

**DEGREE/PROGRAM CHANGE  
FORM C  
Form Number: C1122**

Fields marked with \* are required

**Name of Initiator:** Vanessa Garcia Kline      **Email:\*** [vgkline@unm.edu](mailto:vgkline@unm.edu)      **Date:\*** 10-09-12  
**Phone Number:\*** 505 277-3756      Initiator's Title\* Admin Assistant 3: ASM Finance Intl Tech Mngt      **FIT**

Associated Forms exist?\*: Yes ▼  
Faculty Contact\* Dante DiGregorio      Administrative Contact\* Vanessa Kline  
Department\* ASM-FITE      Admin Email\* [vgkline@unm.edu](mailto:vgkline@unm.edu)  
Branch Main      Admin Phone\* 505-277-3756

**Proposed effective term:**  
Semester Fall ▼      Year 2013 ▼

**Course Information**

Select Appropriate Program Undergraduate Degree Program ▼  
**Name of New or Existing Program** \* BBA- International Management Concentration  
Select Category Concentration ▼      Degree Type BBA  
Select Action Revision ▼

**Exact Title and Requirements as they should appear in the catalog. If there is a change, upload current and proposed requirements.**  
See current catalog for format within the respective college (upload a doc/pdf file)

[Proposed Catalog Changes for MGMT .docx](#)

☐ **Does this change affect other departmental program/branch campuses? If yes, indicate below.**

Reason(s) for Request \* (enter text below or upload a doc/pdf file)  
Reason(s) for request: We are seeking to accomplish four objectives with these changes: 1. We have eliminated the requirement that students complete MGMT 421 and MGMT 474 and these courses now appear among the list of concentration electives. This will provide students a broader range of courses from which to choose and enable students to build their curriculum around their educational and professional objectives. 2. We have reduced the number of credit hours that must be earned internationally, which is a requirement that was recently implemented. We believe that reducing this requirement to three hours will make it more financially accessible for students while still requiring them to have direct international experience for the concentration. Substitutions such as consulting projects through the IBSG student group will be permitted under special circumstances, but we want to emphasize the importance of direct international experience for students completing the concentration. 3. We have provided a clearer explanation of the process by which students may substitute relevant non-management coursework toward the concentration. A list of courses appears on the student advisement materials. We now explicitly refer to this list and state that students may complete up to 6 of their credit hours from this list of courses. 4. We have also clarified the foreign language requirements. The expanded wording matches our student advisement sheets and enables students to demonstrate proficiency in a second language by either completing advanced coursework or by completing a proficiency exam or by studying abroad in the language. We anticipate that these changes will be slightly favorable in terms of the impact on resources. MGT 421 and 474 are often at capacity, so making them electives instead of required courses will provide greater flexibility.

Upload a document that includes justification for the program, impact on long-range planning, detailed budget analysis and faculty workload implications. \*

[FormC-IM.pdf](#)

## **Proposed Catalog Changes for International Management Concentration**

The catalog entry for the concentration in International Management no longer properly reflects concentration course requirements. The proposal below for Concentration in International Management includes new course requirements which more adequately reflect topical coverage of the concentration during the last several years

### **International Management**

#### Current Catalog Entry

The International Management concentration is designed for students who seek to prepare themselves for a career in international business. To enhance preparedness for an international career, students in the program develop competency in a foreign language and obtain first-hand international experience in addition to regular coursework.

#### **Course Requirements:**

1. Students must complete MGMT 421 (International Entrepreneurship) and MGMT 474 (International Finance).
2. Three elective concentration courses must be taken from among the following courses, or other appropriate courses with the approval of a faculty advisor: MGMT 420 (Management in Latin America), MGMT 422 (Seminar on Mexican Economy & Markets), MGMT 483 (International Marketing), MGMT 492 (Negotiation Strategies) and special topics courses offered in the department.
3. Students are required to complete a portion of their coursework internationally by participating in either a UNM-approved exchange with a foreign university or a UNM program. Specifically, at least two (but no more than four) of the courses applied to the concentration must be completed outside the country. Students facing economic hardship may obtain a waiver of this requirement from the faculty advisor under limited circumstances.
4. **Students must complete a minimum of two upper-division (i.e., 300-level and above) foreign language courses.**

#### Proposed Catalog Entry

### **International Management–15 hours**

<http://bba.mgt.unm.edu/concentrations/international.asp>

The International Management concentration is designed for students who seek to prepare themselves for a career in international business. To enhance preparedness for an international career, students in the program develop competency in a foreign language and obtain first-hand

international experience in addition to regular coursework. Students are strongly advised to combine an International Management concentration with a second concentration in a functional area of business.

### **Course Requirements:**

1. Students must complete five of the following courses: MGMT 420 (Management in Latin America), MGMT 421 (International Entrepreneurship), MGMT 422 (Seminar on Mexican Economy & Markets), MGMT 474 (International Finance), MGMT 483 (International Marketing), MGMT 492 (Negotiation Strategies) and special topics courses offered in the field of international management. Students may substitute up to six credit hours of related coursework from fields outside of management with written approval from the faculty advisor; the student advisement checklist contains a list of pre-approved non-Anderson School International Management electives.
2. Students are required to complete a portion of their coursework internationally by participating in either a UNM-approved exchange with a foreign university or a UNM study abroad program. Specifically, at least three credit hours must be completed outside the country. Substitutions may be allowed with approval of the faculty advisor.
3. **Students must complete a minimum of two upper-division (i.e., 300-level and above) foreign language courses or otherwise demonstrate proficiency in a second language (e.g., studying abroad in a second language or completion of a proficiency exam at the intermediate or advanced level).**

## **FORM C      Degree/Program Change**

Anderson School of Management internal approval form

Faculty Contact: Dante Di Gregorio, [digregorio@mgt.unm.edu](mailto:digregorio@mgt.unm.edu), 277-3751

Department: FITE

Division: International Management

Branch:

Program: BBA

Proposed effective term      Semester: Fall      Year: 2013

### **Course Information**

Circle Program      Undergraduate ☒ Graduate ☐

Name of new or existing program: BBA Concentration in

#### **International Management**

Select Category:      Degree ☐ Major ☐ Minor ☐ Concentration ☒ Certificate ☐

Emphasis ☐ Department ☐ Subject code ☐

Degree type:      BBA

Select Action:      New ☐ Revision ☒ Deletion ☐ Name Change ☐

Exact Title and Requirements as they should appear in the catalog:

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February 2010

combine an International Management concentration with a second concentration in a functional area of business.

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3. **Students must complete a minimum of two upper-division (i.e., 300-level and above) foreign language courses or otherwise demonstrate proficiency in a second language (e.g., studying abroad in a second language or completion of a proficiency exam at the intermediate or advanced level).**

Does this change affect other departmental program/branch campuses? Yes \_\_\_\_ No X

Reason(s) for request:

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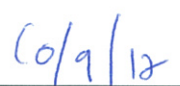
The changes should generate no other implications for budgets and faculty loads.

Statements to address budgetary and Faculty Load Implications and long-range planning:

   
Approved, Department Chair      Date

   
Approved, C & P Committee Chair      Date

   
Approved, Faculty Chair      Date

   
Approved, Associate Dean  
In charge of curriculum      Date

\_\_\_\_\_  
Submitted online      Date