

INTERNATIONAL BUSINESS (INTB)

INTB 5800 - Special Topics in International Business (3 Credits)
Current topics in international business are occasionally offered. Consult 'Schedule Planner' for specific course offerings or contact an advisor for information. Prereq: Topics vary depending on the topic and the instructor requirements. Repeatable. Max Hours: 9 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 9.

INTB 5939 - Internship (1-3 Credits)
Supervised experiences involving the application of concepts and skills in an employment situation. Prereq: 21 semester hours and a 3.5 grade-point average. Repeatable. Max Hours: 9 Credits.
Grading Basis: Satisfactory/Unsatisfactory
Repeatable. Max Credits: 9.

INTB 6000 - Introduction to International Business (3 Credits)
This course examines the international business environment, its impact on business operations across borders, and the international dimensions of key business and managerial functions. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6020 - Cross-Cultural Management (3 Credits)
Focuses on the management of diverse socio-cultural and political norms and values in the global marketplace. The goal of this course is to develop skills in managing impacts of such values and norms on the effectiveness of international business operations and managerial activities. Prereq: INTB 6000 or permission of instructor. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6022 - International Business Negotiations (3 Credits)
Examines the international dimensions of business negotiations. It addresses the impact of the cultural, legal, political environments in the negotiation process, and examines similarities and differences in negotiation styles and approaches across borders. (This course qualifies as an international elective for the MS in International Business program.) Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6024 - International Trade Finance and Management (3 Credits)
Provides an overview of international trade finance and trade management. It examines the roles played by various parties involved in international trade, addresses key methods of international payment and related financing, and provides practical experiences on how to manage the import and export trade management process. (This course qualifies as an international elective for the MS in International Business program.) Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6026 - Marketing Challenges at the Global Frontier (3 Credits)
Explores problems, practices, and strategies involved in marketing goods and services internationally. Emphasized analysis of uncontrollable environmental forces, including cultures, governments, legal systems, and economic conditions, as they affect international marketing planning. Emphasis on practice through the use of projects and speakers. Coreq: BUSN 6560. Instructor may waive coreq for business students. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD. Note: students cannot receive credit for both MKTG 6020 and INTB 6026. Cross-listed with MKTG 6020. Max hours: 3 Credits.
Grading Basis: Letter Grade
Coreq: BUSN 6560. Restriction: Restricted to graduate business students or NDGR majors and a sub-plan of NBA or NBD
Typically Offered: Fall, Spring.

INTB 6028 - Global Study Topics (3 Credits)
This course is reserved for CU Denver faculty-led study abroad experiences. The course topic will vary based on the location and course content. Students register through the Office of Global Education. Cross-listed with ENTP 4028, ENTP 6028, and INTB 4028. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Repeatable. Max Hours: 9 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 9.
Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6030 - 11-Month MBA International Business Study Abroad (3 Credits)
The 11-Month MBA International Business Study Abroad is an experiential learning course conducted abroad. Available for 11-Month MBA students only.
Grading Basis: Letter Grade
Restrictions: Restricted to AMBA majors within the Business School.

INTB 6040 - Managing Global Talent (3 Credits)

This course has two objectives: (1) to understand the impact of cultural differences in the management of people in multinational firms; and (2) to compare and contrast critical human resource issues in the contexts of domestic and international operations. Topics include recruitment, staffing, training, performance appraisal, compensation, and labor and management relations in markets around the world. (This course qualifies as an international elective for the MS in International Business program.) Prereq: BUSN 6520 or BUSN 6521 or MGMT 6380 with a grade of C (2.0) or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with MGMT 6040. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6520 or BUSN 6521 or MGMT 6380 with a grade of C (2.0) or higher Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School

INTB 6060 - The Legal Aspects of International Business (3 Credits)

Analyzes the legal aspects of international business transactions and considers risk-reducing mechanisms such as letters of credit and arbitration. The course examines NAFTA, the European union, and other international trading structures and rules, giving the background for export or import activities. (This course qualifies as an international elective for the MS in International Business program.) Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6082 - Marketing in Emerging Markets (3 Credits)

Explores problems, practices, and strategies involved in marketing goods and services in emerging markets. Emphasizes analysis of uncontrollable environmental forces, including cultures, governments, legal systems, and economic conditions, as they affect the marketing plan. (This course qualifies as an international elective for the MS in International Business program.) Prereq: BUSN 6560. Note: Students cannot receive credit for both MKTG 6080 and INTB 6082. Cross-listed with MKTG 6080. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6094 - Marketing Issues in the Chinese Environment (3 Credits)

This course assesses numerous marketing and marketing related topics in the Chinese environment with the objective of helping the graduate student develop managerial and marketing expertise. In specific, the course pinpoints key developments in the Chinese business environment, develops expertise in conducting market opportunity analysis, assesses market entry conditions and strategies and applies marketing mix strategies in the context of the Chinese environment. Note: It is recommended for students to take BUSN 6560 or INTB 6000 prior to this course. Cross-listed with MKTG 6094. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6200 - International Business Policy (3 Credits)

The objective of this course is to develop competence relevant to strategy formulation and implementation in a multi-national enterprise, and in an international context. Provides theoretical knowledge, skills, and sensitivities that help deal effectively with the strategic and managerial problems of managing in a global environment. Prereq: INTB 6000 or ENTP 6826. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: INTB 6000 or ENTP 6826. Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6270 - Intercultural Communications (3 Credits)

The age of globalization means we are all neighbors, working across national boundaries and even continents. This class examines the philosophies, processes, problems, and potentials unique to communicating across cultures to address issues of social justice and ethical intercultural practices. We will consider the important role of context in interactions across cultures and subcultures, globally, transnationally, and within the U.S. Restriction: Restricted to NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with COMM 4270 and COMM 5270. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall, Spring.

INTB 6370 - International Accounting (3 Credits)

Designed to expose students to the international aspects of accounting and financial management. Includes discussion of some of the different financial accounting practices across countries; financial statement analysis in a global context. IFRS's are reviewed and compared with the requirements of US GAAP. Note: Students cannot receive credit for both ACCT 6370 and INTB 6370. Prereq: BUSN 6550 or ACCT 6031. Cross-listed with ACCT 6370 and ACCT 4370. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ACCT 6031 or BUSN 6550. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

Typically Offered: Spring.

INTB 6372 - International Financial Management (3 Credits)

Addresses financial management in an international context that considers international capital movements and foreign exchange problems, and international operations as they affect financial functions. It reviews foreign and international institutions and the foreign exchange process and considers financial requirements, problems, sources, and policies of firms doing business internationally. Meets concurrently with FNCE 6370. Prereq: BUSN 6640. Cross-listed with FNCE 6370. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6411 - International Corporate Governance (3 Credits)

Discusses the structure and goals of the modern corporation, the primary governance mechanisms used to help companies achieve these goals, and how and why these roles, goals, and mechanisms vary across nations. The topics covered in the course include managerial compensation, board of director structure and ethics, shareholder activism, and how governance structures differ across countries. (This course qualifies as an international elective for the MS in International Business program). Prereq: BUSN 6640 with a C or higher. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Note: Students cannot receive credit for both FNCE 6411 and INTB 6411. Cross-listed with FNCE 6411 and FNCE 4411. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 with a C or higher Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6460 - Emerging Market Finance (3 Credits)

This course aims to explore key emerging market finance issues from the perspectives of corporations, investors and markets. Emerging economies are deemed to be the engine of growth opportunities in the world economy. However, compared with developed markets, they typically have some unique features in their economic systems and financial markets, and thus different risk and return characteristics, leading to special considerations of capital budgeting, financing and investing in these economies. This course is to help develop a better understanding of financial markets, corporate finance and investments in emerging economies, with case studies on some major emerging markets (e.g., China, India). Prereq: BUSN 6640. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Cross-listed with FNCE 6460. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: BUSN 6640 Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School

INTB 6500 - International Business Consulting (3 Credits)

This action-learning course provides students the opportunity to work with and consult for a company at the senior executive level (e.g., CEO, Business Unit heads) in order to add value to the firm's international business. Students will apply international business principles and practices to address a strategic, functional, operational, or geographic opportunity facing a sponsoring organization. In addition, students will gain "on the job learning" of key protocols in an international business consulting context. Note: Because the topics change each term, student may take this course twice. Work with an advisor to make sure there is room in your degree plan before enrolling in the second course.

Repeatable. Max Hours: 6 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 6.

INTB 6600 - Blockchain and Emerging Technologies Impact Globalization (3 Credits)

Examines Blockchain and digital technologies powering globalization--how they are driving instant access to information, boosting transaction speed, and broadening the scope and reach of business across borders. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA or NBD within the Business School.

INTB 6730 - Supply Chain Analytics (3 Credits)

Introduces the design, analysis, management, and control of supply chains. Because of continuing advances in globalization, sustainability, and information technology, course emphasis will include integration of processes and systems, relationship management of upstream and downstream players, and strategies that incorporate current and future trends. Cross-listed with BANA 6730. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6750 - Research Methods in International Business (3 Credits)

Focuses on three major issues: (1) research design from an international management perspective (e.g., qualitative, quantitative and ethnographic); (2) topical issues (e.g., culture, international negotiations, mergers and alliances); (3) trends in international business research (e.g., cross-national project teams, emerging theoretical perspectives). This course qualifies as an international elective for the MS in International Business program. Note: Available to students as Independent Study only. Prereq: INTB 6000 and BUSN 6530 or equivalent. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6800 - Special Topics in International Business (3 Credits)

Current topics in international business are occasionally offered. This includes international field study courses. Consult the 'Schedule Planner' for specific course offerings or contact an advisor for information. (This course qualifies as an international elective for the MS in International Business program.) Prereq: Topics vary depending on topic and instructor requirements. Repeatable. Max hours: 12 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 12.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6830 - Marketing and Global Sustainability (3 Credits)

Marketing & Global Sustainability focuses on the role of marketing in sustainable for-profit and not-for-profit companies from a global perspective. The course examines sustainable business practices and trends; green brands, green labels, and greenwashing; socially-conscious and "green" customer segments; innovating for sustainable new products and services; sustainable retailing and supply chains; and sustainability as a competitive advantage. The course will employ a variety of pedagogical techniques including lectures, discussion, guest speakers, case studies, and projects. Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School. Cross-listed with MKTG 6830. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restriction: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Typically Offered: Fall.

INTB 6840 - Independent Study (1-8 Credits)

Instructor approval required. Allowed only under special and unusual circumstances. Regularly scheduled courses cannot be taken as independent study. (This course qualifies as an international elective for the MS in International Business program.) Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6870 - Global Climate Change (3 Credits)

Global climate change may be one of the most important challenges facing business in the 21st century. This course will introduce the potential impacts of climate, then discuss possible regulatory responses to and business risks and opportunities that may emerge if climate change occurs. Max hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

INTB 6950 - Master's Thesis (1-8 Credits)

Prereq: INTB 6750. Repeatable. Max hours: 8 Credits.

Grading Basis: Letter Grade with IP

Repeatable. Max Credits: 8.

Restrictions: Restricted to graduate majors and NDGR majors with a sub-plan of NBA within the Business School.

Additional Information: Report as Full Time.