B. B. A. & B. S. INTERNATIONAL BUSINESS AND TRADE

COLLEGE OF BUSINESS
DEPARTMENT OF MANAGEMENT, INTERNATIONAL
BUSINESS, AND ENTREPRENEURSHIP

FAU
FLORIDA
ATLANTIC
UNIVERSITY

ACADEMIC LEARNING COMPACT

Majors in International Business and Trade must complete the interdisciplinary College of Business Core with grades of C or higher in each of the following courses:

BUL 4421 (Business Law I)	MAN 3506 (Operations Management)
ENC 3213 (Writing for Management)	MAN 4720 (Global Strategy & Policy)
FIN 3403 (Principles of Financial Management)	QMB 3600 (Quantitative Methods in Administration)
ISM 3011 (Management Information Systems)	
MAN 3025 (Introduction to Management & Organizational Behavior)	MAR 3023 (Marketing Management)

CONTENT KNOWLEDGE (Declarative Knowledge): Students will demonstrate knowledge of fundamental concepts in several areas of business, including:

- **Finance: capital budgeting, cash flows, cost of capital, valuation,**
- **Management: managing structure and design, managing organizational culture and change, managing teams, human resource management, managing employee diversity, motivation, and leadership, and**
- **Marketing: channels of distribution, price policies, promotion, consumer demand.**

In addition, majors in International Business and Trade will acquire common concepts, knowledge and skills needed to function within an entry-level management position in a firm functioning in the field of international business and trade, which include knowledge of the cultural environment, international business theories, trade policies, economic integration, and international finance and foreign exchange rates.

In FIN 3403, MAN 3025, MAN 4720, and MAN 4600 (International Business) students will be assessed via examinations and/or course projects that cover the content of these disciplines.

CONTENT KNOWLEDGE (Technical skills): Students will demonstrate proficiency in the use of computer software programs (word processing, presentation, spreadsheet, and databases) and their applications to business practices.

In ISM 3011, students will complete assignments in which they will create spreadsheets and databases, write reports, and develop presentations requiring the use of computer software programs. In QMB 3600 and MAN 3506, students will solve administrative problems using mathematical and statistical techniques.

COMMUNICATION (Written Communication, Team/Collaborative Communication): Students will produce traditional business documents (e.g., memos, letters, reports) that are clear, well-written, and follow standard conventions in style, punctuation, grammar, spelling, sentence structure, paragraph formation, and appropriate word choice. Students will demonstrate collaborative writing skills by serving as peer reviewers for each others' work and by working with other students to write a business proposal.

In ENC 3213, students will produce drafts, revise, edit, and submit several types of documents related to business correspondence such as letters, memos, and reports. Students will serve as peer reviewers for each other's work and will collaborate with peers to write a proposal on a contemporary issue facing businesses.

CRITICAL THINKING (Analytical Skills): Students will apply business models to complex fact patterns. Students will demonstrate their ability to process financial information and to conduct a critical analysis that applies this information to financial decisions.

In MAN 4720, students will demonstrate analytic/critical thinking through their ability to apply relevant business models and/or strategic concepts and tools in a research project on a firm and/or industry. In FIN 3403, students will apply financial math and valuation principles to value securities, capital projects, and other assets. Students will interpret financial information and use it in decision making.

CONTENT KNOWLEDGE (Declarative Knowledge) and
CRITICAL THINKING (Analytical Skills): Students will demonstrate an understanding of the bases of law, issues in current business law, managerial responsibilities within the law, and the legal and economic implications of noncompliance.

In BUL 4421, students will complete examinations in which they will demonstrate their understanding of business law.

Approved 11-18-2005

COMPLETE DEGREE REQUIREMENTS APPEAR IN FAU'S UNIVERSITY CATALOG