International Development Focus Area
Fact Sheet

The International Development focus area is designed for the MBA candidate interested in developing the functional analytical skills sought after by multinational corporations, international financial institutions, international consultancies as well as by governmental, intergovernmental, and non-governmental organizations seeking to advance global economic and social development.

Multinationals, international financial institutions, and international consultancies require expertise in the trade and investment opportunities presented by developing, transition, and high-performance economies in Asia, Latin America, Europe, and Africa. These opportunities range from the agricultural sector to high technology sectors to the environmental sector. Career opportunities may be as specialized as political risk management, cross-cultural conflict management, and governmental affairs to functional positions in marketing, finance, and business development.

Intergovernmental, governmental, non-governmental and not-for-profit organizations also offer career opportunities for expertise in economic and social development issues. International development positions can be found at such organizations as the World Bank, International Monetary Fund, Asian Development Bank, Inter-American Development Bank, US Agency for International Development, WorldWide Fund for Nature, and Third World Network.

Thunderbird students specializing in this focus area can develop the skill set sought after by the International Development community: analytical skills specific to International Development combined with core functional business skills.

**International Development Focus Area Requirements**
Students selecting this focus area must complete 12 credit hours.

Required: (3.0 credit hours)
GF 5806 Strategies in International Development (3.0)

This specialization also requires 9.0 hours from among the following:
GF 4790 Regional Economic Agreements (1.5)
GF 5701 Global Competitiveness in High-Performance Economies (3.0)
GF 5703 Country Risk Management (1.5)
GF 5741 Technology Policy & International Competitiveness (3.0)
GF 5804 Conflict Management and Social Change (1.5)
GF 5883 International Business Ethics (1.5)
GF4390 Managing Projects (1.5)
GF5XXX Internship/Interim/Winterim (3.0)* (Only 3 credits may be applied to Focus Area)

*Requires approval of the International Studies Area Coordinator: Dr. Glenn R. Fong - fongg@t-bird.edu

Consult MTB for any changes and updates.

International Development Focus Area Course Descriptions

GF 5806 Strategies in International Development
(3 hours) This course examines development prospects and policy in less developed and transition economies. Issues include trade, investment, foreign aid, international debt, technology transfer, poverty, environment, social development, and sustainable development. The roles of international and regional organizations, government policy, and domestic and foreign corporations are explored. Prerequisites: CORE.

GF 5701 Global Competitiveness in High-Performance Economies
(3 hours) This course focuses on the economic growth and market opportunities in high-performance economies such as Brazil, China, India, Mexico, and other economies in Asia, Latin America, and Europe. Sources of rapid growth are analyzed including market liberalization, investment incentives, export promotion, infrastructural investments, and technology development. Roles of business, government, and global markets are examined. Prerequisites: CORE.

GF 5742 Technology Policy & International Competitiveness
(3 hours) Technological innovation has become a major source of competitive advantage. This course analyzes the innovation process including the roles of corporate research and development, government technology policies, and linkages with universities. The course draws upon international comparisons, country case studies, and technology-specific cases including in information technology. Prerequisite: CORE

GF 4790 Regional Economic Agreements
(1.5 hours) The European Union, NAFTA, APEC, and other regional economic agreements offer important opportunities and challenges for global managers. This course examines such issues as the origins and future of regional
agreements; and their implications in such areas as trade, finance, and worker, environmental and other business regulations. The course may focus on a particular regional economic agreement or compare different agreements. Prerequisite: CORE

**GF 5703  Country Risk Management**
(1.5 hours) Global managers must be concerned with the risks to their businesses posed by political, social, and financial forces at work internationally and in specific regions and countries. This course is centered around state-of-the-art assessment models used by businesses and foreign investors. Issues include methods of measuring and forecasting risk; and methods of mitigating risk such as political risk insurance. Prerequisite: CORE

**GF 5804  Conflict Management and Social Change**
(1.5 hours) Economic development and social change can offer tremendous business opportunities for global managers. At the same time, the development process can lead to social, cultural, economic, and political conflicts. This course explores the roots of such conflicts, and methods of conflict management such as negotiations and multicultural communications. The course can also have a mediation certification component for those interested in official mediation recognition for their career options. Prerequisite: CORE

**GF 5882  International Business Ethics**
(1.5 hours) Management of international business ethics and global corporate social responsibility is integral to the skill set of the global manager. This case-based course examines national laws such as the Foreign Corrupt Practices Act; corporate codes of conduct; issues of bribery, corruption, and labor standards including with respect to global outsourcing; and the contribution of corporate ethics to brand integrity. Prerequisite: CORE

**Links**

For further information on career opportunities in International Development, see:

http://www.developmenttex.com/job_opportunities/opp_summary.asp
http://www.ids.ac.uk/eldis/jobs/job_lele.htm
http://sdgateway.net/jobs/

For more general information on International Development, see:

http://www.acdi-cida.gc.ca/virtual.nsf/pages/index_e.htm
http://www.developmentgateway.org/
http://www.eldis.org/
http://www.gdnet.org/
http://sdgateway.net/
For further information on the International Development Focus Area, see the MTB International Development Focus Area page (http://my.t-bird.edu/foldersdisplay/displaymgrframe.asp?partyid=191810) or contact Dr. Glenn R. Fong (fongg@t-bird.edu).