 12 credits for the Quant Concentration):

- BUAD 881, Marketing Research (3 credits)
- STAT608-Statistical Research Methods (3 credits)
- STAT674-Applied Database Management (3 credits)
- STAT675-Logistic Regression (3 credits)

Cluster 3: Interdisciplinary Classes (6 credits for Core Degree or 12 credits for the Interdisciplinary Concentration):

- COMM610: Theories of Organizational Communication-online (3 credits)
- COMM620: International Communication (3 credits)
- COMM630: Theories of Interpersonal Communication (3 credits)
- COMM652: Persuasion (3 credits)
- COMM670: Theories of Mass Communication (3 credits)

- POSC802: Developing and Transitional Systems (3 credits)
- POSC 804: Post-Industrial Systems (3 credits)
- POSC 808: American Political Institutions (3 credits)
- POSC840: International Political Economy (3 credits)
- POSC 842: International Organization (3 credits)
- POSC 845: Human Rights & Global Governance (3 credits)

- PSYC 806: Social Cognition (3 credits)
- PSYC 807: Group and Interpersonal Processes (3 credits)
- PSYC 808: Personality in Social Contexts (3 credits)

A student could do (i) core MSIB degree, or (ii) degree with a concentration by selecting appropriate classes from the above clusters as follows. In addition, a student must complete International Field Study requirement to earn MSIB degree. These courses may be substituted based on student interest, course availability, and prior permission from the Faculty Director.

1. **Core MSIB Degree** requires the following classes:

Cluster 1: B&E classes – 12 credits
International Field Study requirement – 6 credits
Cluster 2: Quant classes – 6 credits
Cluster 3: Interdisciplinary classes – 6 credits
Total: 30 credits

2. **MSIB Degree with Quantitative Concentration** requires the following classes:

Cluster 1: B&E classes – 12 credits
International Field Study requirement – 6 credits
Cluster 2: Quant classes – 12 credits
Cluster 3: Interdisciplinary classes – none
Total: 30 credits

3. **MSIB Degree with Interdisciplinary Concentration** requires the following classes:

Cluster 1: B&E classes – 12 credits
International Field Study requirement – 6 credits
Cluster 2: Quant classes – none
Cluster 3: Interdisciplinary classes – 12 credits
Total: 30 credits

Program Template for Full Time Students

Fall, Year 1	Winter, Year 2	Spring, Year 2
BUAD878 (International Bus-1)	BUAD866 (International Field Requirement)	BUAD882 (International Bus-3)
APEC810 (International Bus-2)	BUAD888 (International Field Requirement)	FINC853 (International Bus-4)
BUAD881 (Quant-1)	-	STAT675 (Quant-2)
Interdisciplinary Elective-1	-	Interdisciplinary Elective-2

Program Template for Part Time Students

Fall, Year 1	Winter, Year 2	Spring, Year 2	Summer, Year 2	Fall, Year 2
BUAD878 (International Bus-1)	BUAD866 (International Field Requirement)	FINC853 (International Bus-3)	BUAD811 (International Bus-4)	BUAD881 (Quant-1)
APEC810 (International Bus-2)	BUAD866 (International Field Requirement)	Interdisciplinary Elective-1	COMM610 Interdisciplinary Elective-2 online	STAT674 (Quant-2)

- International Field Study Requirement (6 credits)

As part of the MSIB program, students are required to complete an International Field Study course series. Students will complete this requirement by taking 6 credits of International Residency (IR) by participating in a study abroad program in winter, spring break, or summer. The international Field Study (IFS) Requirement is designed to give students intense exposure to the global business environment by immersing them in the business practices and culture of a foreign country (other than their home country). The IFS courses will be taught in a foreign country (other than their home country) and will involve a mix of B&E classes (Independent Study, BUAD866; Special Topics in Global Business, BUAD843 etc.), company site visits, and cultural activities. In the past few years we have offered courses at the graduate level during winter semester in Austria, Czech Republic, Hungary, Slovakia, and India. During spring break, we have offered study abroad courses in China/Hong Kong, Greece/Turkey, Germany, and the United Kingdom/Ireland. Other countries and regions will be added as the program expands. Typically, a student could do up to 6 credits in a study abroad program during summer and winter while during spring break it is possible to do only 3 credits. Students from outside the US may count study travel in the U.S. as their international field study experience when available.

- Language Requirement

The language requirement may be met by demonstrating prior language proficiency (see **Admission** section above) or by completing a foreign language course sequence at the undergraduate level culminating in at least intermediate language (200 level) coursework at the Department of Foreign Languages at UD or another University in consultation with the MSIB Faculty Director. This course sequence is in addition to the required courses for the MSIB.

Program Administration

The Faculty Program Director serves as the advisor for all students.

A graduate student must maintain a minimum 3.0 grade point index to remain a student in good standing and earn a 3.0 average in all required courses to be eligible for the MS degree. No grade below a C- may be counted toward the course requirements for the degree.

Full time students must take the program as prescribed and complete the program in one year. Normally part-time students will complete 6-7 credits per semester and can complete the program in 21 months. Students must complete their degree within the five year time limit established by the University. The Office of Graduate and Professional Education provides guidelines governing possible extensions in cases of special or extenuating circumstances.

Students must maintain continuous enrollment in every regular semester (fall and spring) throughout their program. Any regular semester leave of absence must be approved by the Program Director and the Office of Graduate and Professional Education.

Up to nine semester hours of graduate credit earned prior to matriculation into the MS program or at another institution and not previously counted toward another degree may be accepted toward the University of Delaware MS degree. The course(s) must have been completed:

- with grades of B or better
- within five years of the effective date of the requested transfer

To begin the process, the student must submit to the Program Director a written request for credit evaluation with course descriptions and syllabi of courses to be considered for transfer. Courses transferred from other universities count for credits but do not affect the program grade point average.

Part IV. Assessment Plan

Learning Goals of the MSIB program:

- Cultural sensitivity and proficiency in at least two languages
- International business skills
- Interdisciplinary perspective
- Critical thinking and analytical skills

The three program clusters, namely, International Business courses, Quantitative courses, and Interdisciplinary courses from Communication, Political Science & International Relations, and Psychology Departments together with the International Field Study Requirement directly map on to these four goals.

Assessment Metrics:

1. Language proficiency in at least one foreign language based on NYU test, grades in foreign language courses
2. E-Portfolio for the course work in the International Business course cluster
3. E-Portfolio for the course work in the Quantitative course clusters
4. E-Portfolio for the course work in the interdisciplinary course cluster
5. E-Portfolio for the course work in the International Field Study experience

Reflective Questions to be answered by the student based on the E-portfolios prepared for items 2 through 5:

Question 1: Discuss the tools and skills that you have learned in this cluster

Question 2: Discuss the practical relevance and applications of the tools/skills in Question 1 in managing International Business

Part V. Financial Assistance

U.S. citizen or permanent residents needing financial assistance are encouraged to apply for U.S. Federal Financial Aid by completing the FAFSA. The University Office of Student Financial Services <http://www.udel.edu/finaid/> provides assistance and administers Federal Student Financial Aid.

The University Office of Graduate & Professional Education administers Graduate Fellows and Graduate Scholars programs as well as other competitive support funding. Graduate students are encouraged to apply for these programs through the Office of Graduate & Professional Education <http://www.udel.edu/gradoffice/financial/index.html>.

The Lerner College of Business and Economics provides various scholarships dependent on residency and merit. Details change from time-to-time and updated information can be found on the Lerner College website <http://www.lerner.udel.edu/>.

Various College and University offices offer assistantships or hourly wage opportunities for graduate students. Assistantships may be academic (graduate research or teaching assistantships) or administrative. Assistantships generally require 10-20 hours of work per week. Assistantships may or may not provide tuition scholarships, depending on the source of the assistantship and the relevance of the work to the student's academic program. Students receiving graduate assistantships are required to maintain full time registration.

Part VI. Departmental Operations

The Lerner College maintains computer laboratories for student use. Students are encouraged to use computing facilities. Hours of operation and locations are posted on the Lerner College website at <http://www.lerner.udel.edu/centers/lcc>.

Occasionally students' assignments may require the use of departmental laboratories or other facilities. Keys to laboratories, etc., are maintained in the Department office and will be issued based on faculty and Department Chair approval.

The Program Director maintains office hours for program advising and is available by appointment. Office hours vary from term-to-term. Appointments and office hours can be obtained by contacting the Program Director.