

# INTERNATIONAL BUSINESS--- INTERMEDIATE

**Certificate of Achievement**  
**Career/Technical (Major Code: 02039)**

Prepares students for entry-level positions within cross-border trade, import-export and international business. Specific vocational positions relevant to this program include working for freight-forwarders, logistics and shipping companies, import-export companies, and US customs brokers.

## Program Student Learning Outcomes

- Student will participate in meaningful meetings/negotiations/conversations in an international business context and clarify areas that could cause misunderstanding and consider the person's position with an organization within the context of these interchanges.
- Student will work with individuals to develop new marketing techniques, solve logistics problems, and negotiate good business deals by properly communicating with employees, competitors, suppliers, and consumers.
- Student will utilize all types of quantitative logistics information to determine the amount of time it will take to deliver different types of products considering time, distance, and mode of transportation.
- Student will research any new ethnic group of consumers, suppliers, employees, etc., to determine the best way to work with them and to be sensitive and respectful in all communications.

## Gainful Employment

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

Students who complete this program will have acquired the necessary analytical tools to successfully secure gainful employment in the field of study.

For more information regarding the data provided for this program and what it means to you as a student, please feel free to visit our SWC Gainful Employment website at: [www.swccd.edu/gainfulemployment](http://www.swccd.edu/gainfulemployment) (<http://www.swccd.edu/gainfulemployment/>).

Code	Title	Units
<b>Program Requirements</b>		
ACCT 7 or ACCT 101	BASIC BUSINESS BOOKKEEPING PRINCIPLES OF ACCOUNTING I	3-4
BUS 134	eBUSINESS I: PRINCIPLES OF ELECTRONIC COMMERCE	3
BUS 142	BUSINESS ETHICS—CORPORATE AND PERSONAL	1
BUS 143	eSTRATEGIC BUSINESS PLANNING	2
BUS 211 or BUS 212	COMMUNICATION IN BUSINESS AND INDUSTRY BUSINESS COMMUNICATION	3
BUS 290	WORK EXPERIENCE IN BUSINESS I	2-4
LEGL 256	INTERNATIONAL LAW FOR BUSINESS	3

LDR 152	BUSINESS INNOVATION AND CREATIVITY	1
Complete courses required for International Business—Basic certificate ( <a href="http://catalog.swccd.edu/associate-degree-certificate-programs/international-business/international-business-basic-certificate/">http://catalog.swccd.edu/associate-degree-certificate-programs/international-business/international-business-basic-certificate/</a> )		13-16
<b>Total Units</b>		<b>31-37</b>

**Note:** It is recommended that students complete the International Business—Basic certificate plus half of the courses required for the International Business—Intermediate certificate prior to enrolling in BUS 290.

Some courses within this program may require additional coursework that must be completed prior to enrollment in these courses. Please consult the individual course listings for prerequisites and any other limitations on enrollment.