Naveen Jindal School of Management

Master of Science in International Management Studies

36 semester credit hours minimum

Faculty

**Professors:** Gregory G. Dess, David L. Ford Jr., Seung-Hyun Lee, Zhiang (John) Lin, Mike W. Peng, Riki Takeuchi, Wing Kwong (Eric) Tsang

**Clinical Professors:** Britt Berrett, Shawn Carraher, Larry Chasteen, Michael Deegan, Forney Fleming III, Charles Hazzard, Marilyn Kaplan, Diane S. McNulty, Joseph Picken, David Ritchey, Rajiv Shah, Jeff Weekley, Habte Woldu, Laurie L. Ziegler

**Associate Professors:** J. Richard Harrison, Lívia Markóczy, Toyah Miller, H. Dennis Park, Cuili Qian, Orlando C. Richard, Jane Salk, Jun Xia

**Clinical Associate Professors:** Steven Guengerich, Jeanne Sluder, McClain Watson

**Assistant Professors:** Emily Choi, Sora Jun, Sheen Levine, Junfeng Wu

**Clinical Assistant Professors:** Maria Hasenhuttl, Jeffery (Jeff) Hicks, Kristen Lawson, Kathryn Lookadoo, Sarah Moore

**Senior Lecturers:** Thomas (Tom) Henderson, Jackie Kimzey, Victoria D. McCrady, Madison Pedigo, Margaret Smallwood, Robert Wright, Hubert Zydorek

Degree Requirements

The Master of Science in International Management Studies (MS IMS) is a minimum 36 semester credit hours degree program that enables students to strategically manage business operations in both domestic and international settings. Students learn about the analysis of functional areas of domestic and international management, while gaining practical and theoretical knowledge of cultural, sociopolitical, and geographical challenges and opportunities affecting international business decisions. Students must take core courses first, then electives and then courses from a specific concentration.

To apply for this degree program, an undergraduate degree is required (all majors are considered). Students must maintain a 3.0 grade-point average (GPA) in both core courses and in aggregate courses to qualify for the MS degree. Students can obtain a double MS and MBA degree by taking a total of 63 semester credit hours (assuming they meet all the degree requirements for both programs).

Prerequisites

Students pursuing the Master of Science in International Management Studies (MS IMS) degree
program are required to complete one semester credit hour of **MAS 6102** Professional Development course. Degree credit is not earned for program prerequisites, however, the grade achieved in prerequisites will count toward the student's grade-point average (GPA). All program prerequisites must be satisfied within the first semester of graduate study as a degree-seeking student.

### Course Requirements

#### Core Courses: 12 semester credit hours

All new MS IMS students must take the following core courses during their first semester.

- **IMS 6304** International Business Management
- **IMS 6310** International Marketing
- **IMS 6360** International Strategic Management
- **IMS 6365** Cross-Cultural Communication and Management

#### Elective Courses: 15 semester credit hours

Choose five courses from the electives listed below. Students may also seek to substitute only one three semester credit hour graduate-level course within JSOM as a free elective in the degree plan with the approval of program director and the area coordinator.

- **BPS 6332** Strategic Leadership
- **BPS 6379** Business Strategies for Sustainability
- **ENTP 6370** Innovation and Entrepreneurship
- **IMS 6302** Legal Aspects of International Business Transactions
- **IMS 6314** Global E-Business Marketing
- **IMS 6341** International Human Resource Management
- **IMS 6363** Regional Area Studies
- **IMS 6V98** International Management Internship
- **OB 6301** Organizational Behavior
- **OB 6303** Managing Organizations
- **OB 6307** Strategic Human Resource Management
- **OB 6331** Power and Politics in Organizations
- **OB 6332** Negotiation and Dispute Resolution

#### Areas of Concentration (9 semester credit hours)

The MS IMS degree program offers students opportunities to focus in a specific track to obtain an in-
depth knowledge by taking three courses from the concentrations listed below.

**Finance (9 semester credit hours)**

- **FIN 6301** Financial Management
- **FIN 6308** Regulation of Business and Financial Markets
- **FIN 6310** Investment Theory and Practice
- **FIN 6322** Real Estate Finance and Investment
- **FIN 6330** Behavioral Finance
- **FIN 6366** International Financial Management

**Human Resources/Organizational Behavior (9 semester credit hours)**

- **IMS 6341** International Human Resource Management
- **BPS 6332** Strategic Leadership
- **OB 6301** Organizational Behavior
- **OB 6303** Managing Organizations
- **OB 6307** Strategic Human Resource Management
- **OB 6332** Negotiation and Dispute Resolution

**Information Management Technology (9 semester credit hours)**

- **MIS 6309** Business Data Warehousing
- **MIS 6319** Enterprise Resource Planning
- **MIS 6320** Database Foundations
- **MIS 6324** Business Analytics with SAS
- **MIS 6334** Advanced Business Analytics with SAS
- **MIS 6344** Web Analytics

**Innovation and Entrepreneurship (9 semester credit hours)**

- **ENTP 6315** Entrepreneurial Finance
- **ENTP 6360** Startup Launch I
- **ENTP 6370** Innovation and Entrepreneurship
- **ENTP 6375** Technology and New Product Development
- **ENTP 6380** Market Entry Strategies
- **ENTP 6388** Managing Innovation within the Corporation
ENTP 6390 Business Model Innovation
ENTP 6392 Entrepreneurship in the Social Sector

**Marketing (9 semester credit hours)**

MKT 6301 Marketing Management
MKT 6309 Marketing Research
MKT 6310 Consumer Behavior
MKT 6321 Interactive and Digital Marketing
MKT 6332 Advertising and Promotional Strategy
MKT 6339 Capstone Marketing Decision Making
MKT 6350 Competitive Marketing Strategy

**Supply Chain Management (9 semester credit hours)**

OPRE 6301 Statistics and Data Analysis
OPRE 6302 Operations Management
OPRE 6332 Spreadsheet Modeling and Analytics
OPRE 6340 Flexible Manufacturing Strategies
OPRE 6362 Project Management in Engineering and Operations
OPRE 6364 Lean Six Sigma
OPRE 6366 Global Supply Chain Management
OPRE 6369 Supply Chain Software
OPRE 6370 Global Logistics and Transportation
OPRE 6371 Purchasing, Sourcing and Contract Management

1. Students are encouraged to take an international study trip (IMS 6363) to gain direct experience of business practices in an international setting.