INTB 1202. Becoming a Global Manager. 4 Hours.
Offers an introduction to global business. Functions as a foundational, "cornerstone" course that frames the BSIB course of study and maps the way forward. Covers frameworks for understanding the context of global business and the competencies required of global managers. Students work in teams to complete a global business project. Assessments are used to develop self-awareness and establish a baseline for subsequent development. Offers students an opportunity to develop a four-year professional development plan (PDP) to guide their study and development during their time at Northeastern and to develop the global mind-set necessary for becoming an effective global manager. The PDP is referenced in subsequent courses.

INTB 1203. International Business and Global Social Responsibility. 4 Hours.
Introduces the student to forces and issues confronted in our era of rapid globalization. Managers must understand forces from interconnected social, political, and economic national environments that affect their company’s operations. At the same time they need to draw on their ethical foundations to address and act on social responsibility imperatives across national borders.

INTB 1209. International Business and Global Social Responsibility. 4 Hours.
Does not count as credit for business majors. Counts as INTB 1203 for business minors only.

INTB 1990. Elective. 1-4 Hours.
Offers elective credit for courses taken at other academic institutions. May be repeated without limit.

INTB 2202. Analyzing the Global Business Environment. 4 Hours.
Analyzes the global business environment—political, economic, sociocultural—and the use of various frameworks to aid in analysis and decision making. Introduces the global business environment in which firms have to compete. Specifically examines contemporary issues over the political, social, and economic consequences of the globalization of markets and industries. Also examines the responses of multinational enterprises to the challenges of globalization. Offers students an opportunity to review and revise their professional development plans (PDPs).

INTB 2501. Competing to Win in Emerging Markets. 4 Hours.
Presents an introduction to emerging markets, focusing on the BRIC countries of Brazil, Russia, India, and China. Takes the perspective of U.S. companies and what they must do to be successful in emerging markets. Discusses the differences between doing business in an emerging vs. a domestic market, the opportunities and potential of an emerging market, and the risks of operating in such a market. Then looks at the world from the perspective of emerging markets and discusses steps that their governments, companies, and entrepreneurs must take to succeed in the world economy. Analyzes what emerging markets must do to raise wages and incomes, accelerate wealth creation, and reduce poverty.

INTB 2990. Elective. 1-4 Hours.
Offers elective credit for courses taken at other academic institutions. May be repeated without limit.

INTB 3202. Managing the International Assignment. 4 Hours.
Seeks to help students prepare for and succeed in an international assignment. Begins with classroom work during the semester before students leave for their expatriate year, continues throughout their year overseas, and concludes with debriefing sessions upon return. Requires monthly reports while overseas to document their academic and co-op learning. Exposes students to cultural diversity and the pervasive, but hidden, influence of culture on how people live, work, and manage. Offers students an opportunity to (1) develop abilities needed to function effectively in situations of cultural diversity; (2) develop an appreciation of the issues that they may confront; (3) create awareness of the personal impact of an international assignment while they are living and working abroad.

INTB 3310. Cultural Aspects of International Business. 4 Hours.
Helps develop awareness of the hidden influence of culture on behavior, particularly with respect to management and management practices. With the increasing globalization of business, many managers find themselves being managed by, or collaborating with, people of different nationalities and cultures. Develops the ability to recognize, understand, and work with the cultural diversity that affects business conducted across national and cultural boundaries.

INTB 3316. Economic, Social, and Political Dimensions of Doing Business in Brazil. 4 Hours.
Explores cultural, political, and social dimensions of doing business in Brazil. Investigates Brazil's role in the global economy as well as the role of multinationals in this rapidly developing economy. Discusses the challenges facing companies that operate in a developing country as the country balances economic growth with environmental and social concerns.

INTB 3318. Field Research in Emerging Markets in Brazil. 4 Hours.
Offers students an opportunity to learn how Brazilian companies contribute to Brazilian economic development while being profitable. Studies for-profit companies, exploring how they address issues of sustainability and corporate responsibility within the context of running a company in a rapidly growing economy. Also examines the role played by nonprofits, nongovernment organizations, and government agencies in reducing poverty and illiteracy and in protecting the environment.

INTB 3320. International Business Management and Environment. 4 Hours.
Examines contemporary issues that confront today’s global managers. Explores the responses multinational enterprises have to the challenges of globalization. Seeks to build an understanding of the environment of international business while addressing the competencies required of global managers. Offers students an opportunity to develop a four-year professional development plan to guide their study and to help them develop the global mind-set necessary for becoming an effective global manager. Analyzes the political, economic, and sociocultural environment in which global businesses operate.

INTB 3990. Elective. 1-4 Hours.
Offers elective credit for courses taken at other academic institutions. May be repeated without limit.
INTB 4202. Executing Global Strategy. 4 Hours.
Emphasizes global strategy and execution as well as the leadership requirements necessary to execute global strategy. Offers a capstone, “big picture” course that draws on and integrates all business fields and presents a global manager’s perspective. Uses the knowledge acquired in core courses—such as finance, accounting, operations, marketing, and organizational behavior—along with their international dimensions, to study how global managers reach strategic management decisions for the firm and its role in society. Offers students an opportunity to review and revise their professional development plans (PDPs) following their return from the expatriate experience and begin to develop post–Northeastern PDPs.

INTB 4861. Developing Cultural Agility. 4 Hours.
Offers students an opportunity to develop their cross-cultural competencies through service-learning. Through collaboration with the National Peace Corps Association, students use their skills to do need-based project work for a nongovernmental organization (NGO). The goals of the course are to build cultural awareness and to gain self-awareness, including having the self-awareness to clearly articulate personal strengths and developmental opportunities with respect to global leadership competencies; to gain experiences to practice cross-cultural communication, including practicing the skills to gain credibility and earn trust in another cultural context; and to have the opportunity to develop cross-cultural competencies, including the ability to effectively develop relationships with individuals from other cultures.

INTB 4970. Junior/Senior Honors Project 1. 4 Hours.
Focuses on in-depth project in which a student conducts research or produces a product related to the student’s major field. Combined with Junior/Senior Project 2 or college-defined equivalent for 8 credit honors project. May be repeated without limit.

INTB 4990. Elective. 1-4 Hours.
Offers elective credit for courses taken at other academic institutions. May be repeated without limit.

INTB 4993. Independent Study. 1-4 Hours.
Allows students who have received approval to undertake independent study in lieu of any course required in the various concentrations. Students present proposals to an Independent Studies Committee for evaluation and approval. Every proposal requires a detailed outline of the objectives and plan of study and must be accompanied by a supporting statement from the supervising faculty member under whose direction the study takes place. A copy of the final report prepared by the student is presented to the appropriate Independent Studies Committee. Further information about the Independent Studies Program can be obtained from concentration coordinators. May be repeated without limit.

INTB 4998. International Business Undergraduate Thesis Continuation. 0 Hours.
Offers thesis continuation for students in the BSIB program who are working on their thesis as part of the dual-degree requirements. May be repeated once.

INTB 5978. Independent Study. 1-4 Hours.
Allows students who have received approval to undertake independent study in lieu of any course required in the various concentrations. Students present proposals to an Independent Studies Committee for evaluation and approval. Every proposal requires a detailed outline of the objectives and plan of study and must be accompanied by a supporting statement from the supervising faculty member under whose direction the study takes place. A copy of the final report prepared by the student is presented to the appropriate Independent Studies Committee. Further information about the Independent Studies Program can be obtained from concentration coordinators. May be repeated without limit.

INTB 6200. Managing the Global Enterprise. 3 Hours.
Focuses on the international business environment, and examines the influence on global decision making of such areas as the international economy and trade issues, legal and political context differences, governmental actions, cultural and ethical system differences, exchange rates and international currency markets, international institutions like the World Trade Organization and the International Monetary Fund, and regional agreements like the European Union, NAFTA, and Mercosur. Also analyzes why firms internationalize their operations, how they can internationalize, and key areas such as international manufacturing, marketing, human resource management, and strategy.

INTB 6201. International Business Management. 3 Hours.
Explores the organizational and functional challenges a firm’s manager must master to be effective across national borders in an era of increasing globalization. Such challenges affect the international manager’s strategic decisions and operational actions and arise from international economy and trade conditions, legal and political context differences, as well as cultural and ethical system issues.

INTB 6208. Global Management. 3 Hours.
Focuses on managerial decision making in international business. Covers key international business topics from international strategy, management, and organizational behavior such as globalization, national business environment analysis, cultural and ethical differences across borders, politics and law in international business, regional economic integration, motivations for going international, foreign direct investment, mode of entry selection, international organizational structure, MNC strategy, principles of international marketing, managing international operations, and international human resource management. Students read selected international business works, analyze and discuss cases, conduct international feasibility projects, and discuss current developments in the field.

INTB 6212. Cultural Aspects of International Business. 3 Hours.
Focuses on issues that arise when a firm operates in multiple countries with cultures that are different from its home country. Principally addresses the perspectives of U.S. firms operating overseas, but also explores other national firms operating in the United States and in third-country environments. A central issue is how corporate cultures evolve in the context of national cultures.

INTB 6217. Creating Sustainable Competitive Advantage through Global Innovation. 3 Hours.
Offers students an opportunity to learn about how companies overcome the barriers to managing global new-product development. Studies how distance, along with differences in culture, capabilities, costs, and customers, make the task of managing global new-product development efforts incredibly difficult and delicate. Also studies how firms develop and execute global innovation strategies, build and leverage global networks, create R&D capabilities abroad, manage distributed projects and virtual teams, and how emerging market firms innovate globally.

INTB 6224. Competing to Win in Emerging Markets. 3 Hours.
Offers students an opportunity to develop an understanding of emerging markets. Studies how U.S. firms can and do compete with emerging markets, how emerging-market companies compete with developed companies, and how companies in emerging markets compete with each other. Explores the future of emerging markets and the steps they need to take to ensure their future viability and success, as well as the threats they face.
INTB 6226. Becoming a Global Leader. 3 Hours.
Seeks to help students build the cross-cultural skills necessary
to comfortably and effectively work in different cultures and with
people from different cultures. Discusses the alignment between the
firm’s business strategy and the leader’s responses in a multicultural
environment along with the methods for leadership effectiveness in
multicultural teams and virtual environments. Using online, experiential,
and discussion-based methods, offers students an opportunity to
gain the self-awareness needed to generate a plan for their own global
leadership development.

INTB 6230. International Field Study. 3 Hours.
Designed to give students intense exposure to the global business
environment by immersing them in the business practices and culture
of a country or region outside the United States. The course is taught
primarily in the country or region of interest and involves a mix of classes,
company site visits, and cultural activities. Fulfills the globalization
requirement in the full-time MBA program. May be repeated without limit.

INTB 6232. Doing Business in Emerging Markets. 3 Hours.
Takes the perspective of managers who are considering the best
ways to enter and succeed in emerging markets such as Brazil,
Russia, India, China, South Africa, and others that offer varying
institutional opportunities and challenges. Examines how their
action choices compare to those appropriate for entering advanced
markets like the United States, Western Europe, or Japan. Emphasizes
how socioeconomic, ethical, political, regulatory, and technological
complexities affect the strategy choices that multinational firms, from
and in emerging markets, make to succeed at home and abroad.

INTB 6238. Global Project. 3 Hours.
Offers students an opportunity to work on faculty-led teams to address
a current issue facing a global corporate partner organization. Students
interact directly with organizational leaders and employees to scope
the project and work as a consulting team, harnessing campus and
corporate resources to solve a problem and/or make recommendations.
Faculty travel with the students to an international site to continue
research, interviews, etc., and report findings to local corporate
representatives. Feedback on the project reports are incorporated,
and the final project report takes place post-travel with the corporate/
sponsoring organizations’ representatives.

INTB 6260. Advanced Topics in Global Management and Strategy. 3
Hours.
Offers topics of current interest in the international business arena,
emphasizing managing in emerging markets, analyzing global expansion,
and developing analytical and quantitative modeling skills for the
international business arena, often in the context of developing
presentation and writing skills in a case competition format. Instructor
interests will shape course format and meeting schedules. May be
repeated without limit.

INTB 6962. Elective. 1-4 Hours.
Offers elective credit for courses taken at other academic institutions.
May be repeated without limit.

INTB 7976. Directed Study. 1-4 Hours.
Offers independent work under the direction of members of the
department on chosen topics. May be repeated without limit.