Naveen Jindal School of Management

Master of Science in International Management Studies

36 semester credit hours minimum

Faculty

Professors: Gregory G. Dess, Seung-Hyun Lee, Zhiang (John) Lin, Mike W. Peng, Cuili Qian, Riki Takeuchi, Wing Kwong (Eric) Tsang, Jun Xia

Associate Professors: Lívia Markóczy, H. Dennis Park

Assistant Professors: Sora Jun, Sheen Levine, Junfeng Wu

Associate Professors Emeriti: J. Richard Harrison, Jane Salk

Visiting Professor: Emily Choi

Clinical Professors: Britt Berrett, Shawn Carraher, Larry Chasteen, Marilyn Kaplan, Diane S. McNulty, McClain Watson, Jeff Weekley, Habte Woldu, Laurie L. Ziegler

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

Associate Professors of Instruction: Maria Hasenhuttl, Hubert Zydorek

Assistant Professor of Instruction: Victoria D. McCrady

Professor of Practice: Rajiv Shah

Associate Professors of Practice: Jackie Kimzey, Margaret Smallwood

Senior Lecturers: Thomas (Tom) Henderson, Robert Wright

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 all graduate courses taken in the degree program, excluding program prerequisites 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: 18 semester credit hours

The IMS core is required for all students and consists of six required courses. Students are encouraged to take core courses before enrolling in elective/track courses. These courses address issues that are fundamental to international management.

**Required Courses:**
- **IMS 6304** International Business Management
- **IMS 6310** International Marketing Decision Making
- **IMS 6360** International Strategy Analysis and Techniques
- **IMS 6365** Cross-cultural Management Analysis
- **IMS 6367** International Management Capstone
- **IMS 6373** Data Analytics for International Business

**IMS Elective Courses:**

In addition to IMS core courses, students may select up to three courses (nine semester credit hours) among the following IMS elective courses:
- **IMS 6302** Legal Aspects of International Business Transactions
- **IMS 6363** Regional Area Studies
- **IMS 6381** Managing Global Teams
- **IMS 6V98** International Management Internship
- **IMS 6V99** Special Topics in International Management Studies

Specialized Concentration Options: 9-18 semester credit hours

The MS IMS degree program offers students the opportunity to focus on a specific concentration or select from combination (optional) to obtain in-depth knowledge in a business area of their interests. Students may choose three to six courses (9-18 semester credit hours) from one of the nine specialized concentrations. Students can choose not to declare a concentration. In this case, they will need to choose any combination of three to six courses (9-18 semester hours) from the following list.
Business Analytics (9-18 semester credit hours)

- **BUAN 6312** Applied Econometrics and Time Series Analysis
- **BUAN 6320** Database Foundations for Business Analytics
- **BUAN 6335** Organizing for Business Analytics Platforms
- **BUAN 6344** Web Analytics
- **BUAN 6345** SAP Analytics
- **BUAN 6346** Big Data
- **BUAN 6347** Advanced Big Data Analytics
- **BUAN 6398** Prescriptive Analytics
- **MIS 6309** Business Data Warehousing
- **MIS 6319** Enterprise Resource Planning with SAP
- **MIS 6320** Database Foundations
- **MIS 6332** ERP Configurations and Implementation with SAP
- **MIS 6373** Social Media Business
- **MIS 6378** Customer Relationship Management with Salesforce
- **MIS 6380** Data Visualization

**OPRE 6301 (SYSM 6303)** Statistics and Data Analysis
- **OPRE 6302** Operations Management
- **OPRE 6304** Operations Analytics
- **OPRE 6332** Spreadsheet Modeling and Analytics
- **OPRE 6335** Risk and Decision Analysis
- **OPRE 6377** Demand and Revenue Analytics

Finance (9-18 semester credit hours)

- **FIN 6301** Financial Management
- **FIN 6308** Regulation of Business and Financial Markets
- **FIN 6310** Investment Theory and Practice
- **FIN 6315** Entrepreneurial Finance
- **FIN 6316** Private Equity Finance
- **FIN 6321** Introduction to Real Estate
- **FIN 6322** Real Estate Finance and Investment
FIN 6323 Real Estate Market Analysis and Investment
FIN 6325 Macroeconomics and Financial Markets
FIN 6326 Real Estate Law and Contracts
FIN 6330 Behavioral Finance
FIN 6352 (ENTP 6355) Financial Modeling For Valuation
FIN 6356 Mergers and Acquisitions
FIN 6357 Digital Transformation and Value Creation
FIN 6364 Portfolio Analysis and Management
FIN 6366 International Financial Management
FIN 6370 Advanced Theory of Finance and Its Applications
FIN 6380 Global Fund Management
ACCT 6301 Financial Accounting
ACCT 6386 Governance, Risk Management and Compliance (GRC)
OPRE 6301 (SYSM 6303) Statistics and Data Analysis

Global Leadership and Management (9-18 semester credit hours)
IMS 6341 International Human Resource Management
BPS 6332 Strategic Leadership
BPS 6360 Management and Organizational Consulting: Theory and Practice
BPS 6379 Business Strategies for Sustainability
BUAN 6320 Database Foundations for Business Analytics
BUAN 6346 Big Data
ENTP 6370 Innovation and Entrepreneurship
ENTP 6388 Managing Innovation within the Corporation
ENTP 6390 Business Model Innovation
MIS 6302 Managing Digital Strategy
MIS 6360 Agile Project Management
MIS 6393 Foundations of Digital Product Management
MKT 6301 (SYSM 6318) Marketing Management
MKT 6309 Marketing Data Analysis and Research
MKT 6329 New Product Development
MKT 6331  Building and Managing Professional Sales Organizations
MKT 6336  Pricing Analytics
MKT 6353  Customer Analytics and Insights
MKT 6380  Market Entry Strategies
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
OB 6337  Motivational Leadership in Organizations
OB 6V99  Special Topics in Organizational Behavior
OPRE 6301  (SYSM 6303)  Statistics and Data Analysis
OPRE 6335  Risk and Decision Analysis
OPRE 6379  Product Lifecycle Management
OPRE 6394  Technology and New Product Development

Information Technology for Management (9-18 semester credit hours)
MIS 6302  Managing Digital Strategy
MIS 6204  Information Technology for Management
MIS 6308  System Analysis and Project Management
MIS 6309  Business Data Warehousing
MIS 6313  Managing IT in the Analytics Age
MIS 6319  Enterprise Resource Planning with SAP
MIS 6320  Database Foundations
MIS 6324  Business Analytics with SAS
MIS 6330  Cybersecurity Fundamentals
MIS 6344  Web Analytics
MIS 6345  SAP Analytics
MIS 6360  Agile Project Management
MIS 6380  Data Visualization
MIS 6396  User Experience Design
Innovation and Entrepreneurship (9-18 semester credit hours)

- **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
- **MKT 6345** Quantitative Marketing Decision-Making
- **OPRE 6301** (SYSM 6303) Statistics and Data Analysis
- **OPRE 6335** Risk and Decision Analysis
- **OPRE 6379** Product Lifecycle Management
- **OPRE 6394** Technology and New Product Development

International Management Research (9-18 semester credit hours)

- **IMS 7301** International Business
- **BPS 7300** Advanced Strategic Management Seminar I
- **BPS 7301** Advanced Strategic Management Seminar II
- **BPS 7302** Research Methodology
- **ENTP 7300** Foundations of Entrepreneurship
- **ENTP 7301** Technology, Innovation and Entrepreneurship
- **OB 7300** Organization Theory
- **OB 7302** Organization Behavior
- **OB 7306** Macro-Organizational Empirical Investigation
- **OB 7312** Social Network Theory
- **OB 7313** Organizational Decision Making

Marketing Management (9-18 semester credit hours)

- **IMS 6314** Global E-Business Marketing
- **MKT 6301** Marketing Management
MKT 6309  Marketing Data Analysis and Research
MKT 6310  Consumer Behavior Science and Practice
MKT 6321  Interactive and Digital Marketing
MKT 6329  New Product Development
MKT 6332  Advertising and Promotional Strategy
MKT 6334  Digital Sales Strategy
MKT 6336  Pricing Analytics
MKT 6337  Predictive Analytics Using SAS
MKT 6341  Marketing Automation and Campaign Management
MKT 6342  Marketing Customer Insights Development
MKT 6343  Social Media Marketing and Insights
MKT 6349  MarTech Ecosystem
MKT 6350  Marketing Strategy and Game Theory Framework
MKT 6352  Marketing Web Analytics and Insights
MKT 6353  Customer Analytics and Insights
MKT 6380  Market Entry Strategies
MKT 6384  Advanced Marketing Web Analytics and Insights
MKT 6345  Quantitative Marketing Decision-Making
OPRE 6301  (SYSM 6303) Statistics and Data Analysis

Supply Chain Management (9-18 semester credit hours)

OPRE 6301  (SYSM 6303) 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 with SAP
OPRE 6370  Global Logistics and Transportation
OPRE 6371  Purchasing, Sourcing and Contract Management
**Sustainable Business (9-18 semester credit hours)**

- **IMS 6363** Regional Area Studies (Sustainability focus)
- **IMS 6358** Strategy for Implementing Sustainability Initiatives in Emerging Markets
- **ACCT 6301** Financial Accounting
- **ACCT 6393** Sustainability and the Role of Modern Corporations
- **BPS 6332** Strategic Leadership
- **BPS 6379** Business Strategies for Sustainability
- **MECO 6303** Business Economics
- **MECO 6318** Energy Economics and The Cost of Regulation
- **MECO 6340** Thinking Strategically
- **MECO 6345** Advanced Managerial Economics
- **MECO 6355** (OPRE 6355) Deal Making Strategies
- **MECO 6368** Advanced Comparative Institutions of Production and Distribution
- **ENGY 6332** Energy and Sustainability
- **ENTP 6375** Technology and New Product Development
- **OB 6332** Negotiation and Dispute Resolution
- **OPRE 6301** (SYSM 6303) Statistics and Data Analysis
- **OPRE 6335** Risk and Decision Analysis