

## Proposal for the Initiation of a New Instructional Program

Institution Submitting Proposal: The University of Utah

College, School or Division in Which Program Will Be Located: College of Social and Behavioral Science

Departments in Which Program Will Be Located: Institute of Public and International Affairs

Program Title: Master of Science in International Affairs and Global Enterprise

Recommended (CIP) Code:

Area of Emphasis or Academic Speciality: International Administration

Certificate, Diploma and/or Degree(s) to be Awarded: Graduate Degree in International Affairs and Global Enterprise

Proposed Beginning Date: August 2007

### INSTITUTIONAL SIGNATURES:

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J. Steven Ott, Dean, College of Social and Behavioral Science

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Jack Brittain, Dean, David Eccles School of Business

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Hiram E. Chodosh, Dean, S.J. Quinney College of Law

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Stephen E. Reynolds, Associate Dean, College of Social and Behavioral Science

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William Hesterly, Associate Dean, David Eccles School of business

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David Chapman, Dean of Graduate Studies

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David Pershing, Academic Vice-President

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Michael Young, President, University of Utah

## Section I – The Request

The University of Utah requests approval from the Regents to offer a Master of Science Degree in International Affairs and Global Enterprise to be offered jointly by the David Eccles School of Business, the S.J. Quinney College of Law and the College of Social and Behavioral Sciences.

## Section II – Program Description

### Complete Program Description – Master of Science Degree in International Affairs and Global Enterprise.

Most students who complete an undergraduate degree in social sciences who have international interests eventually end up working in non-governmental organizations (NGOs), government or the business world operating in an international environment. Similarly, many students who complete their undergraduate degree in business eventually end up working in a situation where more in-depth knowledge of global affairs would be immensely useful. The proposed M.S. degree in International Affairs and Global Enterprise will combine knowledge of general international business studies and international law with knowledge about the socio-cultural and political-economic context within which global business occurs. The former falls more within the scope and offerings of the David Eccles School of Business (DESB) and the S.J. Quinney College of Law (SJQCL) and the latter mostly within the scope and offerings of the College of Social and Behavioral Science (CSBS). Therefore, the program is intended to be a joint and interdisciplinary endeavor. Direct administration of the program will lie in the CSBS, Institute of Public and International Affairs (IPIA) in consultation with the faculty of other cooperating colleges and departments.

The 36 credit hour program was designed by and the courses will be taught by current regular faculty from each college or school. Mostly comprised of a combination of courses that are already being offered, it consists of courses from the DESB, SJQCL and the CSBS plus a new integrative course to be jointly offered by participating faculty. Included among the twelve three semester hour courses will be six core courses, one of which will be the new integrated course developed specifically for the program. In addition, a culminating project (independent research thesis, internship report or written comprehensive examination) is required. These courses fit within the typical 30-36 semester hours typically required for a graduate program. The degree is expected to take 12 to 18 months depending on the background and motivation of the student. Successful graduates will be granted a Master of Science degree in International Affairs and Global Enterprise. The program focus is on concepts and tools of analysis for global and cross-regional comparisons rather than area studies (only two courses focusing on any specific geographic area may be included in meeting the degree requirements).

### Purpose of the degree:

Businesses, governments and non-governmental organizations have become global in their content and operations and accordingly need people with an understanding of the global context. This includes, among other things, a more sophisticated knowledge about and the skills to analyze global and geographic area-specific social, legal, political and economic issues as well as greater multicultural understanding of the various environments within which organizations function. The purpose of the proposed program is to graduate students who, as a result of their inclination as well as education, serve this need.

The proposed degree is targeted toward those students who desire to complement the knowledge obtained through their undergraduate studies with a deeper understanding of global business and the social, legal,

political, cultural, and economic context within which it occurs. It is expected that this degree will equip them better for their future career. The target group is two-fold:

1. Those students with an undergraduate degree in the social sciences or international studies who are interested in deepening their knowledge of international business.
2. Those students with an undergraduate degree in business who are interested in deepening their knowledge of international business, international relations, international law, the global political economy, or a particular region of the world in a comparative context.

**Admission Requirements** – Only students with an upper division GPA of 3.0 or more are eligible to apply for this program. Students would be required to take either the GRE or the GMAT. Undergraduate statistics, micro and macroeconomic theory are prerequisite to undertaking the curriculum but students may be provisionally admitted before completing those courses. Completion of a university-level course in business/public accounting prior to admission to this program is recommended. Second-year language competency of a second international language, beyond English, is required (as a co-requisite) but the focus of the program is on comparative, cross-regional and global, rather than area, study.

**Student Advisement** – Students will have access to graduate program advisors in the CSBS, Institute for Public and International Affairs.

**Justification for Number of Credits** – The credits required for this program are the same as those required for most Master's degrees.

**External Review and Accreditation** – The program has been presented to the international subcommittee of the CSBS Advisory Board. Their suggestions have been applied. The program will also be presented for the University's Graduate Council Review.

**Projected Enrollment** – The students for this program will be drawn primarily from the undergraduate population in DESB and CSBS. Additionally, being a somewhat unique offering, it is expected that the program will attract bachelor's level graduates from other four-year institutions in Utah as well as from outside the state. The anticipated initial enrollment is 15 – 20 students, growing to 50 – 75 students annually over the first five years.

**Faculty** – The classes are mostly existing classes that are already being offered with modest enrollments by current tenure-track faculty. Therefore, the program does not require any additional faculty. It is anticipated that this model will continue unless the program grows much faster than anticipated, in which case the added enrollment would justify any new faculty resources. Some faculty release from normal teaching responsibilities will be necessary to offer the new integrative, capstone course which will be developed and taught jointly by faculty of DESB and CSBS.

**Staff** – No additional staff will be needed to support this program, at least for the first five years. Any incremental costs (e.g., advising) will be absorbed by the Institute for Public and International Affairs in CSBS.

**Library** – Current library resources in business and in the social sciences should be adequate to support this new interdisciplinary Master's degree program. Doctoral programs are already being offered in all of the participating individual academic specialties so resources are already in place.

**Learning Resources** – No new learning resources will be required for the specified use of this program.

### Section III -- Need

**Program Necessity** – Imagine the following. In a typical week as a manager, you may have to interact directly with your supplier in China and your software unit in India, coordinate with your subsidiary head in Tokyo, make contact with a government official in Germany, and network with an alliance partner in Argentina. And you would do all this while administering your responsibilities in the United States. This describes tomorrow's successful manager, one who is confronted with and expected to steer their company through the web of immensely challenging and relentlessly changing national and international political and economic activities, and one who is at ease and able to function effectively in vastly different environments.

Business leaders familiar with the increasingly important international market have endorsed the need for more globally sensitive graduates who show a deeper and more sophisticated appreciation of the global issues confronting business today. The development of an international trade center in Salt Lake City is indicative of efforts to expand the focus of business and other organizations to the global setting. The proposed program will graduate students who, as a result of their inclination as well as education, serve this need. These could be (1) non-business undergraduate students who may not be particularly well-disposed to a traditional MBA but realize the need for some formal business knowledge, and (2) students with a BBA who may want to broaden their horizons. Being of a largely non-technical nature, the program should appeal to a different base than other DESB or CSBS master's programs.

**Labor Market Demand** – As mentioned above, firms are constantly expressing the need for people with a highly developed global mindset. Although they can readily hire technical specialists (e.g. an accountant or investment banker), they also perceive a need to complement such people with more informed generalists (of course the two need not be mutually exclusive). Therefore, this program should graduate students who complement traditional hiring needs. Representatives of the proposed World Trade Center to be built in Salt Lake City have expressed their enthusiasm regarding the Master of International Affairs and Global Enterprise and prospective students who would be likely candidates for positions involving international trade and non-governmental agencies who operate around the world. The Association of Professional Schools of International Affairs (APSIA) reported that 2002 graduates of its masters programs tended to enter public (42%), private (25%) and nonprofit (23%) organizations, and about ten percent went on to doctoral programs. Only 12 percent of graduates were still seeking employment after six months of graduation, a number comparable to other professional graduate degree programs (about ten percent of accredited law school graduates (2001) were still looking for employment after six months).

**Student Demand** -- Other programs elsewhere offer a more traditional MBA in International Business, which lacks the depth of an MS program, or a joint MBA/MS that superimposes the two upon one another and takes a much longer time. The proposed program complements a professional degree like an MBA with substantive intellectual underpinnings through graduate coursework at the CSBS. The intent is to start small (15-20 students) and then grow the program gradually (about 50 students in five years). It is anticipated that this target will be met relatively easily, especially since no such programs are offered in the state and few in the country. A crude survey of current seniors at the DESB revealed a significant level of interest in the proposed program. Also see the target profile in 'Program Necessity' above.

**Similar Programs** – Similar programs do not exist at other in-state institutions. Masters degree programs in international affairs are offered in other states. They increasingly place their graduates in the private sector although focusing on diplomacy without the required preparation in business subjects included in this proposal. Other universities offer international graduate programs in a number of variations. We examined

several of these programs in the process of designing a program that would take advantages of the unique strengths and circumstances found at the University of Utah and the local region. Some of the programs reviewed included the following:

- American University, MS Development Management, School of International Service
- Georgetown University, MS in Foreign Service, Edmund A. Salsh School of Foreign Service
- George Washington University, Master of International Policy and Practice, Elliott School of International Affairs
- John Hopkins University, MA International Studies; MA International Relations; MA International Affairs; and MA International Public Policy, Nitze School of Advanced International Studies
- London School of Economics and Political Science, MPA, Public and Economic Policy; MSc, Public Financial Policy
- Tufts University, MA Economic and International Business, The Fletcher School
- University of Denver, MA International Administration, Graduates School of International Studies
- University of Kentucky, MA Diplomacy and International Commerce, Patterson School
- University of Pittsburgh, Master of International Development, Graduate School of Public and International Affairs.

**Collaboration with and Impact on other USHE Institutions** – No direct collaboration is planned. We believe that the position of this program in the University of Utah will appeal to students who are not otherwise likely to attend other Utah schools, but would go out of state. Therefore, we expect relatively little or no impact on other state institutions of higher education.

**Benefits** – This program is expected to attract high quality students with a specific interest in global business issues and international affairs. As future leaders, these students will increase the national and international visibility and further the DESB, CSBS, and University of Utah mission of leadership in the region.

**Consistency with Institutional Mission** – This program fits in with the stated priority of the university to promote inter-disciplinary endeavors across schools and with the desire expressed by President Young to promote an international mindset in the education process by developing academic relationships between the DESB, SJQCL and the CSBS, and with the potential of involving other schools in the future. The MIAGE supports the mission of the Institute for Public and International Affairs by developing graduates who are able to operate in an international environment. Commitment to inter-disciplinary teaching and research and to international aspects of teaching and research in the respective academic disciplines of CSBS is an explicit part of its mission and strategic plan. This program is directly supportive of the mission of the David Eccles School of Business to be the premier business school in the intermountain region and to be recognized as one of the top programs in the country.

#### **Section IV Program and Student Assessment**

**Program Assessment** – This program will be successful if it can grow to about 50+ students within five years. With this many students, course offerings will be filled to levels that can support hiring full-time faculty who have developed a research focus that supports the coursework. Job placement and success of the graduates in international business and non-governmental organizations (NGOs) or continuation to further study in the area is the ultimate test of success.

**Expected Standards of Performance and Student Assessment** – Only students with an upper division GPA of 3.0+ are eligible to apply for this program. Students would be required to take either the GRE or the GMAT. They will also need to maintain a GPA of 3.0+ to graduate from the program and, additionally, successfully complete an independent research thesis or internship report or comprehensive written exam at a level of 3.0+. This adheres to existing DESB and CSBS standards.

**Continued Quality Improvement** – In the initial period, student, faculty and possibly employer feedback will be collected and used to refine course offerings and content.

### Section V -- Finance

Budget –

Categories	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012
Salaries & Wages	\$33,000	\$33,000	\$33,000	\$51,000	\$51,000
Benefits	\$6,000	\$6,000	\$6,000	\$12,000	\$12,000
Current Expense	---	---	---	---	---
Library	---	---	---	---	---
Equipment	---	---	---	---	---
Travel	---	---	---	---	---
<b>TOTAL</b>	<b>\$39,000</b>	<b>\$39,000</b>	<b>\$39,000</b>	<b>\$63,000</b>	<b>\$63,000</b>

\* Assumes that all classes will be taught by regular faculty and the relevant courses are already being offered. \$15,000 of salaries represents the costs of adjunct/graduate instructors to cover replacement on courses previously taught by the DESB and CSBS faculty jointly offering the new capstone course. The remainder of salaries and benefits are for a program manager/advisor. Increases in the fourth year reflect change from a part-time to a full-time program manager/advisor.

Revenue\*\* –

Recipient	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012
University	\$69,960	\$139,920	\$209,880	\$209,880	\$209,880
Cooperating Departments	\$28,050	\$56,100	\$84,150	\$84,150	\$84,150
IAGE Program	\$2,550	\$5,100	\$7,650	\$7,650	\$7,650

\*\*The estimate of University of Utah amounts are based on the 2006-07 Tuition and Fee Schedule for a General Graduate, Resident student enrolling for 12 student credit hours per term, for three terms, Fall, Spring and Summer. It ignores the uncertain, because they depend on students' choices of their electives, amounts of differential tuition dollars on courses offered by the David Eccles School of Business and S. J. Quinney College of Law. Those Colleges and not the proposed program would collect that revenue. The program is expected to enroll ten students in the first year, increasing to 20 in the second and stabilizing at 30 per year in the third year and thereafter. Revenues to departments reflect the current per student credit hour payout in University budgeting practices. Cooperating departments offering the existing classes in the proposed program would receive most of that payout, contributing to continuing cooperation. The new

capstone course for the program would generate the above amounts under the assumptions also enumerated above. The College of Social and Behavioral Science and its Institute of Public and International Affairs will absorb the deficit, at the program level, that is implied by the expenditure and revenue calculations for this program which is integral to their missions.

**Funding Sources** – The administrative costs are estimated to be negligible for the first five years. Since the program will start small, the burden is expected to be minimal and will be absorbed within the existing infrastructure, in particular the current Institute for Public and International Affairs. Should the program take off as anticipated, this would probably call for one assistant staff person after a few years, by which time the program should be self-sustaining. With respect to teaching, the program requires few additional resources as such (one new capstone course) but is instead more in the nature of a ‘creative re-bundling’ of existing courses. Current courses may at most only need to be reformulated to incorporate some additional material.

**Reallocation:** None is expected. The incremental costs will be absorbed by the Institute for Public and International Affairs within CSBS.

**Impact on Existing Budgets** – Little or no negative impact is expected. As the various electives listed in Appendix A are offered in conjunction with other programs but are not at their enrollment capacity, their SCH should increase but in a dispersed fashion. If the program is successful in attracting new and better students, the budgetary impact on DESB and CSBS should be positive.

## Appendix A Program Curriculum

### New courses to be added in the Next Five Years

<u>Number</u>	<u>Title</u>	<u>Credits</u>
MIAGE 6800	Capstone (including research project)	3

### All Program Courses: minimum of 36 semester credit hours

**Prerequisite Courses** – Students entering the MIAGE program must have completed university level courses in statistics, macroeconomics, and microeconomics. Second-year language competency of a second international language, beyond English, is required (as a co-requisite). A course in accounting is recommended.

### Core

<u>Number</u>	<u>Title</u>	<u>Credits</u>
MGT 6790	International Management – Spring	3
ECON 6520	Multinational firms: International trade and Investment – Not scheduled	3
POLS 6710	Foundations of the Politics of International Economic Relations - Spring	3
SOC 6110	Methods of Social Research - Spring	3
LAW	One course to be selected from the alternatives listed below under Elective Courses – Law	3
MIAGE 6800	MIAGE Capstone course (incl. research project)	3

### Elective Courses — Business (some courses may have prerequisites):

#### Management

MGT 6171	Managing the global workplace – not currently scheduled	3
MGT 6690*	International operations management – not currently scheduled	3
MGT 6791	Global strategic management - Fall	3

#### Marketing

MKT 6210*	International marketing* - Spring	3
MKT 6220	Culture and international business – not currently scheduled	3

\* Requires permission of instructor.

### Elective Courses — Law (some courses may have prerequisites):

LAW 7010*	Mediation/Advanced Negotiation Law - Spring	3
LAW 7052	International Business Transactions - Spring	3



LAW 7080	International Human Rights Law - Spring	3
LAW 7280	International Environmental Law – Not currently scheduled	3
LAW 7910	International Law - Fall	3

\* May require prerequisite.

**Elective Courses — Social and Behavioral Sciences (some courses may have prerequisites):**

Anthropology

ANTHR 6121	Cultures of Africa - Spring	3
ANTHR 6123	Cultural traditions of Asia – Not currently scheduled	3
ANTHR 6131	People and cultures of the Middle East - Fall	3
ANTHR 6138	Anthropology of Violence and Non-Violence – Not scheduled	3
ANTHR 6141	Ethnicity and Nationalism – Spring	3
ANTHR 6182	Anthropology of Power – Spring	3
ANTHR 6187	Economic anthropology – Not currently scheduled	3

Economics

ECON 6400	Middle East economic history – not currently scheduled	3
ECON 6410	European economic history – Spring & Summer	3
ECON 6430	Asian economic history and development - Spring	3
ECON 6460	Latin American economic history and development - Fall	3
ECON 6510	International monetary relations - Fall	3
ECON 6530	Principles of economic development - Fall	3
ECON 6550	International trade and commercial policy – Not currently scheduled	3

Geography

GEOG 5320	Geography of Terrorism and Homeland Security - Fall	3
GEOG 5400	Population Geography - Spring	3
GEOG 5440	Global Economic Geography - Fall	3
GEOG 6140	Methods in Geographic Information Systems - Spring	3

Political Science

POLS 6420	The European Union – not currently scheduled	3
POLS 6460	International Relations of Africa - Spring	3
POLS 6470	International Relations of the Middle East - Spring	3
POLS 6480	International Relations of Asia - Fall	3
POLS 6490	International Relations of Latin America - Spring	3
POLS 6610	International Law – Not currently scheduled	3
POLS 6660	American Foreign Policy - Fall	3
POLS 6710	Foundations of Politics of International Economic Relations - Spring	3
POLS 6720	The Politics of North-South Economic Relations – not scheduled	3
POLS 6750	Industries and State Power - Fall	3

Sociology

SOC 6330	Comparative Organizational Analysis – not currently scheduled	3
SOC 6340	Social Stratification – not currently scheduled	3
SOC 6436	Global Social Structure – not currently scheduled	3
SOC 6965	Special Topics: Globalization - Fall	3

## Appendix B – Program Schedule

### Course Requirements 36 credit hours

Students will take courses from a selected list of approved courses from the DESB, SJQCL and CSBS. Additionally, they will be required to demonstrate their ability to conduct a meaningful independent research and writing project in a jointly offered capstone course (3 hours).

- Students are required to take six **elective** courses from at least three departments (18 credits): in DESB, SJQCL and CSBS (e.g., the Department of Management or Marketing within DESB or the Department of Economics or Political Science, etc. within CSBS) with no more than nine elective credits from any one department.
- Subject to approval, one elective (3 credits) may be substituted by another course from elsewhere on campus.
- The participating colleges and departments may eventually develop some electives specifically targeted towards the Master of International Affairs and Global Enterprise, but such new courses would not be required to launch the degree program. The number of electives developed depends on the popularity of the degree.
- Towards the end of their coursework, as part of the capstone course, students will complete an independent research and writing project—a class paper – that demonstrates their in-depth knowledge and understanding of a particular internationally-related topic. Ideally this should be a business or management-related topic explored from a socio-cultural or political economy context and drawing from different disciplines. The course and project provide students with the opportunity to integrate themes developed throughout the program.
- A written comprehensive examination is required but the requirement may be satisfied (subject to approval) alternatively, by satisfactory completion for an additional 3 credit hours of either a thesis, perhaps expanding on the project undertaken in the capstone course, or an international internship with a written report.
- Students will be encouraged to take advantage of international internship opportunities as these opportunities become more available.

## Program Schedule

<b>Fall</b>	<b>12 Credits</b>	<b>Course Number</b>	<b>Title</b>
Core Requirement		ECON 6520	Multinational Firms
Core Requirement		LAW 7910	International Law
		MGT 6791	Global Strategic Management
		ANTHR 6131	People and Culture of the Middle East
<b>Spring</b>	<b>12 Credits</b>		
		ECON 6400	Economic History of the Middle East
Core Requirement		MGT 6790	International Management
Core Requirement		POLS 6710	Found. of Polt. of Intl. Econ. Relations
Core Requirement		SOC 6110	Methods of Social Research
<b>Fall</b>	<b>12 Credits</b>		
Core Requirement		MIAGE 6800	Capstone
		LAW 7010	Mediation and Adv. Negotiation Law
		POLS 6470	Intl. Relations of Middle East
		GEOG 5320	Geog. of Terrorism and Homeland Scty.

Note: MGT 6790, ECON 6520, POLS 6710, SOC 6110, MIAGE 6800, and a Law Course are required courses. Besides these, students may take courses in any sequence as suits their interest, taking into account that most courses will be offered only once a year.

### Course Descriptions

#### Core courses

MGT 6790: International Management: Management of firms having substantial activity in more than one country. A project in international trade is required.....

ECON 6520: Multinational Firms: International Trade & Investment (3) Prerequisites: ECON 4010 and 4020 or consent of instructor. A two-part course, in sequence. Part I is a microeconomics focus, emphasizing firm and industrial organization, imperfect competition theory and empirical evidence; part II, macroeconomic in focus, emphasizing national development interactions with the MNE and international trade and empirical evidence.

POLS 6710: Foundations of the Politics of International Economic Relations (3) Recommended Prerequisite: POL S 2100 or 3800. Graduate students will be held to higher standards and/or additional work. Explores the relationship between politics and economics in international relations. Its fundamental objective is to enable the student to understand the ways in which politics and economics interact in the international arena.

SOC 6110: Methods of Social Research (3). Prerequisite: SOC 3111 and SOC 3112 or equivalent. The logic of social research; methods of data collection; ethics in social research; problem formation, conceptualization, operationalization, reliability and validity, research design, and preparation of research proposals.

MIAGE 6800: Capstone (3). A course designed to be an integrative offering by both schools and culminating in an independent research and writing project that demonstrates the student's in-depth knowledge and understanding of a particular internationally-related topic. Ideally this should be a business or management-related topic explored from a socio-cultural or political economy context and drawing from different disciplines. The project provides students with the opportunity to integrate themes developed throughout the program.

## Electives

### **Anthropology**

ANTHRO 6121 Cultures of Africa (3) Prerequisite: Graduate standing required.

This course is similar to and meets with ANTHR 3121 but requires additional graduate level work. Cultures and societies of Africa, with emphasis less on national political issues than on immediate, daily concerns of most Africans (e.g., making a living, family life, settling disputes, etc.).

ANTHRO 6123 Cultural Traditions of Asia (3) Prerequisite: Graduate standing required.

Meets with ANTHR 4123 but requires additional graduate level work. An introduction to the peoples and cultures of Asia, with an emphasis on the religious traditions of India, Southeast Asia, China, and Japan.

ANTHRO 6131 Peoples and Cultures of the Middle East (3) Cross listed as MID E 6713. Prerequisite: Graduate standing required.

Meets with ANTHR 3131 and MID E 3713. Additional work required of graduate students. The turmoil of Middle Eastern life has its roots in ideas and life styles developed over thousands of years. This course examines the land and people, analyzing the role of ethnicity, religion, politics, economics, and values in every day behavior.

ANTHR 6138 Anthropology of Violence and Non-Violence (3) Prerequisite: Graduate standing required.

Meets with ANTHR 4138. Murder, war, capital punishment, human sacrifice: why people resort to violence, and how they avoid it, in societies ranging from tribal New Guinea to the modern United States.

ANTHR 6141 Ethnicity and Nationalism (3) Prerequisite: Graduate standing required.

Meets with ANTHR 4141. An introduction to theories of social identity, especially in modern nations and other plural societies. Among the questions to be considered are how ethnic and national identities are formed and why they so often provide a basis for violence and war.

ANTHR 6182 Anthropology of Power (3) Prerequisite: Graduate standing required.

This course is similar to ANTHR 4182 but requires additional graduate level work. Anthropology provides the framework for understanding power - not just the power of the state, but the power in everyday life, in friendships, families, coalitions and communities. Attention to social inequalities based on class, caste, race and gender.

ANTHRO 6187 Economic Anthropology (3) Prerequisite: Graduate standing required.

This course is similar to ANTHR 4187 but requires additional graduate level work. Sharing and saving, balanced reciprocity and market exchange, money and morality, economic redistribution and political power: a look at systems of property and exchange as part of culture, in societies ranging from tribal foragers to post-industrial consumers.

## Economics

ECON 6400 Middle East Economic History (3) Cross listed as MID E 6704. Prerequisite: ECON 2010 and 2020 or ECON 5530 or ECON 1010 and instructor's consent.

Meets with ECON 5400 and MID E 5704. Graduate students will be held to higher standards and/or additional work. Genesis, functioning, and development of Middle Eastern economic systems from earliest times to the 19<sup>th</sup> century. Contribution of these systems to world economic development; emphasis on critical theoretical approaches to the study of Middle Eastern economic history.

ECON 6410 Survey of European Economic History (3) Prerequisite: ECON 2010 and 2020 and College Algebra (or 1010 and instructor's consent).

Meets with ECON 5410. Graduate students should register for ECON 6410 and will be held to higher standards and/or additional work. Major economic institutions in Europe from Middle Ages until end of 19<sup>th</sup> century; phenomenon of the Industrial Revolution in England and on the continent. Emphasis on the development of the central institutions of contemporary Western economics.

ECON 6430 Asian Economic History and Development (3) Prerequisite: ECON 2010 and 2020 or ECON 5530 or ECON 1010 and instructor's consent.

Meets with ECON 5430. Graduate students should register for ECON 6430 and will be held to higher standards and/or additional work. Traditional aspects, impact of external influences and indigenous developments of Asian economics; 19<sup>th</sup> and 20<sup>th</sup> century development and current policy. Emphasis frequently on subregional groups of nations.

ECON 6460 Latin American Economic History and Development (3) Prerequisite: ECON 2010 AND 2020. Recommended Prerequisite: ECON 5530.

Meets with ECON 5460. Graduate students should register for ECON 6460 and will be held to higher standards and/or additional work. Historic and contemporary economic problems in Latin America from the "conquest" to the present; dependency, independence and integration into world economy. Emphasis on new forms of dependency in the macro economy and on contemporary domestic social problems.

ECON 6510 International Monetary Relations (3) Prerequisite: ECON 4020 and 3200 or 3500 or instructor consent.

Meets with ECON 5510. Graduate students should register for ECON 6510 and will be held to higher standards and/or additional work. The international monetary system and open economy macroeconomics (history, theory, and practice): alternative standards, exchange rates, interest rates, inflation and unemployment, macroeconomic policies, competitive monies, and the political economy of international monetary arrangements.

ECON 6530 Principles of Economic Development (3) Prerequisite: ECON 2010 and 2020 and College Algebra (or 1010 and instructor's consent).

Meets with ECON 5530. Graduate students should register for ECON 6530 and will be held to higher standards and/or additional work. Problems of poor countries, theories of economic development, development policies, and economic relations between rich and poor countries.

ECON 6550 International Trade and Commercial Policy (3) Prerequisite: ECON 4010.

Meets with ECON 5550. Graduate students should register for ECON 6550 and will be held to higher standards and/or additional work. Theoretically sophisticated (undergraduate) treatment of issues and theory: determinants of the pattern of trade; tests of trade theory models; growth and international trade;

multinational firms; tariffs, quotas, subsidies; common markets and free trade agreements; international movement of technology and labor.

## Geography

### GEOG 5320 Geography of Terrorism and Homeland Security (3)

This course examines the geographical dimensions of terrorism and homeland security. The course includes examination of the geographic factors that contribute to creating active regions of terrorism, insurgent states and terrorist target areas. Within the homeland security context, the course examines U.S. policy on homeland security, especially with regard to the use of geospatial technologies (geographic information systems, satellite imagery, global positioning systems) for event mitigation, responses and recovery. Issues of surveillance and access to public geospatial information relative to individual freedoms are discussed in a cross-national context.

### GEOG 5400 Population Geography (3)

Spatial distribution of world population. Importance of migration and urbanization and consequences of population growth for economic planning.

GEOG 5440 Global Economic Geography (3) Meets with 3440. Students registered for GEOGR 5440 will be held to higher standards and/or additional work.

Classic theories of the location of production, distribution, and transportation systems with critical discussion and empirical evidence.

### GEOG 6140 Methods in Geographic Information Systems (4) Prerequisite: GEOGR 3140.

Geography graduate students should take GEOGR 6140 and will be held to higher standards and/or more work.

This course explores the practice of using a geographic information system (GIS) to support geographic inquiry and decision making. Students will strengthen their technical knowledge of the common tasks that a geographic analyst faces in applying a GIS to a variety of spatial problems. The lab sections offer an opportunity to gain hands-on experience using a leading commercial GIS to complete a series of real-world projects.

## Law

### LAW 7052 INTERNATIONAL BUSINESS TRANSACTIONS (3)

This course provides students with a broad understanding of the fundamental legal problems arising from transnational business activities. Specific topics include: the role and responsibilities of attorneys engaged in international practice; the international trading of goods; export controls; foreign investments; and international dispute resolution.

### LAW 7910 INTERNATIONAL LAW (3)

Through the study of historical and contemporary issues, this course introduces the basic doctrines and institutions of public international law. Using these issues as a context for understanding how the international legal system operates, the course explores classical, modern, and contemporary doctrines and theories about international law. In addition to studying the substantive legal issues of self-determination, human rights and the law of war, the course will cover treaties and conventions; the development of customary law; and the role/identity of individuals, states and international organizations in the international legal system

### LAW 7280 INTERNATIONAL ENVIRONMENTAL LAW (3)

This course is designed for students interested in the international dimensions of environmental law and policy as well as for students interested in international law and institutions. The objective of the course is to familiarize students with the basic issues and concepts of international environmental law, explore the underlying conflicts and examine the emerging institutional framework.

### LAW 7080 INTERNATIONAL HUMAN RIGHTS (3)

This course explores the emergence, enforcement and expansion of international human rights law. It provides a survey of the historical and philosophical foundations of modern human rights norms and examines international human rights treaties, institutions and enforcement mechanisms. Topics include the intersection between human rights and globalization, development and transitions to democracy, humanitarian intervention in civil conflicts, accountability for atrocities, women's and children's rights, minority group rights, refugees, migrants and traffic in persons. RECOMMENDED: International Law, Con Law II

### LAW 7010 MEDIATION / ADVANCED NEGOTIATION (3)

The theories and practices of advanced negotiation and mediation will be taught in a variety of settings. There will be a substantial focus on developing these ADR skills through role-play exercises and reflection. Grades are based upon video taped performances, analytical writing, and reflective writing. Opportunities to observe live mediation will be made available. Students are also encouraged to enroll in the Mediation Clinic. See Clinical Program Brochure for further information on the Mediation Clinic. PREREQUISITE: Lawyering

## Management

### MGT 6690 International Operations Management (3)

Approaches operations problems for global companies. Includes issues in facility location, productivity management, cultural production considerations, and global operations strategy.

### MGT 6791 Global Strategic Management (3)

Focuses on unique aspects of strategic management in the global environment. Such issues as worldwide competition, global technology, political risk, global financial strategies, and multinational organizations are addressed. The course is primarily a case-analysis course with limited lectures. Students can expect written case analyses, group projects, and a major paper.

## Marketing

### MKT 6210 International Marketing (3) Prerequisite: MKTG 6090.

Role of international trade in the nation's economy; differences in managing domestic marketing and international marketing; requisite concepts, strategies, function and institutions.

### MKT 6220 Culture and International Business (3) Cross listed as MKTG 7220.

Many experts consider culture to be the single most important influence in international business. This class is designed to acquaint students with the concept of culture and the way in which it functions in international business. Culture is defined and explored from various perspectives using examples from cross-cultural negotiations, strategy, market research, advertising, etc.

## Political Science

POLS 6420 The European Union (3) Recommended Prerequisite: POL S 2100 or 3800.

Meets with POL S 5420. Graduate students should register for POL S 6420 and will be held to higher standards and/or additional work. This course is an analysis of the European Union with emphasis upon the organization's historical development, its acquisition of member states' governmental functions, and the prospects for the organization's future as an economic and political international actor.

POLS 6460 International Relations of Africa (3) Recommended Prerequisite: POL S 2100 or 3800.

Graduate students should register for POL S 6460 and will be held to higher standards and/or additional work. Examines political and economic relations among African states and between African states and the rest of the world. Topics include Africa's colonial history, rise of nationalism, and Africa's position in the world economy. Emphasis is placed on several African countries.

POLS 6470 International Relations of the Middle East (3) Cross listed as MID E 6647. Recommended Prerequisite: POL S 2100 or 3800

Meets with POL S 5470 and MID E 5647. Graduate students will be held to higher standards and/or additional work. Explores various international relations theories, such as realism, dependency, identity theory, and alliance formation to the behavior of Middle East states, the Arab-Israeli conflict, and the post-cold War Middle East.

POLS 6480 International Relations of East Asia (3) Recommended Prerequisite: POL S 2100 or 3800.

Meets with POL S 5480. Graduate students should register for POL S 6480 and will be held to higher standards and/or additional work. Examines historical and cultural overview of the international relations of East Asia; focuses primarily on the post-Cold War era. Also examines the roles and policies of the major actors (China, Japan, and the U.S., etc.) and the patterns of conflict and cooperation concerning regional economic and security issues.

POLS 6490 International Relations of Latin America (3) Recommended Prerequisite: POL S 2100 or 3800.

Meets with POL S 5490. Graduate students should register for POL S 6490 and will be held to higher standards and/or additional work. Relationship between traditional forms of contact between U.S. and Latin America. Recent forms of nationalism in Latin America, their effects on resulting economic development, and economic integration.

POLS 6610 International Law (3) Recommended Prerequisite: POL S 2100 or 3800.

Graduate students will be held to higher standards and/or additional work. Study of the historical and theoretical foundations of the law of nations. Includes discussion of recognition, treaties, territorial and personal jurisdiction as well as such topics as dispute settlement, human rights, and environmental protection.

POLS 6660 American Foreign Policy (3) Recommended Prerequisite: POL S 2100 or 3800.

Graduate students should register for POL S 6660 and will be held to higher standards and/or additional work. U.S. government machinery for formulation and conduct of foreign policy. Appraisal of U.S. policy in Europe, Asia, Latin America, Africa, and the Middle East.

POLS 6710 Foundations of the Politics of International Economic Relations (3) Recommended Prerequisite: POLS 2100 or 3800.

Graduate students will be held to higher standards and/or additional work. Explores the relationship between politics and economics in international relations. Its fundamental objective is to enable the student



to understand the ways in which politics and economics interact in the international arena.

POLS 6720 The Politics of North-South Economic Relations (3) Recommended Prerequisite: POL S 2100 or 3800.

Meets with POLS 5720. Graduate students should register for POL S 6720 and will be held to higher standards and/or additional work. Examines ways in which international economic processes are affected by the politics of developing countries. Focuses on political-economic interactions between developed and developing countries and their participation in international regimes.

POLS 6750 Industries and State Power: The Advanced Industrial Countries (3) Recommended Prerequisite: POL S 2100 or 3800.

Meets with POL S 5750. Graduate students should register for POL S 6750 and will be held to higher standards and/or additional work. Explores the factors and conditions that lead countries to decide whether and how to promote the development of their industries and economies. Emphasis is placed on the similar and different ways political forces influence the structure and process of industrial development in the countries studied.

## **Sociology**

SOC 6330 Seminar: Comparative Organizational Analysis (3)

Major sociological theories on comparative study of bureaucratic organizations. Works of Weber, Michels, Blau, Scott, Meyer, Perrow, Pugh, and Hickson. Dimensions of bureaucratic structure, effects of size and technology on organizational structure, organization-environment relationship, and cross-cultural analysis of bureaucracy.

SOC 6340 Seminar: Social Stratification (3) Prerequisite: SOC 3334.

Structure and changes in socio-economic inequalities. Status attainment in the United States in comparison with other societies. Advantages and burdens of social class, race, gender, and other factors considered from theoretical perspectives and available evidence.

SOC 6436 Global Social Structure (3)

Meets with SOC 5436. Structure of the global system historically and in modern times. Relationships between world structure and national institutions and processes.

SOC 6965 Special Topics: Globalization (3)

## Appendix C - Faculty

Anthony T. Anghie, PhD  
Professor, S. J. Quinney College of Law, University of Utah

Gunseli Berik, PhD  
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