

# DMSB - DARLA MOORE SCH OF BUSN (DMSB)

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## **DMSB 700A - Language Training in International Business I (3 Credits)**

Language: Arabic. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700C - Language Training in International Business I (3 Credits)**

Language: Chinese. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700E - Language Training in International Business I (3 Credits)**

Language: English. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700F - Language Training in International Business I (3 Credits)**

Language: French. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700G - Language Training in International Business I (3 Credits)**

Language: German. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700I - Language Training in International Business I (3 Credits)**

Language: Italian. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700J - Language Training in International Business I (3 Credits)**

Language: Japanese. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700K - Language Training in International Business I (3 Credits)**

Language: Korean. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700P - Language Training in International Business I (3 Credits)**

Language: Portuguese. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700R - Language Training in International Business I (3 Credits)**

Language: Russian. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 700S - Language Training in International Business I (3 Credits)**

Language: Spanish. Language and culture instruction to enable graduates to function in business in regions other than their native country. Not for graduate credit in a foreign language department.

## **DMSB 701 - Introduction to the European Union (1 Credit)**

Business issues in the European Union emphasizing how European integration affects business decisions. Restricted to IMBA-Vienna Option Students. Effective Spring 2003.

## **DMSB 703A - Language Training in International Business II (3 Credits)**

Language: Arabic. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703C - Language Training in International Business II (3 Credits)**

Language: Chinese. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703E - Language Training in International Business II (3 Credits)**

Language: English. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703F - Language Training in International Business II (3 Credits)**

Language: French. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703G - Language Training in International Business II (3 Credits)**

Language: German. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703I - Language Training in International Business II (3 Credits)**

Language: Italian. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703J - Language Training in International Business II (3 Credits)**

Language: Japanese. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703K - Language Training in International Business II (3 Credits)**

Language: Korean. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

## **DMSB 703P - Language Training in International Business II (3 Credits)**

Language: Portuguese. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

**DMSB 703R - Language Training in International Business II (3 Credits)**

Language: Russian. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

**DMSB 703S - Language Training in International Business II (3 Credits)**

Language: Spanish. A continuation of DMSB 700 for practice in written and oral communication as may be required for students enrolled in the International Master of Business Studies program. Open to M.I.B.S. majors only. Not for major credit in a graduate program in the foreign language department.

**DMSB 704 - Comparative Corporate Governance (3 Credits)**

The course provides a theoretical framework for understanding the historical, sociological, political, economic and cultural aspects of each IMBA residency region within the context of globalization. In order to do this, this course introduces you to comparative corporate governance and examines how different players inside and outside the firm work to shape leadership and strategy across various capitalist systems in different regions that are covered in this course. Within the broader context of globalization, liberalization and deregulation, all organizations – from private to public to non-governmental – are currently undergoing significant changes. One of the major dimensions of these changes pertains to the way organizations in general and firms in particular are “governed” and relate to their shareholders. Finally, this course analyses how governance at firm and country level is a core element of competitive advantage for any firm, and how important it is for firm to deploy the most effective governance practice. Through class discussion and case assignment, participants on the International MBA will be encouraged to reflect upon their own futures as executives, board members, and owners as well as on their learning experience from being immersed in their IMBA residency region.

**DMSB 705A - Language Training in International Business III (6 Credits)**

Language: Arabic. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705C - Language Training in International Business III (6 Credits)**

Language: Chinese. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705E - Language Training in International Business III (6 Credits)**

Language: English. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705F - Language Training in International Business III (6 Credits)**

Language: French. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705G - Language Training in International Business III (6 Credits)**

Language: German. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705I - Language Training in International Business III (6 Credits)**

Language: Italian. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705J - Language Training in International Business III (6 Credits)**

Language: Japanese. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705K - Language Training in International Business III (6 Credits)**

Language: Korean. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705P - Language Training in International Business III (6 Credits)**

Language: Portuguese. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705R - Language Training in International Business III (6 Credits)**

Language: Russian. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 705S - Language Training in International Business III (6 Credits)**

Language: Spanish. Intensive study of the linguistic and cultural aspects of business to prepare the student for an internship. Not for credit in a graduate program in the foreign language department.

**DMSB 706A - Globalization, Culture and the Business Environment (3 Credits)**

Provides a theoretical framework for understanding, and a physical context for, experiencing the historical, sociological, political, economic and cultural aspects of each IMBA residency region and its population within the context of globalization.

**Corequisite:** DMSB 706B.

**DMSB 706B - Internship in International Business (6 Credits)**

Completion of internship acquisition, research, and specific related items.

**Corequisite:** DMSB 706A.

**DMSB 707 - Strategy and Policy in the Global Business Enterprise (3 Credits)**

Overall strategic management of the globally oriented firm, with strong emphasis on industry analysis and strategy formulation in a global environment.

**Prerequisites:** DMSB 702.

**DMSB 708 - Global Business Issues I (6 Credits)**

Issues of doing business in various geographic areas; political, economic, and business factors affecting a region's business climate.

**DMSB 709 - Global Business Issues II (3 Credits)**

Examines in detail the business issues of a specific region.

**Prerequisites:** DMSB 708.

**DMSB 710 - Financial Accounting in the Global Environment (2-3 Credits)**

Basic role of financial accounting in business organizations and in the global economy. Focus is on understanding and using financial statements.

**DMSB 711 - Global Strategic Management I (2-3 Credits)**

Understanding strategic management in a global context.

**DMSB 712 - Quantitative Methods in Business (2-3 Credits)**

Decision analysis techniques taught in the context of making business decisions. Includes basic statistics, hypothesis testing, regression analysis, decision theory, simulation, optimization, and project management.

**DMSB 713 - Global Economics (2-3 Credits)**

Behavior of consumers and firms, and government antitrust policy, open economy macroeconomic policy, and determinants of trade patterns and trade policy.

**DMSB 714 - Managing the Multinational Enterprise (3 Credits)**

Knowledge and skills for managing multinational corporations, dealing with different cultures, and leading a global workforce. Best practices in global management.

**DMSB 715 - Global Finance (3 Credits)**

Finance concepts and techniques as applied to a global setting. Considers financial markets and corporate financial decision-making.

**DMSB 716 - Global Marketing Management (3 Credits)**

Fundamental marketing concepts and techniques and their application to solve global marketing problems.

**DMSB 717 - Management Accounting in the Global Environment (2-3 Credits)**

Use accounting information to make informed and rational decisions and choices congruent with corporate strategy.

**DMSB 718 - Global Supply Chain and Operations Management (3 Credits)**

The operations function in effectively delivering products and services. Includes operations strategy, process design, quality control, capacity planning, and supply chain management.

**DMSB 719 - Information Systems (2 Credits)**

Information systems and technologies and their impact on business. Includes use of technology for competitive advantage, E-business, and the role of information technology in organizational transformation.

**DMSB 720 - International Organizational Behavior (2 Credits)**

Managing people in multicultural organizations. Includes power and influence, conflicts and cooperation, and team dynamics.

**Prerequisites:** DMSB 706B.

**DMSB 721 - Global Entrepreneurship (1.5 Credits)**

Role of entrepreneurship in global economy, practical model of entrepreneurship, and application of these concepts to a potential venture.

**Prerequisites:** DMSB 706B.

**DMSB 722 - Globalization and Corporate Responsibility (1.5 Credits)**

Evolving forces behind globalization, with primary emphasis on corporate responsibility.

**DMSB 723 - Leading Teams and Organizations (2-3 Credits)**

Provides an in-depth understanding of principles of leadership and organizational behavior. Topics include: leadership style/self awareness, worker motivation and attitudes. Individual decision-making, team processes, conflict management organizational culture, and change management.

**DMSB 725 - Global Business Issues (3 Credits)**

Current issues related to the globalization of markets. Restricted to Executive I.M.B.A. students.

**DMSB 726 - Global Business Leadership (1 Credit)**

Team structures in organizations, including the role of leadership in strategically guiding the organization toward team success. Restricted to Executive I.M.B.A. students.

**DMSB 727 - Chinese Business Issues (1 Credit)**

Issues of doing business in China: business, economic, and political factors affecting the business climate.

**DMSB 728 - Indian Business Issues (1 Credit)**

Issues of doing business in India: business, economic, and political factors affecting the business climate.

**DMSB 729 - Japanese Business Issues (1 Credit)**

Issues of doing business in Japan: business, economic, and political factors affecting the business climate.

**DMSB 730 - African Business Issues (1 Credit)**

Issues of doing business in Africa: business, economic, and political factors affecting the business climate.

**DMSB 731 - Latin American Business Issues (1 Credit)**

Issues of doing business in Latin America: business, economic, and political factors affecting the business climate.

**DMSB 732 - Competition and Change in North America (1 Credit)**

Issues of doing business in North America: business, economic, and political factors affecting the business climate.

**DMSB 733 - Global Business Strategy Simulations (2 Credits)**

Examines the impact of strategic decisions on firm performance through realistic global industry simulations.

**DMSB 734 - International Tax Planning (2 Credits)**

Examines the tax issues facing international managers, including the avoidance of double taxation, benefits of incentives, outsourcing, corporate inversions, and transfer pricing.

**DMSB 735 - Western European Business Issues (1 Credit)**

Issues of doing business in Western Europe: business, economic, and political factors affecting the business climate.

**DMSB 736 - Central and Eastern European Business Issues (1 Credit)**

Issues of doing business in Central and Eastern Europe: business, economic, and political factors affecting the business climate.

**DMSB 740 - Management of Human Capital (2 Credits)**

Provides the general manager with an overview of theory, research, and practice in the formal management of an organization's human capital. Topics include: strategic alignment of human capital talent acquisition (planning, recruiting, interviewing), effective compensation/incentive design, performance management, and global talent management issues.

**DMSB 741 - Comparative Institutional Systems (3 Credits)**

Introduced conceptual perspectives for understanding dramatic economic events in the global economy; a comparative view of national institution-based systems.

**Cross-listed course:** IBUS 707

**DMSB 750 - Capstone Experience (3 Credits)**

Capstone experience course for the IMBA and AMBA programs will develop Integration and application of prior functional coursework (e.g, marketing finance operations etc.) to address simulated but realist strategic business issues. Working within cross functional teams students will also further refine critical leadership and interpersonal skills.

**DMSB 798 - Field Consulting Program (6 Credits)**

Management decision making in the corporate environment. Projects assigned on a group basis with emphasis on teamwork, oral and written communication skills in business operations, planning, problem solving, and research.