

**PERMANENT STATUS PROGRAM REVIEW
SELF STUDY REPORT**

International Business Studies (IBS) Major

**Report Prepared by: Diane L. Ferry, Associate Professor and
Jennifer Gregan-Paxton, Senior Administrative Academic Advisor
and Associate Professor**

On September 27, 2010 Margaret L. Andersen, Acting Associate Provost for Academic Affairs notified Dean Bobby Gempesaw that the International Business Studies (IBS) Major is due for permanent status review. The program was given provisional approval by the Faculty Senate on April 3, 2006 and officially admitted its first students in the fall term 2006. According to University policy, the major must be considered for permanent status as of fall 2011. The Self-Study Report is due to be submitted to the Faculty Senate and office of the Provost no later than October 15, 2011.

This Self Study Report follows the "Outline for the PSPR Self Study Report" in section E, "Instructions for Permanent Approval of New Programs/Majors" in the "Approval Process for Provisional and Permanent Academic Programs."

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A. ACADEMIC PROGRAM APPROVAL FORM

UNIVERSITY FACULTY SENATE FORMS

Academic Program Approval

This form is a routing document for the approval of new and revised academic programs. Proposing department should complete this form. For more information, call the Faculty Senate Office at 831-2921.

Submitted by: Diane Ferry phone number X1769

Department: Business Administration email address ferryd@udel.edu

Date: 10/15/2011

Action: Request for permanent status
(Example: add major/minor/concentration, delete major/minor/concentration, revise major/minor/concentration, academic unit name change, request for permanent status, policy change, etc.)

Effective term 012F
(use format 04F, 05W)

Current degree BSIBS
(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed change leads to the degree of: _____
(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed name: _____
Proposed new name for revised or new major / minor / concentration / academic unit (if applicable)

Revising or Deleting:

Undergraduate major / Concentration: _____
(Example: Applied Music – Instrumental degree BMAS)

Undergraduate minor: _____
(Example: African Studies, Business Administration, English, Leadership, etc.)

Graduate Program Policy statement change: _____
(Must attach your Graduate Program Policy Statement)

Graduate Program of Study: _____
(Example: Animal Science: MS Animal Science: PHD Economics: MA Economics: PHD)

Graduate minor / concentration: _____

Note: all graduate studies proposals must include an electronic copy of the Graduate Program Policy Document, highlighting the changes made to the original policy document.

List new courses required for the new or revised curriculum. How do they support the overall program objectives of the major/minor/concentrations)?

(Be aware that approval of the curriculum is dependent upon these courses successfully passing through the Course Challenge list. If there are no new courses enter "None")

N/A Request for permanent status

Explain, when appropriate, how this new/revised curriculum supports the 10 goals of undergraduate education: <http://www.ugs.udel.edu/gened/>

Request for permanent status; undergraduate education goals included in Self-Study Report, Section F

Identify other units affected by the proposed changes:

(Attach permission from the affected units. If no other unit is affected, enter "None")

The Economics and Finance Departments are affected by IBS Major requirements.

Collaborating Department: Foreign Languages and Literatures

Other Arts and Sciences Departments delivering area studies courses includes: Anthropology, Art History, Geography, History, Philosophy, Political Science

Letters of support and agreement also included in Section G, Appendices 4 & 5

Describe the rationale for the proposed program change(s):

(Explain your reasons for creating, revising, or deleting the curriculum or program.)

N/A Request for permanent status

Program Requirements:

(Show the new or revised curriculum as it should appear in the Course Catalog. If this is a revision, be sure to indicate the changes being made to the current curriculum and **include a side-by-side comparison** of the credit distribution before and after the proposed change.)

N/A Request for permanent status

ROUTING AND AUTHORIZATION: (Please do not remove supporting documentation.)

Department Chairperson Theresa E. Bertram Date 10/19/11

Dean of College Rick Andrew (Deputy Dean) Date 10-20-11

Chairperson, College Curriculum Committee Jarvis T. Dulleger Date 10/20/11

Chairperson, Senate Com. on UG or GR Studies _____ Date _____

Chairperson, Senate Coordinating Com. _____ Date _____

Secretary, Faculty Senate _____ Date _____

Date of Senate Resolution _____ Date to be Effective _____

Registrar _____ Program Code _____ Date _____

Vice Provost for Academic Affairs & International Programs _____ Date _____

Provost _____ Date _____

Board of Trustee Notification _____ Date _____

B. FACULTY SENATE RESOLUTION

REGULAR MEETING OF THE UNIVERSITY OF DELAWARE
Meeting Minutes
3 April 2006

104 Gore Hall

4:25 pm

Members excused:

I. Adoption of the Agenda

II. Approval of the Minutes: March 6, 2006

III. Remarks: Provost Dan Rich—University of Delaware Middle States Periodic Review Report. Comments in the review are due April 15. The document is located at the Faculty Senate web site (<http://www.udel.edu/facsen/Provost/index.html>). Send comments to provost@udel.edu.

IV. Announcements: Senate President Avron Abraham

Items for information: Graduate Policy Change— Committee Composition, M.S. in Entomology and Applied Ecology, M.S. in Wildlife Ecology, and Ph.D. in Entomology and Applied Ecology ([attachment-1](#) [attachment-2](#) [attachment -3](#))

V. Consent Agenda

Announcements for Challenge:

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. .

21. Recommendation from the Committee on Undergraduate Studies (Douglas Buttrey, Chair) with the concurrence of the Coordinating Committee on Education (Dallas Hoover, Chair) and the Executive Committee (Avron Abraham, Chair) that a BS degree in International Business Studies be established on a provisional basis subject to review in the fifth year for permanent program approval ([attachment](#))

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A. Resolutions: None

VI. Regular Agenda

A. Old Business: None

B. New Business:

1. **Announcements for Challenge:** None

2. **Resolutions:**

VII. Introduction of New Business

Such items as may come before the Senate. (No motion introduced under new business, except a motion to refer to committee, shall be acted upon until the next meeting of the Senate.)

No new business was presented.

Adjourned 4:52.

Submitted by Donald Lehman

C. ORIGINAL PROGRAM PROPOSAL

Proposal for

International Business Studies Major

A Collaborative Major

offered by the Business Administration Department of the
Alfred Lerner College of Business & Economics and the
Foreign Languages and Literatures Department of the
College of Arts & Sciences

Contents

- i. Academic Program Approval Form
1. Curriculum listing in Undergraduate Catalog format
2. Detailed proposal
 - a. Description
 - b. Rationale and Demand
 - c. Enrollments, Admissions and Financial Aid
 - d. Curriculum Specifics
 - e. Resources Available
 - f. Resources Required
 - g. Implementation and Evaluation
3. Appendices
 - h. Letter of Collaborative Agreement
 - i. Letters of Approval from Contributing or Affected Departments
 - j. Letter of Support for Honors Degree Designation

(NOTE: The following is a modification to the introductory section of the Department of Business Administration catalogue copy to reflect the addition of the proposed International Business Studies degree.)

Business Administration
Telephone: (302) 831-2554
www.lerner.udel.edu/business/

Professional education in business administration serves to develop the capabilities of students so that they may assume positions of leadership and responsibility at all levels of management in our society.

Students pursuing a program of study leading to the degree of Bachelor of Science within the Department of Business Administration must select one of four majors: international business studies, management, marketing, or operations management. Honors Degree options are available in all the majors. Students may apply to the minors in management information systems, economics, or a variety of other fields. A minor in international business is available for students majoring in marketing, management, operations management, MIS, accounting, or finance. A minor in business administration is also available to students majoring in other fields.

Each candidate for a degree must: (1) earn a minimum of 121 credits, 126 credits for international business majors, (2) achieve a minimum cumulative GPA of C (2.0) on all work undertaken at the University of Delaware, (3) fulfill the course requirements of the degree program, and (4) achieve at least a C- in specified business, finance, accounting, math and economics courses. Students seeking a Bachelor of Science Degree in any major within the Department of Business Administration may take only one of the four required upper-level Courses in their major at another institution unless advance permission is granted for credit earned in residential study-abroad courses.

All 300- and 400-level courses are restricted to Business Administration Department students and to those students whose programs require the course.

(NOTE: The catalogue copy for the proposed BS degree in International Business Studies follows.)

DEGREE: BACHELOR OF SCIENCE
MAJOR: INTERNATIONAL BUSINESS STUDIES

International Business Studies focuses on in-depth study of a region of the world with heavy emphasis on advanced language skills and international studies to accompany a strong curriculum of business and international business courses.

CURRICULUM **CREDITS**

UNIVERSITY REQUIREMENTS

ENGL 110 Critical Reading and Writing 3
 (with a minimum grade of C-)

Three credits in an approved course or courses stressing
 Multi-cultural, ethnic, and/or gender-related course content (see p. 60-63) 3

MAJOR REQUIREMENTS

Psychology 3

Sociology 3

Region Studies Courses: 12 credits of courses related to one region of the world consistent with the students language course from the following:

- Six credits from 6
 Art History, History, and Philosophy.
- Six credits from 6
 Anthropology, Geography, Political Science and International Relations.

MATH 221 Calculus I
 (minimum grade C-) 3

MATH 201/202 Introduction to Statistics I and II
 (minimum grade C-) 6

COMM 212 Oral Communication in Business 3

Fifteen credits from 15
 Foreign Languages and Literatures (Five courses in the language of choice, Chinese, French, German, Italian, Japanese, or Spanish at the 200-level and above. Of these five courses at least two must be at the 300-level and one is recommended to be a business language course, depending upon the language of choice.)

Seven Natural and Physical Science credits including one lab credit from: 7
 Animal Science, Biological Sciences, Chemistry, Entomology, Geology, Marine Studies, Physics, Plant Science and Science.

ECON 151 Introduction to Microeconomics: Prices and Markets

	(minimum grade C-)	3
ECON 152	Introduction to Macroeconomics: National Economy (minimum grade C-)	3
ACCT 160	Introduction to Business Information Systems I	3
ACCT 207	Accounting I (minimum grade C-)	3
ACCT 208	Accounting II (minimum grade C-)	3
ACCT 261	Introduction to Business Information Systems II	3
ACCT 352	Law and Social Issues in Business	3
BUAD 110	Introduction to Business	3
FINC 311	Principles of Finance (minimum grade C-)	3

Students must earn a grade of C- or better in all the following courses:

BUAD 301	Introduction to Marketing	3
BUAD 306	Operations Management	3
BUAD 309	Management and Organizational Behavior	3
BUAD 341	Environment of Multinational Corporations. (cross-listed with ECON 341 and/or POSC 341)	3
BUAD 382	International Business Management	3
BUAD 441	Strategic Management	3
BUAD 475	International Marketing	3
ECON 340	International Economics	3
FINC 415	International Finance	3

One Information Technology related course from the following 3
(minimum grade C-)

BUEC 427	IT Applications in Management
BUAD 477	IT Applications in Marketing

Professional Electives

ACCT, FINC, BUAD, or BUEC courses (at the 300 level or higher) 6

ELECTIVES

After required courses are completed, sufficient credits must be taken to meet the minimum credits required for the degree (usually a minimum of 5 credits). These credits may be 100-level language courses. Elective courses should be chosen from outside the Alfred Lerner College of Business and Economics, and no more than two credits can be from HESC 120.

CREDITS TO TOTAL A MINIMUM OF 126

DETAILED PROPOSAL

Description

The proposal for the International Business Studies Major came about because faculty have noted interest in an international business major from students and parents at events such as Discovery Days and Decision Days. Late last year, Richard Zipser, Chair of the Department of Foreign Languages and Literatures suggested that we create a joint major, modeled on the Huntsman Program in International Studies and Business at the University of Pennsylvania. We call our collaborative major International Business Studies (IBS).

The International Business Studies major is a collaborative major offered by the Alfred Lerner College of Business and Economics in conjunction with the Foreign Languages and Literatures Department in the College of Arts and Sciences. The International Business Studies major is designed to prepare students to live in or work with a particular region of the world. With an equal emphasis on business and international studies, especially language skills, students learn to apply principles from all business areas to a region of the world in the native language.

The International Business Studies curriculum is comprised of courses equally split between the Alfred Lerner College of Business and Economics, 63 credits and the College of Arts and Sciences, 63 credits.

Rationale and Demand

We collected information about the availability and content of majors in International Business at Drexel University, Georgetown University, George Washington University, James Madison University, Temple University, Pennsylvania State University, Rutgers University, University of Maryland, University of Richmond, Villanova University, and Widener University. With the exception of Rutgers University, all of these schools have International Business majors, most of which look similar to our International Business Minor. Two of these schools, George Washington University and University of Maryland, include the option of foreign language as part of their program. Only Widener requires six credits of language as part of their major. Thus, our major provides a more comprehensive study of business, language and international area studies than most comparator institutions.

The proposed International Business Studies major is a Business Administration Department major with extensive language and international studies requirements, including a semester abroad. In the region, only the University of Pennsylvania's Huntsman Program in International Studies and Business compares in the dual emphasis on language skills and business, including the requirement of a semester abroad.

Language proficiency and a semester abroad are hallmarks of the proposed International Business Studies major. Collaborating with Foreign Languages and Literatures provides access not only to the language skills, but also to the semester abroad programs which are already in place. Students must choose a target language from among Chinese, French, German, Italian, Japanese, or Spanish. Currently, students choosing the IBS major in French, German, or Spanish will also

automatically qualify for the Minor in French Studies, German Studies, or Spanish Studies by completing two 200-level language courses and the Semester Abroad in their respective languages. FLLT plans to expand their offerings in Chinese in the near future and other languages may also become available.

Our proposal for the International Business Studies Major is a Bachelor of Science degree in the Lerner College. However, we expect students in Arts & Sciences, especially Foreign Languages and Literatures, to apply and be accepted into the Lerner College to declare the IBS Major.

We estimate ten (10) students from the Lerner College might choose the International Business Studies Major. That estimate is based on the 2005 graduating class from Business Administration and Finance, in which approximately 10 students had language minors and approximately 40 students had International Business Minors. The International Business Minor does not have a language requirement. We cannot determine demand from the Arts and Sciences side. We know that in the last two years, 60 students have declared Business Administration Minors; we do not know how many of those students were also language majors. More importantly, we cannot anticipate how many potential International Business Majors chose other institutions because we do not offer an International Business Major. The Huntsman Program, which has an emphasis on language as well as business, has a target of 40 students per class year and demand has been strong.

Enrollment, Admissions and Financial Aid

In keeping with the idea of building and maintaining a select program the following are the suggested requirements for students transferring from Arts and Sciences to Business Administration to declare the IBS Major.

Arts and Sciences students may apply to change their degree program to the International Business Studies Major in the Alfred Lerner College of Business and Economics after earning a minimum of 28 credits at the University of Delaware, reaching a language competency at the 200-level, and successfully completing the required microeconomics course (ECON 151), macroeconomics course (ECON 152), calculus course (MATH 221) and introduction to business course (BUAD100). The major criterion used for admission selection is academic performance. Consult the application deadlines that apply to the International Business Studies Major within the Lerner College.

Curriculum Specifics

Students may choose from six target languages: Chinese, French, German, Italian, Japanese, or Spanish. Students in the IBS Major are required to study abroad for one semester in a region of the world which uses their target language. They may do so on their own, with the approval of faculty advisors, or they may attend one of the University programs which Foreign Language and Literatures already has in place or plans to start. Once the program is approved, we plan to try to find funding sources for students who need support for the semester abroad.

Resources Available

The intent is for this major to be a selective program with a limited number of students initially. We are not requesting any new courses or classes to support this major, rather the Business Administration Department and Foreign Languages and Literatures plan to use existing capacity.

On the business side, the Professional Requirements, both the Core Courses and the Major Courses are regular business courses currently offered in the Lerner College. The Core Courses are the same set of business courses taken by all Business Administration and Finance majors. The Major Courses are international courses already taught in Accounting and MIS, Business Administration, Economics, and Finance. The number of students admitted to this major will be related to the capacity available in the existing class offerings.

On the language side, the program will begin with courses already in place.

Resources Required

Because the International Business Studies Major consists of courses already offered in the Lerner College, particularly the Business Administration Department, which offers the International Business Minor, no new Area Head position is needed. However, we recommend that the Faculty Director of International Programs be designated as a faculty advisor to oversee the Major along with a designated representative from Foreign Languages and Literatures. These two faculty would provide general oversight of the Major as well as provide information to the Lerner College and Department advisors. They would also help students locate and apply to overseas programs to satisfy the semester abroad requirement. Otherwise, IBS students would be advised by the same individuals and offices which advise other Lerner College and Foreign Languages and Literatures students.

Implementation and Evaluation

Because the International Business Studies major courses are already in the University of Delaware catalogue, implementation consists of establishing the major and inviting students to apply.

Internal evaluation of the International Business Studies major will be made yearly once it is in place. Data such as inquiries, applications and enrollments will be tabulated to determine the strength of demand. A formal review will be made after five years.

APPENDICES

A. Accreditation Criteria

AACSB Accreditation Standards are available on the web at

<http://www.aacsb.edu/accreditation/business/AACSBSTANDARDS-Jan05-Final.pdf>

B. Letters of Collaborative Agreement

- Business Administration
- Foreign Languages and Literatures

C. Letters of Approval from Contributing Departments

Arts and Sciences:

Anthropology

Art History

Geography

History

Philosophy

Political Science and International Relations

Lerner College:

Economics

Finance

D. Letter of Support for Honors

From: Karen Rosenberg [krr@UDel.Edu]
Sent: Thursday, September 01, 2005 11:12 AM
To: Richard A Zipser
Cc: Sawyer, John
Subject: Intercollegiate major in International Business Studies

Dear Professors Zipser and Sawyer,

The Department of Anthropology is delighted about the new intercollegiate major in International Business Studies which will be offered by the Business Administration Department in conjunction with the Foreign Languages and Literatures Department. As you know, we offer a number of courses that might fulfill the requirement that majors take "two appropriate regional courses in the social sciences" including (but probably not limited to): Anthropology 261: Peoples and Cultures of the Middle East, Anthropology 325: Peoples of Europe, Anthropology 333: Peoples of Africa, Anthropology 375: Peoples and Cultures of Modern Latin America, Anthropology 380: Peoples and Cultures of Mexico and Central America. In addition, because we are hiring a social cultural anthropologist this year who will have an expertise in some area of Asia, we anticipate some new courses added to our list over the next few years which would probably be appropriate. We are confident that we can accommodate the IBS majors who would elect to take anthropology courses as part of their curriculum.

We offer the new major our strong support. If you have any questions, or need any additional information, please let me know.

Sincerely,

Karen Rosenberg
Chair, Department of Anthropology
831 1855

From: Richard Zipser [zipser@UDel.Edu]
Sent: Tuesday, September 06, 2005 4:43 PM
To: John E Sawyer; Sawyer, John
Subject: letter of support for IBS major

Dear colleagues,

I am writing in enthusiastic support of the new intercollegiate major in International Business Studies proposed by the Business Administration Department in conjunction with the Foreign Languages and Literatures Department.

According to the description of the proposed major, students in International Business Studies--specializing in a given geo-cultural region-- will be able to broaden their knowledge of that region by taking courses in related fields of regional studies, linguistic, political, and cultural. Courses (one or more) in Art History referring to the selected region of interest would be part of that broader spectrum of study.

The Art History department welcomes this initiative and will be delighted to accommodate students in the new major in its classes. We commend the Business Administration Department and the Foreign Languages and Literatures Department for their initiative and the promise of a very stimulating course of study for university students.

Sincerely,

Nina Kallmyer
Professor and Acting Chair
Art History

From: Daniel Leathers [leathers@UDel.Edu]
Sent: Tuesday, August 30, 2005 2:06 PM
To: Sawyer, John; zipser@UDel.Edu
Subject: Letter of Support for International Business Studies

Drs. Sawyer and Zipser:

The Department of Geography fully supports the new intercollegiate major in International Business Studies. We believe that this major will allow students to gain valuable insights concerning the cultures and economies of specific regions of the world, and that it will further the University's goal of presenting more material with a "global" theme. Our Department will be able to accommodate, and will welcome any IBS majors that choose to satisfy their Group A or B breadth requirement with a Geography course. We wish your Departments the best of luck with this new endeavor. If I can provide any additional assistance please feel free to contact me.

Daniel J. Leathers

Dr. Daniel J. Leathers
Chair, Dept. of Geography
Delaware State Climatologist
Center for Climatic Research
University of Delaware
Newark, DE 19716
302-831-8764
leathers@udel.edu

From: John Hurt [hurt@UDel.Edu]
Sent: Tuesday, July 19, 2005 12:49 PM
To: Richard A. Zipser; Sawyer, John
Subject: IBS/Letter of Support

Dear Professors Zipser and Sawyer:

The History Dept will be most happy to accommodate any future majors in International Business Studies by making available to them its regularly scheduled courses in their fields of interest. Good luck with this new, and most promising, program.

John Hurt, Acting Chair, History

From: Fred Adams [fa@UDe1.Edu]
Sent: Tuesday, July 19, 2005 9:43 AM
To: Sawyer, John
Cc: Richard Zipser
Subject: Letter of Support

Dear John and Richard,

My department will be happy to accommodate the IBS majors who elect to take courses in philosophy to satisfy Group A or Group B breadth requirements for your new major.

Good luck with the exciting new major.

Yours,
fa
Frederick Adams
Professor & Chair of Philosophy

July 19, 2005

TO: Professor John Sawyer, Chair
Business Administration

Professor Richard A. Zipser, Chair
Foreign Languages and Literatures

FROM: James Magee, Chair
Political Science and International Relations

RE: Proposed New Major in "International Business Studies" (IBS)

Thank you for the description and tentative details of this new undergraduate curricular initiative. While IBS students are not required to complete any specific courses in the Department of Political Science and International Relations, the unit should be able to accommodate these majors in satisfying "Breadth Requirements," especially in the "Group B" category, relating to the language/regional focus of the individual student. The Department offers several courses that pertain to specific area studies (e.g., POSC 312 Politics of East Asian Development, POSC 426 Latin American Political Systems, and POSC 427 Politics in China).



DEPARTMENT OF ECONOMICS
MEMORANDUM

General Information: 831-2563
Undergraduate Programs: 831-2564
Graduate Programs: 831-2566

Facsimile: 831-6968
Chair: 831-1907
Office: 406 Purnell

DATE: June 15, 2005

TO: John Sawyer, Chair, Department of Business
Administration

FROM: Saul D. Hoffman, Chair, Department of Economics

RE: International Business Studies major

I have read the proposal for the International Business Studies major. I think the proposed major is excellent and I would like to support it. As you noted in your email to me, this major will increase the demand for ECON340 (International Economics). I agree that ECON340 should be part of such a major.

At the moment, we offer 4-5 sections of this course every semester, plus a section in winter and summer. The course is almost fully subscribed each semester (40 students per regular section plus one honors section a year at 20) and in the winter; there is usually some excess capacity in the summer. Summer and winter sections are usually taught by a TA; fall and spring courses are taught by tenure-track faculty. In addition to your proposed major, this course is taken by our students, many business students, and almost all IR majors. We try very hard to meet the needs for this course of these external programs.

We do not at this time have the ability to increase our section offerings with our current staffing, so meeting any additional demand will likely mean that students may need to plan carefully for this course. A further complication lies ahead. A retirement of a faculty member who teaches multiple sections of ECON340 is probable at the end of the 2005-2006 year. Our ability to continue to meet the large external demands for this course will depend on our ability to recruit a replacement faculty member for this position. This faculty member's line is not currently in the Lerner College but rather is supported directly by the Provost's Office as a result of the reassignment of an administrator. If we do not retain this position, we will be unable to meet even the current demand for this course.

D. NOT REQUIRED (GRADUATE ONLY)

E. NOT REQUIRED (GRADUATE ONLY)

F. SELF STUDY REPORT

1. GENERAL INFORMATION

a. Brief introduction and history of program

The International Business Studies (IBS) Major of the Alfred Lerner College of Business and Economics makes an important contribution to UD's Path to Prominence. In particular, the IBS Major embodies the Guiding Principle of Impact and the Milestone of Global Initiative by educating engaged global citizens and extending our global reach in partnership with the Institute for Global Studies.

The International Business Studies (IBS) Major is offered by the Alfred Lerner College of Business and Economics in collaboration with the Foreign Languages and Literatures Department in the College of Arts and Sciences. It is designed to prepare students to live in and/or work with a particular region of the world. With an emphasis on business and international studies, especially language skills, students learn to apply principles from all business areas to a region of the world in the native language. In addition to the full complement of business courses, the IBS Major includes extensive language and international studies requirements, including a semester abroad. The dual emphasis on business and language/international studies is reflected in the split of courses between the Alfred Lerner College of Business and Economics, 63 credits, and the College of Arts and Sciences, 63 credits. Language proficiency and a semester abroad are hallmarks of the IBS Major.

The International Business Studies (IBS) Major proposal was submitted in Fall, 2005 and recommended for provisional status on April 3, 2006. Students could officially apply to enter UD as IBS Majors in the Fall 2007. Some students already in the Lerner College changed their majors to IBS in 2006, immediately after the Major achieved provisional status. Therefore, as of May 2011, three classes of IBS Majors have graduated. The total number of graduates to date is 55, 7 in 2009, 23 in 2010, and 25 in 2011.

b. How program is compatible with academic priorities of UD

The document "Affirming Academic Priorities – 2003" lists undergraduate education as one of four mission areas and further identifies three major goals within that mission area.

1. Remain the institution of choice in the mid-Atlantic region with continuing improvement in student academic qualifications and diversity.

The International Business Studies (IBS) Major provides the university with a distinctive and attractive product offering in the highly competitive market for talented and diverse business students. A review of business schools in the mid-Atlantic region reveals that all offer roughly the same line up of majors -- marketing, management, operations, accounting, finance and

economics. Within this relatively homogeneous marketplace, the International Business Studies Major stands out, providing a meaningful source of competitive advantage. Notably, its key features—(1) advanced language proficiency (2) region-specific expertise and (3) academic experience abroad-- are highly valued attributes, by students and corporate recruiters alike.

- 2. Provide undergraduate education that ranks among the finest provided by any public university in America. (Specifically, make a study abroad experience available to every student)***

Reflecting the rapid globalization of business, the International Business Studies (IBS) Major infuses the core business curriculum with language, culture and international studies, preparing students for the realities of business today. At the core of this interdisciplinary major is the study abroad experience. All students in the IBS Major are required to spend a semester abroad studying in a region of the world where their target language is spoken. This study abroad is a full immersion experience, with students taking courses in the target language, living and interacting with families in the region, and traveling and experiencing the history and culture of the region.

- 3. Extend national leadership in instructional innovation and improvement. (Specifically, extend UD international leadership in active/discovery learning and extend UD's leadership role for programs of study abroad).***

All students at UD are required to participate in some type of discovery learning experience (DLE) prior to graduation. The International Business Studies (IBS) Major takes advantage of this requirement by embedding discovery learning, through a full semester abroad, within and throughout the curriculum for the major. Rather than being an add-on or after-thought, discovery learning is an integral part of the student's learning and development throughout the four years of study within the IBS curriculum. Students study the language, culture and history of their target region on the UD campus, and then, embark on a 15-week semester abroad, where they gain hands-on experience with the language and culture of the region. When students return to the UD campus, they are challenged to apply what they've learned abroad in a set of international courses covering the main functional areas of business (finance, management, marketing and economics).

c. How program helps students meet the general education requirements

- 1. Attain effective skills in (a) oral and (b) written communication, (c) quantitative reasoning, and (d) the use of information technology.**

IBS majors complete all the same skills courses as other business majors, including courses in calculus (MATH221), statistics (MATH201 and 202), English composition (ENGL110), and public speaking (COMM212). In addition, IBS majors complete the same core information technology courses as other business majors, including advanced training in EXCEL, Power

Point, and ACCESS (MISY 160 and MISY 261). IBS majors apply these skills in core business courses and upper-level international business courses.

2. Learn to think critically to solve problems.

IBS Majors complete the Core Business Courses common to all Business Administration majors. The Core Business Courses category includes courses in Accounting, Economics, Finance, Management and Organizational Behavior, Marketing and Operations Management. Each of these fields and subfields emphasizes critical thinking and problem solving within the context and with the perspective of that area. See Section G, Appendix 2b, Senior Checkout Sheet, right column, Core Business Courses for a list of the specific courses included.

3. Be able to work and learn both independently and collaboratively.

IBS Majors along with all business majors take a range of courses which require both individual and group work. In particular, the capstone course, Strategic Management, (BUAD441) incorporates group and individual work.

4. Engage questions of ethics and recognize responsibilities to self, community, and society at large.

At a minimum, IBS Majors take the Core Business Courses requirement for all business students, Law and Social Issues in Business (ACCT352).

5. Understand the diverse ways of thinking that underlie the search for knowledge in the arts, humanities, sciences and social sciences.

IBS Majors are required to take three credits in each of the four University Breadth Requirement categories: Creative Arts and Humanities (CAH); History and Cultural Change (HCC); Social and Behavioral Sciences (SBS); and Mathematics, Natural Sciences, and Technology (MNST).

6. Develop the intellectual curiosity, confidence, and engagement that will lead to lifelong learning.

The study abroad experience promotes all three qualities—*curiosity* fueled by exposure to new people, cultures and ideas, *confidence* inspired by successfully living and learning in an unfamiliar environment (language and culture) for an extended period of time, and *engagement* made possible by the deep connections forged with a host family and with a country and culture other than their own.

7. Develop the ability to integrate academic knowledge with experiences that extend the boundaries of the classroom.

During the semester abroad, IBS students apply and enrich language skills acquired in the classroom by taking language, literature and business courses in the target language and by performing day-to-day activities immersed in the language and culture of the target region. (Note: Students studying Chinese and Japanese are not required to take business courses in the target language).

8. Expand understanding and appreciation of human creativity and diverse forms of aesthetic and intellectual expression.

During the semester abroad, IBS students participate in several organized excursions to major cultural sites in the region; these experiences broaden and enhance their knowledge of art, architecture, history, politics, geography, and culture.

9. Understand the foundations of United States society including the significance of its cultural diversity.

The semester abroad exposes IBS students to key sources of US population growth (whether it be Europe, Asia, South America) and to factors leading citizens of their target region to migrate to the US (versus other countries) during particular time periods in history.

10. Develop an international perspective in order to live and work effectively in an increasingly global society.

IBS students spend a full semester living and studying in a region of the world where their target language is spoken. They take language, literature and business courses in their target language and live with a local host family. This experience allows them to gain a comprehensive, in-depth international perspective. (Note: Students selecting Chinese and Japanese as their target language are *not* required to take business courses in the target language).

d. Fulfill curricular requirements of University, college, and department

All International Business Studies (IBS) students must complete a senior checkout sheet to verify that they have met all requirements of the University, Lerner College and the Department of Business Administration. See Section G, Appendices 2a. International Business Studies for students admitted to the University as of Fall 2006 and 2b. International Business Studies for students admitted to the University as of Fall 2011, to view the details of the IBS curriculum as originally offered in 2006 (2a) and as it currently exists (2b). The last page of each of these documents is the Checkout Sheet used by Seniors to show that they have completed all of the University, college, department and major requirements.

e. Results of assessments regarding program quality

See item g. *Specify if program meets AACSB requirements.*

f. Strategies for student advisement

All IBS students, including those in the Honors program, are permanently assigned to a single faculty advisor for the duration of their degree program. Beginning Fall 2007, Jennifer Gregan-Paxton, Senior Administrative Academic Advisor (supplemental appointment as Associate Professor of Marketing in the Department of Business Administration) assumed the role of faculty advisor for IBS students. Dr. Gregan-Paxton's responsibilities include, but are not limited to: (1) helping students select appropriate classes for timely degree completion, (2) helping students select additional major(s) to enrich their degree plan, (3) helping students select minor(s) to enrich their degree plan, (4) helping students prepare for their semester abroad, (5)

helping students identify and receive credit for internships, and (6) helping students identify relevant campus resources.

g. Specify if program meets AACSB requirements

Alfred Lerner College of Business and Economics is accredited by The Association to Advance Collegiate Schools of Business (AACSB) International (<http://www.aacsb.edu/accreditation/standards.asp>). AACSB accreditation standards focus on the mission and strategy of each degree program and include assessments of fit with the program mission, faculty qualifications, and assurance of learning standards. As a major in the Business Administration curriculum, International Business Studies was included in the most recent AACSB self-study (2010) and review (2011). AACSB accreditation was renewed as of September 1, 2011 signifying that AACSB requirements were met.

AACSB accreditation standards require that a minimum 50% of participating faculty be academically qualified (doctoral education and ongoing research productivity). And, at least 90% of participating faculty must be either academically or professionally qualified (master's degree plus ongoing relevant professional experience). Our faculty profile is well within the standards. In addition, AACSB requires ongoing monitoring and assessment of assurance-of-learning standards. We have in place appropriate assurance of learning standards with clear assessment and monitoring procedures.

h. Changes since program was initiated

The only major change to the IBS Major since its provisional approval in April, 2006, was to incorporate the University Breadth Requirements. See Section G, Appendices 2a, International Business Studies for students admitted to the University as of Fall 2006 and 2b, International Business Studies for students admitted to the University as of Fall 2011, to view the details of the IBS curriculum as originally offered in 2006 (2a) without the University Breadth Requirements and as it currently exists (2b) with the University Breadth Requirements.

i. General description of recruiting procedures

IBS students are recruited through the same channels employed to recruit other Lerner College students. The Lerner College Undergraduate Advising Office coordinates these recruiting events with the University Admissions Office. The college participates in the following recruiting activities each academic year:

Discovery Days – This event is held during the month of July. Lerner College faculty provide information to prospective students and their families at Department-specific information tables.

Blue and Golden Days – This event is held in October and November. The Dean of the College provides prospective students and their families with an overview of all Lerner majors, minors and supplemental programs. Following this formal presentation, a faculty/student panel answers specific questions posed by the audience.

Decision Days – This event is held in April and targets high school seniors who were offered admission to the Lerner College. Each department holds individual information sessions to highlight their major(s) and programs utilizing faculty and student panels. Information about the IBS major is provided in the information session held by the Department of Business Administration.

2. STUDENT INFORMATION

a. Application and enrollment history

Students should have a strong interest in international business and a strong interest in using foreign languages. Students whose primary interest is in international business apply directly to the Alfred Lerner College of Business & Economics as entering freshmen. Students with a primary interest in language may first enter the College of Arts and Sciences and then apply to be accepted into the Alfred Lerner College of Business & Economics to declare the International Business Studies major.

International Business Studies Major applications have remained steady since the major became available in 2006. Approximately 280 students apply each year, approximately 150 students are admitted and about 35 students matriculate. See Section G, Appendix 3a for Table 1. International Business Studies Major Applicants, Admits, and Acceptances Compared to Lerner College and UD. See also Item 3. Demand and Competitive Factors.

b. Annotated evidence of placement for graduates

The IBS program graduated its first class in 2009 with 7 students earning the IBS degree. In 2010 23 students graduated with the IBS major and in 2011 25 students earned the degree. Graduates have obtained employment in many of the key sectors of the economy, including:

- Technology
- Financial Services
- Health Care
- Energy
- Advertising
- Retail
- Consumer and Industrial Goods

- Logistics and Transportation

Other graduates have taken positions in the government and nonprofit sectors of the economy, with positions in the Peace Corps, Grassroots Soccer, CNFA and the Embassy of France as examples. Reflecting the rigor of the IBS major, one graduate was accepted to Law School immediately after graduation.

Class of 2009

7 graduates

Average GPA 3.38

Brett Burns '09 (German), Logistics Coordinator at BDP International
Location Philadelphia Metro Area
Industry Logistics and Transportation

Lauren Brodbine '09 (Spanish), Global Marketing/Wealth Management at Merrill Lynch
Location Princeton, NJ
Industry Financial Services

Lauren Day '09 (French), Farmer to Farmer Program Coordinator at CNFA
Location Washington D.C. Metro Area
Industry Nonprofit

Monica Chen '09 (Chinese), Asset Manager at Perpetual Energy Systems
Location Washington D.C. Metro Area
Industry Energy

Lauren DiMarco '09 (Spanish), Marketing Coordinator at Promius Pharma
Location Greater New York City Area
Industry Pharmaceuticals

Class of 2010

23 graduates

Average GPA 3.36

Kristin Anthony '10 (Spanish), Programs and Operations Intern at Grassroot Soccer
Location South Africa
Industry Nonprofit

Julia Balakrishnan '10 (Spanish), Assistant Research Executive at Millward Brown
Location Greater New York City Area
Industry Market Research

Alyssa Dejoy '10 (Spanish), Analyst at JP Morgan Chase
Location NYC
Industry Financial

Suzanne DiIorio '10 (French), French Teaching Assistant at the French Embassy
Location Bordeaux, France
Industry Government

Andrea Dragonette '10 (French), Operations Analyst at JP Morgan Chase
Location Wilmington
Industry Finance

Kristin Dunkel '10 (French), Operations Analyst at JP Morgan Chase
Industry Financial

Jordan Fischer '10 (French), Law School Student

Ashley Hageman '10 (Spanish), Consultant at Faetset
Location NYC
Industry Online Media

Megan Spilatro '10 (Spanish), Assistant Manager at Sherwin Williams
Location New Jersey
Industry Retail

Leigh Wagner '10, Retail Sales at Verizon Wireless
Location New Jersey
Industry Retail

Class of 2011
25 graduates
Average GPA 3.28

Monica Calderin '11 (Spanish), Account Support Rep at Independence Blue Cross
Location West Chester PA
Industry Health

Melissa Diaz '11 (Spanish), Recruiter at Insight Global
Location NYC
Industry Technology

Edens Duphresne '11 (French), Peace Corps
Location TBD
Industry Nonprofit

Daniel Heiney-Gonzalez '11 (Spanish), Sales and Marketing Specialist and Black & Decker
Location
Industry Consumer and Industrial Products

Kristen Kunigonis '11 (Spanish), Sales Associate at Nordstrom
Location Greater New York City Area
Industry Apparel & Fashion

Erin Nieto '11 (Spanish), Sales Ambassador at First Quality
Location NYC
Industry Health Care

Kendall Nohe '11 (Spanish), Sales and Marketing Specialist at Black & Decker
Location
Industry Consumer and Industrial Products

Paul Sieger '11 (Spanish), Intern at Blackbaud
Location Greater Boston Area
Industry Marketing and Advertising

Samantha Van Horn '11 (Spanish), Advertising Assistant at Gregory Welteroth Advertising
Location Williamsport, Pennsylvania Area
Industry Marketing and Advertising

Alexandra Whetzel '11 (French), Bilingual Customer Service Representation at CSC
Location Wilmington DE
Industry Technology

c. Not required (graduate only)

3. DEMAND AND COMPETITIVE FACTORS

Demand for the International Business Studies Major is strong. When the International Business Studies (IBS) Major was originally proposed in 2005, we expected to build enrollment slowly so that in a few years we would have 25-30 IBS Majors entering each year. To our surprise the first year (07F) students could apply to UD as IBS Majors, there were over 250 applicants with 39 matriculating students. Applications have remained steady at approximately 280 each year with a yield of about 35 matriculating students. For the entering class of freshmen this Fall, the IBS Major applicants accounted for 6% of the total applicants to the Lerner College. See Section G, Appendix 3a for Table 1. International Business Studies Major Applicants, Admits, and Acceptances Compared to Lerner College and UD. In general, incoming IBS Majors are comparable to Lerner College acceptances and slightly higher than all UD acceptances on High School GPA and SAT scores.

In 2005, for the original proposal, we collected information about the availability and content of majors in International Business at Drexel University, Georgetown University, George Washington University, James Madison University, Temple University, Pennsylvania State University, Rutgers University, University of Maryland, University of Richmond, Villanova

University, and Widener University. With the exception of Rutgers University, all of these schools had International Business majors, most of which looked similar to our International Business Minor (the no Language option). Two of these schools, George Washington University and University of Maryland, included the option of foreign language as part of their program. Only Widener required six credits of language as part of their major. Thus, when originally implemented in 2006, our major provided a more comprehensive study of business, language and international area studies than most comparator institutions. In the region, only the University of Pennsylvania's Huntsman Program in International Studies and Business with its dual emphasis on area studies, including language skills, and business, including the requirement of a semester abroad, compared to the International Business Studies Major. In fact, UD's IBS Major is an adaptation of Penn's Huntsman Program in International Studies and Business.

For this Self Study Report, we re-reviewed the international business programs for only AACSB accredited schools. Although many of the schools we reviewed had improved their programs by increasing the language, area studies and/or the study abroad requirements, UD's Lerner College IBS Major continues to be one of the two most rigorous, interdisciplinary programs available in the mid-Atlantic region. Only the University of Pennsylvania, which actually grants a Dual Degree (BS in Economics and BA in International Studies) requires more course work in International and Area Studies (6 courses compared to UD's 4 courses). The University of Pennsylvania requires four language courses above the intermediate level, UD requires five courses. Both UD and Penn require a semester of study abroad; many programs only encourage study abroad. See Section G, Appendix 3b for Table 2. State and Regional AACSB Accredited Comparisons.

4. FACTORS UNIQUE OR DISTINCTIVE

As mentioned above, a review of business schools in the mid-Atlantic region reveals that all offer roughly the same line up of majors -- marketing, management, operations, accounting, finance and economics. Within this relatively homogeneous marketplace, the International Business Studies Major stands out, providing a meaningful source of competitive advantage. Notably, its key features, 1) advanced language proficiency, 2) region-specific expertise, and 3) academic experience abroad, are highly valued attributes, by students and corporate recruiters alike.

5. OVERVIEW OF INTERDISCIPLINARY RELATIONSHIPS

A positive synergy between the Departments of Business Administration and Foreign Language and Literatures has been realized. The IBS major provides a reliable and consistent stream of high quality students for FLLT courses at all levels of instruction, from the popular 105/106/107 sequence of intermediate courses, to the less heavily populated 200-, 300- and 400-level language and literature courses.

A positive synergy between the Department of Business Administration and the Institute for Global Studies (IGS) has also been realized. The vast majority of IBS majors study abroad through one of the Institute's semester abroad programs, thus providing UD's existing programs with an ongoing source of reliable and consistent demand. Looking to the future, the IBS major is likely to be instrumental to the success and sustainability of UD's new semester abroad offerings. For instance, working with the Italian faculty, IGS launched a new semester program to Rome in Spring 2011. It is anticipated that all IBS majors pursuing Italian as their target language will choose the UD Rome program for their mandatory study abroad (previously, these students studied abroad through Temple University-Rome). Similarly, in conjunction with the faculty in Spanish, IGS recently launched a new semester program to Buenos Aires, Argentina. The first group departed Fall 2011, and includes several IBS majors. Finally, working with the Japanese faculty, IGS is developing a semester abroad program to Japan. Again, it is anticipated that all IBS majors pursuing Japanese as their target language will choose the UD Japan program for their mandatory study abroad (currently these students study abroad through Temple University-Tokyo).

6. FACILITIES

Current UD facilities and learning resources are excellent and support student, faculty, and staff needs. No additional facilities are needed to support the IBS major.

7. BUDGETARY REQUIREMENTS BEYOND TYPICAL

As explained below, IBS majors incur additional required expenses in the form of study abroad program fees and other travel-related expenses. Financial support for study abroad, in the form of need-based scholarships, would enhance the accessibility of the IBS major, making it a viable option for a broader cross-section of the student population.

8. OTHER INFORMATION

IBS majors are required to study abroad for a full semester and this requirement places an extra financial burden on students and their families. Specifically, during the semester spent abroad, students pay their usual tuition, fees, and books. In addition, they must also pay the program fee associated with their study abroad program and other expenses related to travel and study abroad (for example, visa fees). Program fees for UD's semester programs are as follows (2011 figures):

Granada, Spain	\$8000
Puebla, Mexico	3900
Rome, Italy	9225
Buenos Aires, Argentina	6400
Paris, France	7850

Salzburg, Austria

6550 (+ airfare)

Except as noted, the program fee includes airfare. It also includes housing (students live with host families) and some meals.

G. APPENDICES

1. Original Application for Provisional Approval
2. International Business Studies Curriculum Packets; Senior Checkout Sheets are the last page of each packet
 - a. Entering as of September 2006
 - b. Entering as of Fall 2011
3. Demand and Competitive Factors
 - a. Table 1. International Business Studies Major Applicants, Admits, and Acceptances Compared to Lerner College and UD
 - b. Table 2. State and Regional AACSB Accredited Comparisons
4. Letters of Support for Permanent Status Approval
5. New Letters of Approval from Other Affected Departments

APPENDIX 1

Original Application for Provisional Approval

UNIVERSITY FACULTY SENATE FORMS

Academic Program Approval

This form is a routing document for the approval of new and revised academic programs. Proposing department should complete this form. For more information, call the Faculty Senate Office at 831-2921.

Submitted by: Diane Ferry phone number 831-1769

Action: add major
(Example: add major/minor/concentration, delete major/minor/concentration, revise major/minor/concentration, academic unit name change, request for permanent status, policy change, etc.)

Effective term 06F
(use format 04F, 05W)

Current degree _____
(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed change leads to the degree of: BS
(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed name: International Business Studies
Proposed new name for revised or new major / minor / concentration / academic unit (if applicable)

Revising or Deleting:

Undergraduate major/Concentration: _____
(Example: Applied Music – Instrumental degree BMAS)

Undergraduate minor: _____
(Example: African Studies, Business Administration, English, Leadership, etc.)

Graduate Program Policy statement change: _____
(Attach your Graduate Program Policy Statement)

Graduate Program of Study: _____
(Example: Animal Science: MS Animal Science: PHD Economics: MA Economics: PHD)

Graduate minor / concentration: _____

List program changes for curriculum revisions:

N/A New program proposal.

List new courses required for the new or revised curriculum:

(Be aware that approval of the curriculum is dependent upon these courses successfully passing through the Course Challenge list. If there are no new courses enter "None")

All courses already exist. There are no new courses.

Other affected units:

(List other departments affected by this new or revised curriculum. Attach permission from the affected units. If no other unit is affected, enter "None")

The course business courses are the same as required of all majors in our department. Thus, other departments in the Lerner College of Business and Economics are not impacted.

Collaborating Department: Foreign Languages and Literatures

Other Arts and Sciences Departments delivering area studies courses includes: Anthropology, Art History, Geography, History, Political Science (see letters of support in appendix)

Rationale:

(Explain your reasons for creating, revising, or deleting the curriculum or program.)

Please see attached proposal

Program Requirements:

(Show the new or revised curriculum as it should appear in the Course Catalog. If this is a revision, be sure to indicate the changes being made to the present curriculum.)

Please see the catalogue description attached.

ROUTING AND AUTHORIZATION: (Please do not remove supporting documentation.)

Department Chairperson _____ Date _____

Dean of College _____ Date _____

Chairperson, College Curriculum Committee _____ Date _____

Chairperson, Senate Com. on UG or GR Studies _____ Date _____

Chairperson, Senate Coordinating Com. _____ Date _____

Secretary, Faculty Senate _____ Date _____

Date of Senate Resolution _____ Date to be Effective _____

Registrar _____ Program Code _____ Date _____

Vice Provost for Academic Programs & Planning _____ Date _____

Provost _____ Date _____

Board of Trustee Notification _____ Date _____

APPENDIX 2

International Business Studies Curriculum Packets; Senior Checkout Sheets are the last page of each packet

a. Entering as of September 2006

b. Entering as of Fall 2011

INTERNATIONAL BUSINESS STUDIES

FOR STUDENTS ADMITTED TO THE UNIVERSITY AS OF SEPTEMBER 2006

CURRICULUM - Suggested Sequence

<u>First Semester</u>	<u>Credits</u>	<u>Second Semester</u>	<u>Credits</u>
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**The Semester Abroad is likely to occur in Fall or Spring of the Junior year, but may occur earlier for some students. The following assumes that the semester abroad occurs in Spring of the Junior Year.

FRESHMAN YEAR

Microeconomics, ECON 151*	3	Critical Reading/Writing, ENGL 110*	3
Calculus I, MATH 221*	3	Macroeconomics, ECON 152*	3
Language (107-level, if needed)	4	Language (200-level)	3
Intro to Business, BUAD 110*	3	Psychology, PSYC 100	3
(Freshman experience)		Natural Science with Lab	<u>4</u>
Natural Science	<u>3</u>		16
	16		

SOPHOMORE YEAR

Acctg I (Financial), ACCT 207*	3	Acctg II (Managerial), ACCT 208*	3
Statistics I, MATH 201*	3	Statistics II, MATH 202*	3
Bus Info Sys I, MISY 160	3	Principles of Finance, FINC 311*	3
Language (200-level)	3	Language (200-level)	3
COMM 212	<u>3</u>	MISY 261	<u>3</u>
	15		15

JUNIOR YEAR

Operations Management, BUAD 306*	3	Language (300-level)	3
Bus Law & Social Issues, ACCT 352	3	Global Bus. Environment, BUAD 384*	3
Language (300-level)	3	Group A or B region studies course	3
Intro to Marketing, BUAD 301*	3	Group A or B region studies course	3
Management & Org Beh, BUAD 309*	<u>3</u>	Free Elective	<u>3</u>
	15		15

SENIOR YEAR

International Bus. Mgt., BUAD 386*	3	International Marketing, BUAD 475*	3
IT Applic, BUAD 477 or MISY 427*	3	International Finance, FINC 415*	3
International Economics, ECON 340*	3	Strategic Management, BUAD 441*	3
Professional Elective	3	Professional Elective	3
Group A or B region studies course	3	Group A or B region studies course	3
Sociology	<u>3</u>	Free Elective	<u>1</u>
	18		16

* Grade of "C-" or better required in these courses.

GROUP REQUIREMENTS

(NOTE: All group requirements except free electives must be taken for a letter grade. Pass/Fail status courses may only count in Group E.)

GROUP A - 6 credits of Humanities

Courses with these prefixes: Art History (ARTH), History (HIST), Philosophy (PHIL), French (FREN), Spanish (SPAN), Italian (ITAL), German (GRMN), and Foreign Languages and Literatures (FLLT) to be chosen from the list of approved region studies courses and *specific to the language/region chosen*.

GROUP B - 12 credits of Social and/or Behavioral Sciences

Courses with these prefixes: Anthropology (ANTH), Geography (GEOG), and Political Science (POSC) to be chosen from the list of approved region studies courses and *specific to the language/region chosen*. Three credits in Psychology and three credits in Sociology are required.

GROUP C - 15 credits of Skills

- 1) Three credits of English, ENGL 110, with a minimum grade of C-.
- 2) Three credits of Mathematics, MATH 221 or MATH 241, with a minimum grade of C-.
- 3) Six credits of Statistics, MATH 201 and MATH 202, with a minimum grade of C-.
- 4) Three credits of communications, COMM 212.

GROUP C2 – 15 credits of Advanced Language Studies

- 1) Nine credits of 200-level and above and six credits of 300-level and above with a choice of six languages: Chinese, French, German, Italian, Japanese, or Spanish.
- 2) It is suggested that one of these be a business language course, depending upon the language of choice.

GROUP D - 7 credits of Natural Science

Courses with these prefixes: Animal Science (ANSC), Biological Science (BISC), Chemistry (CHEM), Entomology (ENTO), Geology (GEOL), Marine Studies (MAST), Physics (PHYS), Plant Science (PLSC), Science (SCEN), ANTH 102, ANTH 104, ANTH 202, NTDT 200, GEOG 106, GEOG 220, GEOG 101, GEOG 101 with 111, and GEOG 152. This requirement includes one associated laboratory credit.

GROUP E - 8 credits of Free Electives

No courses offered by the College of Business and Economics may be used in the free elective category. Free electives include any course outside the College of Business and Economics, subject to the following:

- 1) A maximum of two credits of HESC/BHAN 120 may be applied to this group.
- 2) Excess credits from Groups A through D may be counted toward Group E.
- 3) English Essentials (ENGL 011), Intermediate Algebra (MATH 010), College Intensive Literacy (EDUC 011), or any other "0" level course may not be counted toward degree.
- 4) If a student elects to take an eligible free elective course Pass/Fail, a maximum of one P/F course (3-4 credits) may be taken each semester. This is in addition to courses offered only on a P/F basis.
- 5) UNIV 101 will count toward Group E.

Exceptions allowing College of Business and Economics courses to count in the free elective category include:

- 1) Students admitted to the major/minor in Economics may apply three credits of Economics at the 200-level or higher.
- 2) Students participating in BUAD Study Abroad Programs may apply credits if completing a double major within the College.

GROUP F - 63 credits of College of Business and Economics courses

- 1) Students are required to earn at least a "C-" in ECON 151, 152; ACCT 207, 208; BUAD 301, 306, 309, 441 and FINC 311, as well as the courses noted in their major.
- 2) CISC 101 may be substituted for MISY 160.
- 3) ACCT, BUAD, ENTR, FINC or MISY electives are 300-level or higher courses offered through the departments of Accounting and MIS, Business Administration, and Finance. ACCT 302, 350 and 351 do not count toward degree for majors. ACCT 350 and 351 may be substituted for ACCT 352 if completing a double major with Accounting.
- 4) One ECON course at the 200-level or higher and/or one ENTR course may be applied to the Professional Electives in Group F.
- 5) BUAD 441 must be taken senior year.
- 6) Students may take only one of the required BUAD upper-level courses as specified under "Major Areas" at another institution.
- 7) International Business Studies courses may NOT be taken online.

Within the seven-group 126-credit curriculum must be:

- 1) One three-credit multicultural course (courses taken pass/fail may not count toward this requirement). **SOCI 206 is the recommended multicultural course.** Other options include but are not limited to: PLSC 100 (non-lab science) or ECON 385 (professional elective).
- 2) One freshman year experience from one of the following: UNIV 101, HESC 135 (if recommended for athletes), or an honors colloquium (for honors students only) (*for students entering fall 2004 – spring 2006*) (*beginning fall 2007, BUAD 110 fulfills the freshman experience requirement.*)
- 3) One discovery learning experience, which in most cases will be satisfied by the semester abroad (other possibilities include BUAD 364, BUAD 444, BUAD 478, or BUAD 448)
- 4) A fall or spring full-semester study abroad experience (winter and summer study abroad programs DO NOT satisfy the study abroad requirement).

ANY DEVIATION FROM THE ABOVE CURRICULUM REQUIRES WRITTEN APPROVAL OF THE UNDERGRADUATE PROGRAM ADVISOR, DR. JENNIFER GREGAN-PAXTON.

"WHO'S MY ADVISOR?" All International Business Studies Majors are advised through the Office of Undergraduate Advising and Academic Services, Room 102 Purnell Hall. Please contact Dr. Jennifer Gregan-Paxton, 102A Purnell Hall, greganj@lerner.udel.edu, 831-4369, for all advising issues pertaining to this degree.

Students majoring in International Business Studies are part of the Department of Business Administration. Students admitted to the Alfred Lerner College of Business & Economics as "undeclared" may freely elect Management, Marketing, Operations Management, International Business Studies, Finance, Accounting, Economics, or Management Information Systems majors if they do so prior to October 1 of their sophomore year.

Note: Many students take courses through the Winter and Summer Sessions to reduce their regular semester course load. These special sessions normally offer only introductory level courses. If you want to take a business course somewhere other than UD, be sure to get the course **pre-approved** by the department that offers the equivalent course and your College's Dean. You will need a copy of the course description and/or syllabus. The College or University must be AACSB accredited to transfer business courses.

**INTERNATIONAL BUSINESS STUDIES MAJOR
REGION STUDIES COURSES (BY COUNTRY/REGION)**

CHINA

Group A/ Humanities (select two of the following)

- ARTH 233 Art and Architecture of China
- ARTH 445 Seminar in East Asian Art and Architecture#
- CHIN 208 Contemporary Chinese Society**
- FLLT 321 Topics: Chinese Literature in Translation
- FLLT 331 Introduction to Chinese Film#
- FLLT 383 Topics: Chinese Culture in Translation#

- HIST 137 East Asian Civilization: China#
- HIST 270 History of Modern Asia#
- HIST 365 Topics in East Asian History
- HIST 368 Modern China: 1600-1920's#
- HIST 369 China Since 1900#
- HIST 391 History of WW II in Asia and the Pacific
- HIST 479 Seminar in Asian History#

- PHIL 204 World Religions#
- PHIL 310 Chinese Religion and Philosophy#

Group B/ Social Science (select two of the following)

- ANTH 210 Peoples and Cultures of Southeast Asia#
- ANTH 211 Peoples and Cultures of East Asia#
- ANTH 310 Asian Women's Lives#
- ANTH 312 Asian Women in the Globalized Workplace#
- ANTH 313 Anthropology of Elites: The New Rich in Asia

- POSC 309 Political Culture By Country**
- POSC 312 Politics of East Asian Development
- POSC 427 Politics in China#
- POSC 429 Southeast Asia and the World#
- POSC 443 China and the World

FRANCE

Group A/ Humanities (select two of the following)

- ARTH 307 Seurat to Matisse: Art in France
- ARTH 339 Art and Architecture of Europe**

- FLLT 324 Topics: French Literature in Translation

- FREN 207 French Caribbean: Past and Present***#
- FREN 208 Contemporary France I **
- FREN 255 France in the News
- FREN 308 Contemporary France II **
- FREN 325 French Civilization I
- FREN 326 French Civilization II
- FREN 453 Contemporary French Civilization: 1958-Present

- HIST 339 Topics in Modern European History**
- HIST 346 Age of Louis XIV
- HIST 347 The French Revolution and Napoleon
- HIST 361 Twentieth Century France

Group B/ Social Science (select two of the following)

- ANTH 325 Peoples of Europe
- POSC 309 Political Culture By Country**
- POSC 441 Problems of Western European Politics By Country**

GERMANY

Group A/ Humanities (select two of the following)

- ARTH 339 Art and Architecture of Europe**
- FLLT 325 Topics: German Literature in Translation
- GRMN 208 Contemporary Germany I**
- GRMN 235 German Popular Culture
- GRMN 255 Germany in the News
- GRMN 308 Contemporary Germany II**
- GRMN 325 German Civilization and Culture
- HIST 339 Topics in Modern European History**
- HIST 353 Modern Germany: 1770-1919
- HIST 354 Germany in the Twentieth Century: 1914 to Present
- PHIL 304 Nineteenth Century Philosophy

Group B/ Social Science (select two of the following)

- POSC 309 Political Culture By Country**
- POSC 441 Problems of Western European Politics By Country**

ITALY

Group A/ Humanities (select two of the following)

- ARTH 217 Early Renaissance Art
- ARTH 219 Art of the Italian Renaissance
- ARTH 220 Italian Renaissance Architecture
- ARTH 305 Italian Baroque Art: Metaphor and Marvel
- ARTH 311 Renaissance Women, Society and the Arts
- ARTH 339 Art and Architecture of Europe**
- ARTH 413 Seminar in Italian Renaissance Art
- ARTH 414 Seminar in Italian Renaissance Architecture
- ARTH 415 Seminar in Italian Baroque Art
- FLLT 329 Topics: Italian Literature in Translation
- HIST 339 Topics in Modern European History**
- HIST 341 Ancient Rome
- ITAL 208 Italy: Past and Present**
- ITAL 308 Contemporary Italy**
- ITAL 325 Italian Civilization and Culture I
- ITAL 326 Italian Civilization and Culture II

Group B/ Social Science (select two of the following)

- ANTH 325 Peoples of Europe
- POSC 309 Political Culture By Country**
- POSC 441 Problems of Western European Politics By Country**

JAPAN

Group A/ Humanities (select two of the following)

- ARTH 234 Art of Japan
- ARTH 445 Seminar in East Asian Art and Architecture#

- FLLT 328 Topics: Japanese Literature in Translation
- FLLT 338 Light and Shadow - Japanese Films#
- FLLT 380 Topics: Japanese Culture in Translation

- HIST 138 East Asian Civilization: Japan#
- HIST 270 History of Modern Asia#
- HIST 365 Topics in East Asian History
- HIST 370 History of Modern Japan#
- HIST 371 Postwar Japan#
- HIST 372 Popular Culture in Urban Japan#
- HIST 391 History of WW II in Asia and the Pacific
- HIST 479 Seminar in Asian History#

- JAPN 208 Contemporary Japan**#

- PHIL 204 World Religions#

Group B/ Social Science (select two of the following)

- ANTH 210 Peoples and Cultures of Southeast Asia#
- ANTH 211 Peoples and Cultures of East Asia#
- ANTH 310 Asian Women's Lives
- ANTH 312 Asian Women in the Globalized Workplace#
- ANTH 313 Anthropology of Elites: The New Rich in Asia

- POSC 309 Political Culture By Country**
- POSC 312 Politics of East Asian Development
- POSC 429 Southeast Asia and the World#

SPANISH- LATIN AMERICA

Group A/ Humanities (select two of the following)

- ARTH 232 Art of Latin America#
- ARTH 338 Mayan Art and Architecture**
- ARTH 440 Seminar in Latin American Art#

- FLLT 326 Topics: Hispanic Literature in Translation

- HIST 135 Introduction to Latin American History#
- HIST 331 History of Caribbean I#
- HIST 332 History of Caribbean II#
- HIST 336 Topics in Latin American History**
- HIST 349 Modern Hispanic Societies: 1800-Present
- HIST 430 Seminar in Twentieth Century Latin American Revolutions
- HIST 477 Seminar in Latin American History#

- SPAN 207 Contemporary Latin America I**#
- SPAN 254 Latin America in the News
- SPAN 307 Contemporary Latin America II**
- SPAN 326 Latin American Civilization and Culture#

Group B/ Social Science (select two of the following)

- ANTH 351 Race and Ethnicity in Latin America#

- ANTH 375 Peoples and Cultures of Modern Latin America#
- ANTH 380 Peoples and Cultures of Mexico and Central America#
- GEOG 226 Geography of Latin America#
- POSC 309 Political Culture By Country**
- POSC 426 Latin American Political Systems#
- POSC 431 Latin American Politics: Countries
- POSC 450 Problems in Latin American Politics#

SPANISH--SPAIN

Group A/ Humanities (select two of the following)

- ARTH 303 Art of the Spanish Renaissance#
- ARTH 339 Art and Architecture of Europe**
- ARTH 419 Spanish Art of the Golden Age
- FLLT 326 Topics: Hispanic Literature in Translation
- HIST 339 Topics in Modern European History**
- HIST 348 History of Spain: 1479-Present
- HIST 349 Modern Hispanic Societies: 1800-Present
- SPAN 208 Contemporary Spain I**#
- SPAN 255 Spain in the News
- SPAN 308 Contemporary Spain II**
- SPAN 325 Spanish Civilization and Culture

Group B/ Social Science (select two of the following)

- POSC 309 Political Culture By Country**
- POSC 441 Problems of Western European Politics By Country**

#Satisfies University multicultural requirement.

**Taught abroad only.

Revised January 3, 2008

CHECKOUT SHEET
FOR THE MAJOR IN INTERNATIONAL BUSINESS STUDIES
For students admitted to the University as of September 2006

NAME/# _____ Travel Date _____ REGION _____

General Requirements - 63 credits

Course Credits Grade Semester

GROUP A – Humanities/Intl Studies

%Intl _____ 3 _____ _____

%Intl _____ 3 _____ _____

6

GROUP B - Social/Beh Sci/Intl Studies

PSYC 100 _____ 3 _____ _____

¹SOCI _____ 3 _____ _____

%Intl _____ 3 _____ _____

%Intl _____ 3 _____ _____

12

GROUP C – Skills

C1 – Professional Skills

*ENGL 110 _____ 3 _____ _____

*MATH 221 _____ 3 _____ _____

*MATH 201 _____ 3 _____ _____

*MATH 202 _____ 3 _____ _____

COMM 212 _____ 3 _____ _____

15

GROUP C2 – Advanced Language Studies[^]

200- _____ 3 _____ _____

200- _____ 3 _____ _____

200- _____ 3 _____ _____

300- _____ 3 _____ _____

300- _____ 3 _____ _____

15

GROUP D - Science

_____ 4 _____ _____

_____ 3 _____ _____

7

GROUP E - Free Electives[@]

_____ _____ _____ _____

_____ _____ _____ _____

_____ _____ _____ _____

_____ _____ _____ _____

8

%International Studies courses must be consistent with the student's language of choice and region of the world.

¹ Students are encouraged to take SOCI 206 to satisfy their multicultural requirement.

* Grade of "C-" or better required in these courses.

[^] Nine credits of 200-level or above and six credits of 300-level and above in one language. Choices are Chinese, French, German, Italian, Japanese or Spanish.

[@] Students are encouraged to choose electives related to their region of interest. 100-level language courses may be counted as Free Electives.

[#] BUAD 100 is also permitted.

[&] Prerequisite, ECON 302, is waived

Professional Requirements - 63 credits

GROUP F - Core Business Courses - 39 credits

*ECON 151 _____ 3 _____ _____

*ECON 152 _____ 3 _____ _____

MISY 160 _____ 3 _____ _____

*ACCT 207 _____ 3 _____ _____

*ACCT 208 _____ 3 _____ _____

MISY 261 _____ 3 _____ _____

ACCT 352 _____ 3 _____ _____

*FINC 311 _____ 3 _____ _____

[#]BUAD 110 _____ 3 _____ _____

*BUAD 301 _____ 3 _____ _____

*BUAD 306 _____ 3 _____ _____

*BUAD 309 _____ 3 _____ _____

*BUAD 441 _____ 3 _____ _____

International Business Studies - 24 credits

*BUAD 384 _____ 3 _____ _____

*BUAD 386 _____ 3 _____ _____

*BUAD 475 _____ 3 _____ _____

*ECON 340 _____ 3 _____ _____

[&]*FINC 415 _____ 3 _____ _____

*INFORMATION TECHNOLOGY - 3 credits

BUAD 477 or MISY 427
 _____ 3 _____ _____

ACCT, BUAD, ENTR, FINC or MISY electives
 - 6 credits (300-level or higher or one ECON
 200-level or higher)

_____ 3 _____ _____
 _____ 3 _____ _____

TOTAL CREDITS: 126

FYE: PUT A FYE NEXT TO THE COURSE WHICH FULFILLS YOUR FRESHMAN EXPERIENCE. _____

MC: PUT A STAR BESIDE THE COURSE WHICH FULFILLS YOUR MULTICULTURAL COURSE REQUIREMENT _____

DLE: PUT A DLE BESIDE THE COURSE WHICH FULFILLS YOUR DISCOVERY LEARNING EXPERIENCE (IN MOST CASES, A STUDY ABROAD COURSE). _____

INTERNATIONAL BUSINESS STUDIES

FOR STUDENTS ADMITTED TO THE UNIVERSITY AS OF FALL 2011

CURRICULUM - Suggested Sequence

<u>First Semester</u>	<u>Credits</u>	<u>Second Semester</u>	<u>Credits</u>
-----------------------	----------------	------------------------	----------------

**The Semester Abroad is likely to occur in Fall or Spring of the Junior year, but may occur earlier for some students. The following assumes that the semester abroad occurs in Spring of the Junior Year.

FRESHMAN YEAR

Microeconomics, ECON 151*	3	Critical Reading/Writing, ENGL 110*	3
Calculus I, MATH 221*	3	Macroeconomics, ECON 152*	3
Language (107-level, if needed)	4	Language (200-level)	3
Basics of Business, BUAD 110*	3	Psychology, PSYC 100	3
<i>(FYE-Freshman year experience)</i>		Natural Science & Technology with Lab	<u>4</u>
Natural Science & Technology	<u>3</u>		16
	16		

SOPHOMORE YEAR

Acctg I (Financial), ACCT 207*	3	Acctg II (Managerial), ACCT 208*	3
Statistics I, MATH 201*	3	Statistics II, MATH 202*	3
Bus Computing, MISY 160	3	Principles of Finance, FINC 311*	3
Language (200-level)	3	Language (200-level)	3
Oral Comm in Bus, COMM 212	<u>3</u>	Mgt Info Systems, MISY 261	<u>3</u>
	15		15

JUNIOR YEAR

Operations Management, BUAD 306*	3	Language (300-level)	3
Bus Law & Social Issues, ACCT 352	3	Global Bus. Environment, BUAD 384*	3
Language (300-level)	3	Region studies course	3
Intro to Marketing, BUAD 301*	3	Region studies course	3
Management & Org Beh, BUAD 309*	<u>3</u>	Free Elective	<u>3</u>
	15		15

SENIOR YEAR

International Bus. Mgt., BUAD 386*	3	International Marketing, BUAD 475*	3
IT Applic, BUAD 477 or MISY 427*	3	International Finance, FINC 415*	3
International Economics, ECON 340*	3	Strategic Management, BUAD 441*	3
Professional Elective	3	Professional Elective	3
Creative Arts & Humanities (CAH)*	3	History and Cultural Change (HCC)*	3
Sociology	<u>3</u>	Free Elective	<u>1</u>
	18		16

* Grade of "C-" or better required in these courses.

REQUIREMENTS FOR INTERNATIONAL BUSINESS STUDIES MAJORS

(NOTE: All requirements except free electives must be taken for a letter grade. The only exception to this would be courses only offered on a pass/fail basis.)

University Requirements

- ENGL 110 Critical Reading & Writing with a minimum grade of C- (3 credits).
- 3 credits of a Multicultural Course. This may be satisfied by a university breadth course (CAH, HCC or SBS).
- Discovery Learning Experience (DLE) (3 credits). This will be satisfied by your semester study abroad.
- First-Year Experience (FYE). This will be satisfied by BUAD 110.
- University Breadth Requirements (12 credits with a minimum grade of C-):
All students entering the University of Delaware as of fall 2010 are required to take a minimum of 12 credits of University breadth requirements—3 credits each from courses designated as Creative Arts and Humanities (CAH), History and Cultural Change (HCC), Social and Behavioral Sciences (SBS), and Mathematics, Natural Sciences, and Technology (MNST). *Students must pass these courses with a grade of C- or better. Note that students must take breadth courses from four different subject areas (e.g. the four-letter subject code ACCT, HIST, etc.).*

Note: Students may not use a course that is cross-listed with a subject area that has already been used to satisfy a university breadth requirement. Students enrolled in a single major may not satisfy the breadth requirement with courses in the subject area of that major (e.g. chemistry majors may not use CHEM courses). Students who are enrolled in more than one major or degree are allowed to meet the University breadth requirement by taking approved breadth courses from within the subject areas of their majors. The requirement may be fulfilled through a course or courses taken to complete other degree requirements, subject to the limitations above; however, credit hours may be counted only once towards the credit hour minimum required for the degree. See the undergraduate catalog at www.udel.edu/catalog for the list of course options.

3 credits from Creative Arts and Humanities (CAH)

Three credits of Creative Arts and Humanities with a minimum grade of C-. See the undergraduate catalog at www.udel.edu/catalog and then click “majors, minors and University breadth requirements” for the specific list of courses.

3 credits from History and Cultural Change (HCC)

Three credits of History and Cultural Change with a minimum grade of C-. See the undergraduate catalog at www.udel.edu/catalog and then click “majors, minors and University breadth requirements” for the specific list of courses.

6 credits from Social and Behavioral Sciences (SBS)

PSYC 100 and a SOCI course are required. See the undergraduate catalog at www.udel.edu/catalog and then click “majors, minors and University breadth requirements” for the specific list of SOCI options.

6 credits of Region Studies Courses (additional CAH, HCC, SBS and/or foreign language)

Courses related to a region of the world consistent with the target language, chosen from CAH, HCC or SBS breadth courses in the following departments: ANTH, ARTH, FLLT, GEOG, HIST, PHIL, POSC.

Additional foreign language courses also apply (200-level or higher): CHIN, FREN, GRMN, ITAL, JAPN, SPAN. Most students will satisfy this requirement when they study abroad.

15 credits of Skills

- 1) Three credits of English, ENGL 110 with a minimum grade of C-
- 2) Three credits of Mathematics, MATH 221 or MATH 241 with a minimum grade of C-.
- 3) Six credits of Statistics, MATH 201 and 202 each with a minimum grade of C-.

- 4) Three credits of Communications requirements, COMM 212.

15 credits of Advanced Language Studies

Nine credits of 200-level and above and six credits of 300-level and above with a choice of six languages: Chinese, French, German, Italian, Japanese, or Spanish. It is recommended that one of these be a business language course, if available.

7 credits of Mathematics, Natural Sciences, and Technology

See the undergraduate catalog at www.udel.edu/catalog and then click "majors, minors and University breadth requirements" for the specific list of courses. (Note: STAT, MATH and CISC courses may NOT apply). This requirement includes one associated laboratory credit.

8 credits of Free Electives

No courses offered by the College of Business and Economics may be used in the free elective category.

Free electives include any course outside the College of Business and Economics, subject to the following:

- 1) A maximum of two credits of BHAN 120 may be applied to this group.
- 2) Excess credits from any category above may be counted towards free electives.
- 3) English Essentials (ENGL 011), Intermediate Algebra (MATH 010), College Intensive Literacy (EDUC 011), or any other "0" level course may not be counted toward degree.
- 4) If a student elects to take an eligible free elective course Pass/Fail, a maximum of one P/F course (3-4 credits) may be taken each semester. This is in addition to courses offered only on a P/F basis.

Exceptions allowing College of Business and Economics courses to count in the free elective category include:

- 1) Students admitted to the major/minor in Management Information Systems, Entrepreneurial Studies, Restaurant Management or Global Enterprise Technologies may apply eight credits of the minor. Students admitted to the major/minor in Economics may apply three credits of Economics at the 200-level or above.
- 2) Students completing BUAD 364 may apply three credits.
- 3) Students participating in Lerner College Study Abroad Programs may apply three credits if completing a double major within the College with the permission of the undergraduate program advisor, Dr. Jennifer Gregan-Paxton.

60 credits of Core and Major Area College of Business and Economics courses

- 1) Students are required to earn at least a "C-" in ECON 151, 152; ACCT 207, 208; BUAD 110, 301, 306, 309, 441 and FINC 311, as well as the courses noted in their major.
- 2) CISC 101 may be substituted for MISY 160.
- 3) ACCT, BUAD, ENTR, FINC or MISY professional electives are 300-level or higher courses offered through the departments of Accounting and MIS, Business Administration, and Finance. ACCT 302, 350 and 351 do not count toward the IBS degree. (ACCT 302 or MISY 225 may be substituted, however, for MISY 261, and ACCT 350 and 351 may be substituted for ACCT 352 if completing a double major with Accounting).
- 4) One ECON course at the 200-level or higher may be applied to the Professional Electives.
- 5) BUAD 441 must be taken senior year.
- 6) Students may take only one of the required upper-level international business studies courses at another institution.
- 7) International Business Studies courses may NOT be taken online.

Full Semester Study Abroad

All international business studies majors must spend a fall or spring semester abroad studying in a region of the world consistent with their language of choice. The following University of Delaware study abroad programs are designed to satisfy this requirement (for additional information, including program fees, please visit <http://international.udel.edu/studyabroad/programs/default.asp>):

Spanish: Granada, Spain (fall and spring); Buenos Aires, Argentina (fall); Puebla, Mexico (spring)

French: Paris, France (fall)

German: Salzburg, Austria (fall)

Italian: Rome, Italy (spring)

Students choosing Chinese or Japanese as their target language should meet with the undergraduate program advisor, Dr. Gregan-Paxton, to discuss possible study abroad options outside the University of Delaware.

Region Studies Course Options (by region): Please Contact Dr. Gregan-Paxton for a list of approved region studies course options. Note: most students take their region studies courses during the semester they study abroad.

ANY DEVIATION FROM THE ABOVE CURRICULUM REQUIRES WRITTEN APPROVAL FROM THE UNDERGRADUATE PROGRAM ADVISOR, DR JENNIFER GREGAN-PAXTON.
--

WHO'S MY ADVISOR? All International Business Studies majors are advised by Dr. Jennifer Gregan Paxton, Office of Undergraduate Advising and Academic Services, 102 Purnell Hall, 831-4369.

Note: Many students take courses in the winter and summer sessions to reduce their regular semester course load or to satisfy the requirements of a double major. These special sessions normally offer only introductory level courses. If you plan to take a course somewhere other than UD during the winter or summer, be sure to get the course pre-approved by the department that offers the equivalent course, and by the Lerner College Assistant Dean (www.udel.edu/transferecredit). The College or University must be AACSB accredited to transfer business courses.

Business Undeclared Students: Students majoring in International Business Studies are part of the Department of Business Administration. Students admitted to the Alfred Lerner College of Business & Economics as "business undeclared" may freely elect Accounting, Economics, Economics Education, Finance, Hotel, Restaurant and Institutional Management, Hospitality Industry Studies, International Business Studies, Management, Management Information Systems, Marketing, or Sport Management if they do so prior to October 1 of their sophomore year.

Checkout Sheet for the Major in International Business Studies
For students admitted to the University as of Fall 2011

Name _____ ID _____ Language _____

Creative Arts and Humanities (CAH)

* _____ 3 _____

History and Culture Change (HCC)

* _____ 3 _____

Social and Behavioral Sciences (SBS)

PSYC 100 3 _____

SOCI _____ 3 _____

Region Studies (CAH, HCC, and/or SBS)

_____ 3 _____

_____ 3 _____

†Courses related to a region of the world consistent with the target language, chosen from CAH, HCC or SBS breadth courses in the following departments: ARTH, FLLT, HIST, PHIL, ANTH, GEOG, POSC, or add'l foreign language courses at the 200-level or higher.

Professional Skills

*ENGL 110 3 _____

*MATH 221 3 _____

*MATH 201 3 _____

*MATH 202 3 _____

COMM 212 3 _____

Advanced Language Studies

200- _____ 3 _____

200- _____ 3 _____

200- _____ 3 _____

300- _____ 3 _____

300- _____ 3 _____

Natural Sciences and Technology

(Note: MATH, STAT and CISC courses do not apply)

_____ 4 _____

_____ 3 _____

Free Electives

Core Business Courses

*ECON 151 3 _____

*ECON 152 3 _____

MISY 160 3 _____

*ACCT 207 3 _____

*ACCT 208 3 _____

MISY 261 3 _____

ACCT 352 3 _____

*FINC 311 3 _____

*BUAD 110 3 _____

*BUAD 301 3 _____

*BUAD 306 3 _____

*BUAD 309 3 _____

*BUAD 441 3 _____

International Business Studies

*BUAD 384 3 _____

*BUAD 386 3 _____

*BUAD 475 3 _____

*ECON 340 3 _____

*FINC 415 3 _____

(note: the ECON 302 pre-req for FINC 415 is waived for IBS majors)

Information Technology

*BUAD 477 or MISY 427

_____ 3 _____

ACCT, BUAD, ENTR, FINC or MISY electives

(300-level or higher or one ECON 200-level or higher)

_____ 3 _____

_____ 3 _____

Multicultural Course

_____ 3 _____

This may be satisfied by one of the courses listed above.

Semester Abroad: All international business studies majors must complete a fall or spring semester abroad studying in a region of the world consistent with their language of choice.

Location _____ Semester Completed _____

* Grade of C- or better required in these courses.

TOTAL CREDITS: 126

NOTE: Students must also complete the university requirements listed on the next page.

UNIVERSITY REQUIREMENTS CHECK SHEET

University requirements may be used to fulfill major requirements, university breadth courses may be used to satisfy the multicultural requirement; however, credit hours only count once towards the credit hour minimum required for the degree.

Requirement	Credits	Grade	Semester
1. First-Year Experience Requirement (FYE) (See http://fye.udel.edu for the list of approved FYE courses). Course: _____	_____	_____	_____
2. Writing Requirement (C- minimum grade) ENGL 110	3	_____	_____
3. Multicultural Requirement (3 credits) (this course must be taken for standard grading) Course: _____	3	_____	_____
4. Discovery Learning Experience Requirement (DLE) (3 credits) (See www.ugs.udel.edu/dle for the list of approved DLE courses). All international business studies majors must complete a fall or spring semester abroad studying in a region of the world consistent with their language of choice. This will satisfy the DLE requirement. <i>Semester Abroad Location</i> <i>Semester Completed</i> _____			
5. University Breadth Requirements (12 credits) (C- minimum grade) All students entering the University of Delaware as of Fall 2010 are required to take a minimum of 12 credits of University breadth requirements—3 credits each from courses designated as Creative Arts and Humanities, History and Cultural Change, Social and Behavioral Sciences, and Mathematics, Natural Sciences, and Technology. <u>Students must pass these courses with a grade of C- or better. Note that students must take breadth courses from four different subject areas (e.g. the four- letter subject code ACCT, HIST, etc.).</u> Students may not use a course that is cross-listed with a subject area that has already been used to satisfy a university breadth requirement. Students enrolled in a single major may not satisfy the breadth requirement with courses in the subject area of that major (e.g. chemistry majors may not use CHEM courses). Students who are enrolled in more than one major or degree are allowed to meet the University breadth requirement by taking approved breadth courses from within the subject areas of their majors. See the undergraduate catalog at http://academiccatalog.udel.edu for the list of course options.			
CAH--Creative Arts and Humanities (3 credits) (C- minimum grade) Course: _____	3	_____	_____
HCC--History and Cultural Change (3 credits) (C- minimum grade) Course: _____	3	_____	_____
SBS--Social and Behavioral Sciences (3 credits) (C- minimum grade) Course: _____	3	_____	_____
MNST--Mathematics, Natural Sciences, and Technology (3 credits) (C- minimum grade) Course: _____	3	_____	_____
6. Residency Requirement (check ONE): _____ The first 90 of 100 credits completed at UD -OR- _____ The last 30 of 36 credits completed at UD			

APPENDIX 3

Demand and Competitive Factors

- a. Table 1. International Business Studies Major Applicants, Admits, and Acceptances Compared to Lerner College and UD**
- b. Table 2. State and Regional AACSB Accredited Comparisons**

Table 1. International Business Studies Major Applicants, Admits, and Acceptances compared to Lerner College and UD

	# Applicants				# Admits				Acceptances								
	Lerner		UD		Lerner		UD		IBS			Lerner			UD		
	IBS	#	HS GPA	SAT	IBS	#	HS GPA	SAT	#	HS GPA	SAT	#	HS GPA	SAT	#	HS GPA	
2006	0	4,591	21,777		17	1,953	10,339		17			639			3,360		
2007	260	4,954	23,103		149	2,231	11,542		39	1192	3.60	682	1188	3.53	3,578	1191	3.58
2008	282	5,578	25,033		159	2,547	12,437		39	1204	3.45	701	1210	3.50	3,524	1212	3.57
2009	289	5,265	24,531		154	2,274	13,535		34	1224	3.66	585	1207	3.51	3,815	1196	3.53
2010	273	5,238	26,340		142	2,085	12,749		31	1229	3.50	523	1227	3.55	3,394	1209	3.61
2011	291	4,843	24,766		154	2,272	13,766		37	1237	3.68	586	1231	3.65	3,915	1221	3.69

Table 2. State and Regional AACSB Accredited Comparisons

School/State	International Business Degree/Major	Schedule Type	Total # Credits Required	# Advanced Language Credits Required*	# Languages Offered	Length of Study Abroad Required	# Int'l & Area Studies Credits Required	Tuition & Fees: 2011-2012 In / Out of state
University of Delaware ¹	BS in Int'l Business Studies	Semester	126	15 credits (5 courses)	6	1 semester	12 credits (4 courses)	\$11,192/\$27,462
Other Delaware Schools								
Delaware State University	None							\$7,056/\$15,052
Regional Schools								
Drexel University/PA	BSBA Concentration	Quarter	180 credits	24 credits (6 courses)	8	None required	7 credits (2 courses)	\$34,540
George Washington University/DC ²	BBA Concentration	Semester	Approx. 120 credits	1 course recommended	16	None required	None required	\$44,498
Georgetown University/DC ³	BSBA Concentration	Semester	120 (40 courses)	None required		None required	None required	\$39,212
James Madison University/VA ⁴	BBA in Int'l Business	Semester	120 credits	15 credits (5 courses)	5	Minimum 7 weeks required	Choose world region	\$4,224/\$10,869
Pennsylvania State University/PA	Minor only: requires 33-37 credits including 6 credits in an education abroad program and 6 credits of supporting coursework in consultation with the international programs office							
Rutgers University/NJ	BS in Mgt & Global Business	Semester	120 credits	None required		None required	None required	\$12,858/\$24,332

School/State	International Business Degree/Major	Schedule Type	Total # Credits Required	# Advanced Language Credits Required*	# Languages Offered	Length of Study Abroad Required	# Int'l & Area Studies Credits Required	Tuition & Fees: 2011-2012 In /Out of state
St. Joseph's University/PA		Semester		None required		Study tour/Study abroad required		\$36,740
Temple University/PA	BBA in Int'l Business Administration	Semester	124 credits	1 course; Certificate encouraged	10	Study abroad strongly encouraged	6 credits (2 courses); Certificate encouraged	\$16,882/\$29,082
University of Maryland/MD	BSBA in Int'l Business	Semester	120 credits	None required	7	None required	None required	\$8,655/\$26,026
University of Pennsylvania/PA	Dual Degree: BS Econ/BA Int'l Studies	Semester	40 course units	4 courses	11	At least 1 semester	6 courses	\$42,098
University of Richmond/VA ⁵	BSBS Int'l Business Concentration	Semester	35 course units	1 course	9	At least 6 weeks int'l work experience	2 courses	\$43,170
University of South Carolina	BSBA in Int'l Business	Semester	122 credits	4 courses	8	1 study period	None required	\$4,884/\$12,976
Villanova University/PA ⁶		Semester	123 credits	2 courses	8	Approved int'l experience	1 course	\$41,110

*Advanced language credits begin after 3 courses and/or 12 credits.

¹Students with the target languages of French, German and Spanish automatically qualify for the language studies minor in those languages.

²All GWU BBA students must take 2 language (6-8 credits) or 2 culture courses (6 credits).

³Georgetown International Business students are encouraged to concentrate in a second business area.

⁴JMU International Business students may work or study abroad.

⁵UR requires 2 of 3: 1 semester study abroad; demonstrate language proficiency (at least one advanced course); or live abroad at least 12 weeks. In addition, at least 6 weeks international work experience is required.

⁶At Villanova University, International Business is a co-major only.

Appendix 4

Letters of Support for Permanent Status Approval



Alfred Lerner College of Business & Economics

*Dr. Rick L. Andrews
Deputy Dean and Professor
Lerner College of Business & Economics
University of Delaware
Newark, DE 19716*

*Phone: (302) 831-1190
Fax: (302) 831-4196
Email: andrewsr@udel.edu
website: <http://www.buec.udel.edu/andrews/>*

October 17, 2011

Margaret Andersen
Associate Provost, Academic Affairs
University of Delaware
116 Hullihen Hall
Newark, DE 19716

Dear Maggie,

I am writing in support of granting permanent status to the B.S. degree in International Business Studies (IBS), a collaborative program offered by the Department of Business Administration in the Lerner College of Business and Economics and the Department of Foreign Languages and Literatures in the College of Arts and Sciences. The program is modeled after the Huntsman Program in International Studies and Business at the University of Pennsylvania. The IBS program is housed in the Department of Business Administration in the Lerner College of Business and Economics.

The degree program began in 2006, and since that time, student applications have ranged from 260-291 each year, with new student acceptances in the 30s. According to data provided by the Office of Institutional Research, the 10-day unduplicated head count in the IBS major is 109 as of Fall 2011. According to informal reports, a significant number of my own students do a double major in Marketing and IBS, so the actual headcount could be higher.

Not only is the student demand quite good, the quality of the program is outstanding. The program requires students to spend a semester abroad studying in one of the target languages: Chinese, French, German, Italian, Japanese, or Spanish. Courses are taught in the target language, so the language proficiency of the students is high. The quality of student advising is also excellent, with a single PhD academic serving as advisor for all IBS majors for all four years of the program.

The Lerner College of Business and Economics is pleased to support the permanent status of the IBS undergraduate program. We look forward to continuing our interdisciplinary collaborations with Foreign Languages and Literatures and other units on campus providing courses for IBS majors.

Sincerely,

A handwritten signature in black ink that reads 'Rick L. Andrews'.

Dr. Rick L. Andrews

15 October 2011

Margaret Andersen
Associate Provost, Academic Affairs
University of Delaware
116 Hüllihen Hall
Newark, DE 19716

Dear Maggie,

I strongly support granting permanent status to the B.S. degree in International Business Studies (IBS). This program is offered by and housed in my department in collaboration with the Department of Foreign Languages and Literatures.

Since 2006, student applications have ranged from 260-290 each year, with 30 or more new student acceptances. In addition, many of our students double major in Marketing and IBS.

The quality of the program is excellent. The curriculum is rigorous and staffed by first-rate professors. Also, as part of the program requirements, students spend a semester abroad studying Chinese, French, German, Italian, Japanese, or Spanish. Students are advised by a PhD academic who specializes in this task.

The Department of Business Administration is happy to continue offering and supporting the IBS program and supports making it a permanent degree.

Best wishes,

Tom

Thomas E. Becker, Ph.D.
Acting Chairperson
Department of Business Administration
Phone: 831-6822
Email: beckert@udel.edu

Ferry, Diane L.

From: Zipser, Richard A. <zipser@art-sci.udel.edu>
Sent: Monday, October 10, 2011 8:38 PM
To: Becker, Thomas E
Subject: Major in International Business Studies

Hi Tom,

Yes, we in FLLT do want to continue this successful collaboration between our two departments. The draft of an e-mail to the Arts and Sciences departments is fine, but I recommend checking with Jennifer Gregan-Paxton regarding the courses. There may be some new ones we should add to the list, and some may no longer be offered.

I hope we will have an opportunity to meet this semester, perhaps for lunch. I look forward to continuing this productive relationship between our departments.

Best regards,

Richard

From: Becker, Thomas E [<mailto:beckert@UDel.Edu>]
Sent: Monday, October 10, 2011 2:10 PM
To: Zipser, Richard A
Cc: Ferry, Diane L.
Subject: Major in International Business Studies

Hi Richard,

Our intercollegiate major in international business studies is now up for permanent status, and I'm contacting you to ensure you want to continue the collaboration between our two departments. From our perspective, the program has been very successful and we would like to continue it. However, please let me know if you would like to discuss anything.

Assuming you want to move forward, we will need to obtain approvals from the affected departments. For your review, a draft of an email (to Anthropology) is provided below my signature. If you suggest any changes I will be happy to make them and to contact the required departments.

John Sawyer was chair of my department when the program was first created. I'm now the acting chair and I look forward to working with you to make the IBS major a permanent part of our curriculum.

Best wishes,

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

Hi Karen,

The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and I'm contacting you for your approval to make the program permanent. The Department of Anthropology approved the original proposal in September of 2005. One requirement of the program is that students take two appropriate regional courses in the social sciences. Anthropology has played an important part in the success of IBS by providing courses related to region studies (e.g., 261, 325, 333, 375, and 380). Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please let me know.

Best wishes,

Tom Becker
Acting Chairperson
Dept of Business Administration

Richard A. Zipser
Chairperson
Department of Foreign Language and Literatures

Appendix 5

New Letters of Approval from Other Affected Departments

Ferry, Diane L.

From: Hoffman, Saul D
Sent: Wednesday, October 12, 2011 9:14 AM
To: Becker, Thomas E
Subject: RE: Approval of IBS Program

Tom

On behalf of the Department of Economics, I do support the IBS major.

Saul D. Hoffman
Professor and Chair, Department of Economics
406 Purnell Hall
University of Delaware
Newark, DE 19716

302-831-1907
302-831-6968 (Fax)

From: Becker, Thomas E
Sent: Tuesday, October 11, 2011 3:54 PM
To: Hoffman, Saul D
Cc: Zipser, Richard A; Ferry, Diane L.
Subject: Approval of IBS Program

Hi Saul,

The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and we are contacting you for your approval to make the program permanent. The Department of Economics approved the original proposal in June of 2005. One requirement of the program is that students take economics courses as part of the core business requirements (ECON 151 and 152) and international business studies (ECON 340). Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please contact Tom Becker.

Best wishes,

Tom Becker
Acting Chairperson
Dept of Business Administration
Literatures
Phone: 6822

Richard A. Zipser
Chairperson
Department of Foreign Language and



Department of Finance

General Information: 831-1015
831-1484

Chair: 831-1766
Office: 306 Purnell

DATE: October 18, 2011

TO: Tom Becker, Chair, Department of Business Administration

FROM: Jay Coughenour, Chair, Department of Finance

RE: **Approval of the International Business Studies Program**

Our understanding is that the intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period. The Department of Finance approved the original proposal in June of 2005, and we now approve the proposal to make the IBS Program permanent. We understand that the permanent approval of the program would not require any changes to our majors or to the finance curriculum, and that it would not place any increasing burdens on the one required finance course (FINC311) in the program. We hope the program continues to be a great success.

Ferry, Diane L.

From: Weil, Peter M
Sent: Tuesday, October 11, 2011 7:49 PM
To: Becker, Thomas E
Subject: Re: Approval of IBS Program

Dear Tom,

I want to enthusiastically support the move of International Business Studies from its probationary status to a permanent one. The program has brought far more business students into our area studies classes, much to the benefit of our own majors and of students from other disciplines. The Department looks forward to working with you on this and the further development of mutually-beneficial programmatic activities.

Best wishes to you and the future of the International Business Studies program,

Peter

Dr. Peter M. Weil
Interim Chair, Anthropology

On Oct 11, 2011, at 3:23 PM, Becker, Thomas E wrote:

Hi Peter,

I'm contacting you regarding another program for which we need your approval. The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and I'm contacting you for your approval to make the program permanent. The Department of Anthropology approved the original proposal in September of 2005. One requirement of the program is that students take two appropriate regional courses in the social sciences. Anthropology has played an important part in the success of IBS by providing courses related to region studies (e.g., 261, 325, 333, 375, and 380). Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please let me know.

Best wishes,

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

Ferry, Diane L.

From: NINA KALLMYER <nadiaeleni@msn.com>
Sent: Friday, October 14, 2011 12:44 PM
To: Becker, Thomas E
Subject: RE: Approval of IBS Program

Dear Tom,

I am happy to approve the IBS program, thus reiterating the Art History department's initial approval in 2005.

Best regards,

Nina Athanassoglou-Kallmyer
Professor and Chair
Art History

From: beckert@UDel.Edu
To: nina@UDel.Edu
Date: Fri, 14 Oct 2011 11:55:21 -0400
Subject: FW: Approval of IBS Program

Hi Nina,

Can you please send me an email regarding your approval of the IBS program? The due date is today but I have a couple days extension. I'd appreciate your response in the next business day or two.

Thanks!

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

From: Becker, Thomas E
Sent: Tuesday, October 11, 2011 3:34 PM
To: Kallmyer, Nina M
Cc: Ferry, Diane L.; Zipser, Richard A
Subject: Approval of IBS Program

Hi Nina,

The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and we are contacting you for your approval to make the program permanent. The Department of Art History approved the original proposal in September of 2005. One requirement of the program is that students take two appropriate regional courses in the social sciences. Art History has played an important part in the success of IBS by providing courses related to region studies. Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please contact Tom Becker.

Best wishes,

Tom Becker
Acting Chairperson
Dept of Business Administration
Phone: 6822

Richard A. Zipser
Chairperson
Department of Foreign Language and Literatures

Ferry, Diane L.

From: Deliberty, Tracy L
Sent: Friday, October 14, 2011 6:59 PM
To: Becker, Thomas E
Subject: Re: FW: Approval of IBS Program

Geography is supportive of the IBS program to include two courses in regional studies. We plan to continue offering the regional geography courses once a year at a minimum. Tracy

Dr. Tracy DeLiberty
Associate Professor & Chair
Pearson Hall, Room 216
Department of Geography
University of Delaware

tracyd@udel.edu
(302) 831-4084
(302) 831-6654 FAX

On 10/14/2011 11:54 AM, Becker, Thomas E wrote:
Hi Tracy,

Can you please send me an email regarding your approval of the IBS program? The due date is today but I have a couple days extension. I'd appreciate your response in the next business day or two.

Thanks!

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

From: Becker, Thomas E
Sent: Tuesday, October 11, 2011 3:37 PM
To: Deliberty, Tracy L
Subject: FW: Approval of IBS Program

Hi Tracy,

The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and we are contacting you for your approval to make the program permanent. The Department of Geography approved the original proposal in August of 2005. One requirement of the program is that students take two appropriate regional courses in the social sciences. Geography has played an important part in the

success of IBS by providing courses related to region studies. Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please contact Tom Becker.

Best wishes,

Tom Becker
Acting Chairperson
Dept of Business Administration
Literatures
Phone: 6822

Richard A. Zipser
Chairperson
Department of Foreign Language and

Ferry, Diane L.

From: Hurt, John Jeter
Sent: Tuesday, October 11, 2011 4:16 PM
To: Becker, Thomas E
Cc: Zipser, Richard A; Ferry, Diane L.
Subject: Re: Approval of IBS Program

Yes, I do support changing the status of this program to permanent status. I'm glad that History played even a small role at the beginning and glad that we can help the program continue.

Best wishes,

John Hurt, Chair, History.

On 10/11/2011 3:40 PM, Becker, Thomas E wrote:

Hi John,

The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and we are contacting you for your approval to make the program permanent. The Department of History approved the original proposal in July of 2005. One requirement of the program is that students take two appropriate regional courses in the social sciences. History has played an important part in the success of IBS by providing courses related to region studies. Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please contact Tom Becker.

Best wishes,

Tom Becker
Acting Chairperson
Dept of Business Administration
Literatures
Phone: 6822

Richard A. Zipser
Chairperson
Department of Foreign Language and

Ferry, Diane L.

From: Schueler, George Frederick
Sent: Thursday, October 13, 2011 9:40 AM
To: Becker, Thomas E; Schueler, George Frederick
Cc: Zipser, Richard A; Ferry, Diane L.
Subject: Re: Approval of IBS Program

Tom,

The Philosophy Dept. is happy to support this program. Could you send a list of your requirements, specifically including the philosophy courses you need.

Best,

Fred Schueler

G. F. Schueler

Email: schueler@udel.edu

Web Site: <http://udel.edu/~schueler/>

NASA Climate Change Site:

<http://climate.nasa.gov/>

----- Original message -----

>Date: Tue, 11 Oct 2011 15:44:27 -0400
>From: "Becker, Thomas E" <beckert@UDeI.Edu>
>Subject: Approval of IBS Program
>To: "Schueler, George Frederick" <schueler@UDeI.Edu>
>Cc: "Zipser, Richard A" <zipser@UDeI.Edu>, "Ferry, Diane L." <ferryd@UDeI.Edu>

>
> Hi Fred,
>
>
>
> The intercollegiate major in international business
> studies (IBS) is at the end of its five-year
> probationary period, and we are contacting you for
> your approval to make the program permanent. The
> Department of Philosophy approved the original
> proposal in July of 2005. One requirement of the
> program is that students take two appropriate
> regional courses in the social sciences. Philosophy
> has played an important part in the success of IBS
> by providing courses related to region studies.
> Approval of the program would not require any
> changes on your part.

>
>
>

- > If you approve of making the IBS program permanent,
- > please reply to this email to express your support.
- > If you have any questions or concerns please
- > contact Tom Becker.

>

>

>

> Best wishes,

>

>

>

> Tom

> Becker

> Richard A. Zipser

>

> Acting Chairperson

>

> Chairperson

>

> Dept of Business

> Administration

> Department of Foreign Language and

> Literatures

>

> Phone: 6822

>

>

Ferry, Diane L.

From: Bauer, Gretchen M. <gbauer@art-sci.udel.edu>
Sent: Wednesday, October 12, 2011 2:14 PM
To: Becker, Thomas E
Cc: Zipser, Richard A; Ferry, Diane L.
Subject: RE: Approval of IBS Program

Hi Tom, wow has it been five years already?

The Department of Political Science and International Relations approves of permanent status for the major in International Business Studies and will continue its contributions to that major.

Please let me know if you need anything more formal. Best, Gretchen

Gretchen Bauer
Professor and Chair
Department of Political Science and IR
University of Delaware
302 831 2355
www.udel.edu/poscir

From: Becker, Thomas E [<mailto:beckert@UDeI.Edu>]
Sent: Tuesday, October 11, 2011 3:48 PM
To: Bauer, Gretchen M.
Cc: Zipser, Richard A; Ferry, Diane L.
Subject: Approval of IBS Program

Hi Gretchen,

The intercollegiate major in international business studies (IBS) is at the end of its five-year probationary period, and we are contacting you for your approval to make the program permanent. The Department of Political Science and International Relations approved the original proposal in July of 2005. One requirement of the program is that students take two appropriate regional courses in the social sciences. Your department has played an important part in the success of IBS by providing courses related to region studies. Approval of the program would not require any changes on your part.

If you approve of making the IBS program permanent, please reply to this email to express your support. If you have any questions or concerns please contact Tom Becker.

Best wishes,

Tom Becker
Acting Chairperson
Dept of Business Administration
Literatures
Phone: 6822

Richard A. Zipser
Chairperson
Department of Foreign Language and