

Department of Business Administration

MASTER OF SCIENCE IN INTERNATIONAL BUSINESS

Program Policy Statement

Effective Fall 2023

Revised February 22, 2023

Part I | Program History and Purpose

The ongoing expansion of business activities across nations increases demand for individuals with the executive perspective and managerial competencies that support successfully navigating the opportunities and challenges of international business. The MSIB program aims to meet this expectation, providing a dynamic curriculum that is anchored in the broad-based study of the global business environment as well as robust course customization options. Combined, the MSIB program helps individuals optimize their preparation and positioning to pursue their professional aspirations in the global business environment.

The design and delivery of the program promotes a global perspective that prepares students to operate effectively in a variety of settings and situations in the international business domain—no matter how global, no matter how local one’s ambition. Throughout the program, students engage wide-ranging opportunities to improve their familiarity with the principles of globalization, the practices of international business, and, as preferred, focused area of interest.

Completing the required and elective coursework enables the student to improve the knowledge, skills, and abilities that support outstanding professional performance. Upon completion of the program, a student is prepared to identify, assess, interpret, and manage opportunities and challenges that individuals, companies, institutions, and governments engage in the global business environment.

The MSIB program was proposed in 2012. It was granted approval effective Fall 2013. It was conferred permanent status in 2018.

Part II | Admission

Factors Considered for Admission

- Prior Academic Performance
- Experience, including work experience, volunteer work, community service, internships, etc.
- Standardized Test Scores

- Professional and/or Academic Recommendation
- Achievements and Performance Awards
- Career Aspirations

Qualified applicants for MS admission must hold the equivalent of a 4-year U.S. Bachelor's Degree from an accredited college or university. Typically, an applicant will have an Undergraduate GPA of 3.0 or higher on a 4-point scale.

Individuals holding a three-year non-U.S. degree may request a review for determination as to its equivalency to a four-year U.S. degree. The accreditation of the institution that granted the degree, the courses taken, grades, and work history in the field of the earned degree all bear upon the equivalency decision.

GMAT/GRE test scores are not required. The successful applicant will have the equivalent of a 4-year US Bachelor's degree, a minimum of 3.2/4.0 GPA with strong analytical coursework and a minimum of two months of full-time professional internship experience. Those falling short of this profile may choose to bolster their application with a GMAT or GRE test score.

English Language Proficiency

- International applicants must demonstrate English Language Proficiency. This may be accomplished through:
 - Submission of a TOEFL score of at least 100 or an IELTS Alternative score of at least 7.5.
 - Transcripts of an earned college degree from an accredited educational institution in an English-speaking country in which English is the primary instructional language.
 - Testing Options
 - [GRE at Home](#) from ETS
 - [GMAT Online](#) from GMAC
 - [TOEFL at Home](#) exam from ETS - virtual English proficiency test accepted for a one-year pilot period.
 - [TOEFL Essentials](#) exam from ETS
 - [IELTS Indicator](#) from the British Council - virtual English proficiency test accepted for a one-year pilot period.
 - [iTEP Academic-Plus](#) - virtual English proficiency test accepted for a one-year pilot period.
- Reporting TOEFL Results
 - Applicants should request all official test scores be reported directly to the University of Delaware.

- ETS University of Delaware institution code – 5811
- No University of Delaware department code is needed.

Applicants lacking English Language proficiency may apply through the Conditional Acceptance Program (CAP). This option requires the applicant enroll in the English Language Institute (ELI) at the University of Delaware and earn a certificate of proficiency in English language.

Application Procedure

Application to the MSIB program requires the applicant to submit the following:

- Completed online graduate school application.
- Personal essay addressing the following questions: (1) Why do you wish to pursue your graduate studies at the University of Delaware? What, in your opinion, makes UD special? (2) What are your career goals and how will an MS in International Business help you achieve your goals? (3) What does the word “global” mean to you?
- Two letters of recommendation.
- Official Undergraduate Transcripts
- Official Graduate Transcripts, if applicable
- Resume
- Optional: Official GMAT or GRE score report
- Optional: Interview in-person, on-phone, or via zoom call.
- International Applicants: Test of English as a Foreign Language (TOEFL) or International English Language Testing System (IELTS) results or apply through the English Language Institute’s Conditional Acceptance Program (CAP).

Application Deadlines

Students are admitted on a rolling basis and can begin in the Summer, Fall or Spring semesters. Applications are accepted at any time. The general guidelines listed below regulate submission. Full-time program applicants interested in merit-based funding consideration should apply by February 1 for fall semester admission; those awards are distributed on a rolling basis, typically at or close to the time of admission.

Summer Admission

- Final Deadline to Apply: May 1

Fall Admission

- Consideration for Admission with Funding: February 1
- Final Deadline to Apply: August 1

Spring Admission

- Consideration for Admission: November 1
- Final Deadline to Apply: January 1

Part III | Academic Program Requirements

The MSIB is a 30-credit degree program.

International Business Core Requirements – 12 Credits

- BUAD - 641 - Managing the Global Enterprise
- BUAD - 611 - Globalization and Business
- BUAD - 648 - The Future of Globalization: Issues, Agents, Decisions & You
- BUAD - 678 - Leading Across Boundaries

International Business Elective Set - 3 Credits

- ACCT - 683 - International Accounting
- BUAD - 640 - Ethical Issues in Domestic and Global Business Environments
- BUAD - 643 - Special Topics in Global Business
- BUAD - 682 - International Marketing Management
- ECON - 841 - International Trade and Development
- FINC - 615 - International Finance
- SPTM - 620 - International Sport Management and Marketing

Interdisciplinary and Business Electives - 15 Credits

- ACCT - 600 - Financial Reporting and Analysis
- ACCT - 604 - Database Design and Implementation
- ACCT - 605 - Current Issues in Emerging Technologies
- BUAD - 620 - Fundamentals of Analytics
- BUAD - 621 - Decision Analytics & Visualization
- BUAD - 631 - Operations Management and Management Science
- BUAD - 670 - Managing People, Teams, and Organizations
- BUAD - 672 - Strategic Leadership and Change
- BUAD - 673 - Advanced Topics in Leadership and Teams
- BUAD - 674 - Selected Topics in Management and Leadership
- BUAD - 675 - Strategic Human Resources
- BUAD - 677 - Skills for Change Agents
- BUAD - 679 - Negotiation and Conflict Resolution
- BUAD - 680 - Marketing Management
- BUAD - 681 - Research Methods for Marketing Decisions

- BUAD - 699 - Management Consulting Project
- CHEG - 595 - Intellectual Property for Engineers and Scientists
- COMM - 610 - Organizational Communication Theory
- ECON - 603 - Economic Analysis for Business Policy
- ENTR - 616 - Applied Creativity
- ENTR - 617 - Design Thinking and Innovation
- ENTR - 620 - Social Entrepreneurship
- ENTR - 651 - Special Topics in Entrepreneurship
- ENTR - 654 - Introduction to Entrepreneurship
- ENTR - 655 - Startup Experience I
- ENTR - 660 - High Technology Entrepreneurship
- ENTR - 671 - Managing for Creativity and Innovation
- HLTH - 813 - Leadership & Innovation in Population Health
- HOSP - 601 - Hospitality Industry Foundations
- HOSP - 602 - Customer Experience Management
- HOSP - 604 - Hospitality Financial Management
- MISY - 608 - Data and Analytics
- MISY - 615 - Enterprise Architecture and Business Strategy
- MISY - 631 - Data Mining for Business Analytics
- MISY - 631 - Data Mining for Business Analytics
- MISY - 648 - Business Intelligence & Analytics
- MISY - 650 - Security and Control
- MISY - 665 - Introduction to Cybersecurity
- MISY - 673 - Information Technology & Organizational Effectiveness
- MISY - 675 - Dashboard Design and Storytelling
- POSC - 840 - International Political Economy
- POSC - 842 - International Organization
- POSC - 845 - Human Rights and Global Governance
- STAT - 608 - Statistical Research Methods
- STAT - 674 - Applied Data Base Management
- ACCT 663 – International Accounting (prerequisite ACCT 600 or ACCT 316 or equivalent)
- BUAD 661 –Research Methods for Marketing Decisions (prerequisite BUAD 620)
- ECON 841 – International Trade and Development (prerequisite s ECON 601 and 603)
- ECON 842 – International Finance and Development (prerequisite ECON 602)
- ECON 845 – Development Economics (prerequisite s ECON 601 and 603)
- FINC 650 - Financial Management (prerequisite ACCT 600)
- FINC 653 – International Financial Management (prerequisite ACCT 600 and FINC 650 or equivalent)

*Other courses may serve as Business and/or Interdisciplinary Electives with prior approval of the program director, including up to three (3) credits of independent study.

Full Time Study Program Pathways

There are two paths for students choosing to study full time:

Full-time: 12 Months

- Fall: 12 credits
- Winter: 3 credits
- Spring: 12 credits
- Summer: 3 credits

Full-time: 16 Months

- Fall: 9 credits
- Winter (or Summer): 3-credits taken on campus, ~~as study abroad~~, or in conjunction with a student's internship, depending on availability
- Spring: 9 credits
- Fall: 9 credits

The MSIB program may also be completed on a part time basis (3 or 6 credits per session). MSIB students are given up to ten consecutive semesters to complete degree requirements. Requests for time extensions must be made in writing and approved by the Faculty Program Director.

The Program Director will forward the request to the Graduate College. The Office will determine the student's eligibility for a time extension and will notify the student in writing of its decision to grant an extension of time.

Part IV | Learning Objectives and Assessment Plan

Learning Goals | Knowledge

- Develop an understanding of the opportunities and challenges that managers, in the smallest entrepreneurial startup to the largest multinational enterprise, navigate to conduct business internationally.
- Expand awareness of the dimensions and dynamics of the economic, social, political, institutional, investment, trade, monetary, cultural, and legal environments that shape decision-making.
- Interpret academic frameworks and practitioner perspectives that shape contemporary interpretation of globalization and international business.
- Integrate theoretical principles and applied practices to analyze managerial effectiveness and company performance.
- Assess how managers direct international activities responsibly, ethically, fairly, and sustainably.
- Recognize the opportunities and challenges that influence how entrepreneurs and executives interpret, open, and operate international activities.

Learning Goals | Skills

- Enrich one's cultural awareness Complete academic activities that improve problem-solving, critical thinking, creativity, combinational interpretation, and integrated reasoning skills.
- Engage interpersonal activities that improve adaptability, listening, communication and collaboration skills.
- Participate in experiential activities that improve leadership, relationship management, time management, and presentation skills.

Learning Goals | Abilities

- Improve organizing and manipulating information to see relationships and to solve multiple interrelated problems.
- Refine understanding of the nuances of the cultural dimensions of international business activities.
- Enrich emotional intelligence through interaction with a diversity of people and perspectives.

Learning Goals | Perspectives

- Expand and enrich one's global mindset in terms of effectively interpreting the outlooks and orientations of individuals, groups, organizations, and institutions around the world.
- Expand and enrich one's cultural mindset via directly participating in a diversity of interpersonal, and social contexts.
- Expand and enrich one's digital mindset in terms of effectively mapping and modeling the technological transformation of business activity done internationally.
- Expand and enrich one's business mindset to productively navigate the opportunities and challenges that support productive, purposeful, and profitable business activity.

Assessment Metrics

- E-Portfolio
 1. E-Portfolio for the course work in the International Business core course cluster
 2. E-Portfolio for the course work in the Interdisciplinary and Business Electives course cluster
- Reflective Questions answered by the student based on the E-portfolios:
 - Question 1: Discuss the perspectives, skills, practices, and tools that you have learned in this cluster.
 - Question 2: Discuss the practical relevance and applications of the perspectives, skills, practices and tools identified in in Question 1 to your

understanding of the environments and operations of international business

Surveys of global consciousness, global mindset, critical thinking scenarios, and/or cultural awareness.

Part V | Program Administration

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

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

Students must complete their degree within the five-year time limit established by the University. The Graduate College provides guidelines governing possible extensions in cases of special or extenuating circumstances.

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

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

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

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

Part VI | Financial Assistance

U.S. citizen or permanent residents needing financial assistance are encouraged to apply for U.S. Federal Financial Aid by completing the FAFSA. The [University Office of Student Financial Services](#) provides assistance and administers the Federal Student Financial Aid.

The Graduate College administers Graduate Fellows and Graduate Scholars programs as well as other competitive support funding. Graduate students are encouraged to apply for these programs through the [Graduate College](#).

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

Part VII | Departmental Operations

The Lerner College maintains computer laboratories for student use. Students are encouraged to use computing facilities. Hours of operation and locations are posted on the [Lerner College website](#).

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

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