

첨부 # 4: 커리큘럼 세부자료

Department Curriculum

Course Outline for KOICA International Business Students

Recommended Sequence of the subjects

Semester/ Session	Required Courses	Elective Courses	Korean Studies/ Research Credits	# of Credits Recommended
2010 Spring	Business Statistics Economic Analysis I Principles of Accounting	1 Elective course	1 KR Course	15 Credits
2010 Summer		2 Elective courses		6 Credits
2010 Fall	International Business Marketing Management Financial Management	1 Elective (Research Methods)	1 Research	15 Credits
2010 Winter		1 Elective Course		3 credits
2011 Spring	Organizational Behavior Operations Management		1 Research	9 credits
Total	8 Subjects (24 Credits)	5 Subjects (15Credits)	1 Subject (KS 3 Credits) + 6 Credits (Research)	48 Credits

- Non-Thesis Track students MUST take 21 credits from the Elective courses
- Graduation Credits Required: 48 credits or 42 credits + Thesis (6credits)
- ☞ Please note that the above table is for reference only, and KOICA students' course registration information will be explained during the orientation session in February 2010.

1) Courses in Korean Studies(3 credits)

Course Title	Credits	Description
Korean History	3	The purpose of this lecture is to understand Korean history systematically from the viewpoints of universal development and struggle for national independence in East Asian and world history.
Contemporary Korean Society	3	This course is designed to give students an overview of the contemporary Korean society. We will examine the process and cultural backgrounds of economic development, and some of the social outcomes and new challenges coming from the transition.
Korean Economic Development	3	This course will overview Korea's Economic development and achievement, and examine the backgrounds and major factors of Korea's economic growth. To explain major characteristics and issues, this course will provide students with analysis and reviews of the Korean economy from various perspectives such as general economics, finance, and the like. Additionally, this course is aimed at preparing students to better understand and obtain insights into the future of the Korean economy of localization and globalization of the world economy.
Korean Politics	3	This course will explore contemporary Korean politics. Among the themes covered by the class will be Liberation, ideological conflict, Korean War, the rise of authoritarian rule, modernization drive and democratic transition. Our inquiry into Korean politics will not be limited to mere chronological description. At each critical juncture of political change, a variety of political theories are geared to justifying political restructuring. For a better understanding of Korean political reality, Korean politics will be analyzed in light of political theories.
Korean Language	3	The goal of this class is that the foreign students will have the abilities to communicate in their daily lives in Korean through understanding the Korean general culture.

* Please choose 1 out of 5

2) Required courses(24 credits)

Course Title	Credits	Description
Business Statistics (Prerequisite)	3	The main objective of this course is to equip students with the ability to correctly interpret statistical results. Special focus is placed on how to differentiate sound analysis from those that are not. This is critical in today's world where quantitative analysis is heavily used (or misused) in public policy and management debates. The course is composed of two parts. In the first part, students will learn basic statistics. Specifically, students will be exposed to the concepts of statistical inference, probability, probability distribution, sampling distribution, estimation, and hypothesis testing. Students will learn basic econometrics. Having mastered simple regression, students will also learn the basics of multiple regression analysis.
Economic Analysis I (Prerequisite)	3	Economics consists of Microeconomics (Economic Analysis I) and Macroeconomics (Economic Analysis II). In this course, you will learn the basic concepts and principles of Microeconomic Analysis. This course deals with the working and implications of individual elements such as consumers, producers and individual product and factor markets. This course provides the basis for understanding the workings of modern capitalistic market economy, its welfare implications and the role of government. Particularly, monopoly regulation and income distribution policy are discussed.
Principles of Accounting	3	In this course, you will learn the basic concepts of accounting which would be essential in order to understand corporate finance, investment, marketing, production, organization behavior, and corporate strategy as well as other of financial transactions on the firm as well as its related interested parties.
Marketing Management	3	Examination of the marketing system, its relations with the socioeconomic system, and the influences of each up on the other. Study of evolution and present structure of marketing in situations and processes. Consideration of customer attributes and behavioral characteristics, and how a marketing manager responds to the design of marketing strategies, using research, product development, pricing, distribution structure and promotion.
Financial Management	3	This course teaches the fundamentals of Financial Management. It includes the fundamentals of corporate finance (the valuation of assets, the measurement of the cash flows, time value of money, the concept of risk and its measurement, risk-return trade-off, the basics of the cost of capital), investment, and capital market.
Organizational Behavior	3	This course emphasizes an empirical approach to the study of individual and group behavior within the context of the organization and as affected by a wide array of emerging organizational realities. It provides current and emerging theoretical and practical knowledge for understanding topics such as individual differences (personality), OB research methods, motivation, job satisfaction, stress, leadership, managerial decision-making, and group processes. The major objective of this course is to understand basic organizational behavior concepts and research, models, and moving from individual behavior to the group and to the organization as a whole.
International Business	3	This course focuses on managerial issues that arise in international operations because of complex and diverse contextual differences in cultures, government institutions, competition, risks, and costs of operations in different national environments. Students are provided with tools for analysis of global organization, coordination, and control of the multinational enterprise; business interactions with governments; entry into foreign markets and operations; and global competitive strategies. Most importantly, I want you to use this course to learn to think, to question, and to reason out international business problems.
Operation Management	3	Business process transforms inputs into outputs, either Physical goods or services, to satisfy customer needs. This transformation involves a flow of materials and information through a network of various activities including storage buffers. This course covers tools and methods to manage the business processes, which include both long-term strategic planning and short-term adaptive control. Specifically, we will discuss (1) basic concepts of business processes and management strategy, (2) key process measures and their relationships, (3) the effect of uncertainty in flows on the process performance, and (4) synchronization of flows of materials and information.

3) Elective courses(15 Credits)

Accounting

Course Title	Credits	Description
Managerial Accounting	3	The objectives of this course are to familiarize participants with the logic, concepts, and techniques that underlie traditional and contemporary cost and management accounting systems, and with the use of cost and management accounting information in various business decisions. I recognize that most of you will be users, not preparers, of accounting information in your current and future careers. Therefore, the focus of this course is on improving our understanding of cost and managerial accounting information. After this course, you should have gained a working knowledge of the design, use, and strengths and weaknesses of traditional and contemporary accounting systems for planning, control, and performance evaluation. Such knowledge, in turn, should increase your ability to make more effective business decisions and evaluation and be a more productive executive member of cross-functional teams. This course will employ various instructional methods including readings, lectures, group work, problem-solving, and case analysis. To enhance your learning and the exchange of knowledge, most course activities will be organized around groups. Each group as a whole is responsible for case analysis/presentations and in-class assignments. Therefore, I recommend that group members sit close to each other to facilitate group activities. Although I am responsible for administration of the course, I look forward to learning both with you and from you. I expect that we will respect each other and assist in each other's learning. My hope is that your extrinsic motivation to master the material will become secondary to your intrinsic enthusiasm for the value added by this course to your base of knowledge and hence decision-making skills.
Financial Accounting	3	The objective is to develop an understanding of terms, concepts and mechanics of financial accounting, and capabilities of analyze financial statements in an advanced point of view.
International Accounting	3	This course provides fundamental knowledge and techniques of international accounting, financial reporting, and financial control and management to make optimal decision for global business and investment financial matters. Specific objectives are to enable students to: - understand the role and importance of international accounting information in assisting decision-making in a global business context; - practice the international dimension of in the recording, processing, summarizing and reporting phases of the accounting; - appreciate the assumptions, principles and conventions underlying international accounting processes; and - understand basic analytical tools for the comparison of interpretation of international financial statements. - International taxation and transfer pricing

Marketing

Course Title	Credits	Description
International Marketing	3	This course provides graduate students a complete overview of the marketing process in an international environment. As such it is designed to maximize exposure to numerous topics in the field of international marketing. Furthermore, it is intended to develop managerial skills to deal with the problems of international marketing by analyzing its mechanics and strategies. Most importantly, I want you to use this course to learn to think, to question, and to reason out international marketing problems
Marketing Research	3	This course will examine marketing research process; steps of research design, questionnaire construction, sampling, data analysis, evaluation/presentation of findings, online research, and web surveys. Class project provides practical applications.

* Besides the courses above, other courses such as Marketing Research, Consumer Behavior Advertising could be offered upon course availability

Finance

Course Title	Credits	Description
International Finance (Advance Corporate Finance)	3	The purpose of this course is to familiarize students with foreign exchange markets and the nature of foreign exchange risk. Topics for the course include the determination of exchange rates, both spot and forward rates, and the arbitrage relationships that link prices and interest rates throughout the world. The balance of payments of a country is also studied, and its relationship to assessing country risk is explored. Familiarity with elementary macroeconomics and monetary theory is useful in the course, but where these ideas are required, they are developed from first principles.

* Besides the courses above, other courses such as investment and financial engineering could be offered upon course availability.

Personnel

Course Title	Credits	Description
Human Resources Management	3	The course deals with the systematic approach to major phases of humanresources management in organizations, including knowledge bases and theories, problems, constraints, opportunities program controls, evaluations, and costs and results of effective and efficient human resource management. Point of view is of the generalist, not of the specialist personnel or industrial relations professional.
Negotiation Skills	3	The course deals with the art and science of achieving your objectives in interdependent relationships, both within and outside your company. The class is experientially taught and students are given feedback about their negotiation skills. Topics include cross-cultural negotiation, dispute resolution, coalition formation and multiparty negotiations, extremely competitive negotiations and negotiating via information technology.

* Besides the courses above, other courses such as Corporate Culture and Personnel Management could be offered upon course availability

General

Course Title	Credits	Description
International Trade	3	This course covers international trade theory to explain why countries trades and international trade policy to answer what a nation's trade policy should be. In this course, you will learn how to analyze the causes and effects of international trade with simple algebra and graphical analysis.
Cross Cultural Management	3	The purpose of this course is to help students understand the complexity and dynamics of doing business across national borders. Cross-national management is quite a challenge because of cultural differences that affect business and management practices. Successful cross-national management, therefore, requires a good understanding of cultural differences. Effective global (or cross-national) managers should have the global mindset, perspectives and attitudes. Furthermore, they should be trained with important cross-cultural management skills such as: (1) cultural awareness and sensitivity, (2) cross-cultural communication and interaction, (3) managing diversity, (4) cross-cultural negotiation, and (5) cross-cultural adaptation. This course is designed around these five cross-cultural skills.
Strategic Management	3	In this course, students are expected to understand the logical underpinnings of typical business strategies and related public policy. Basic elements of industrial organization theory that has given life to the study of strategic management are studied to better understand, formulate, apply and assess business strategies. A prior knowledge of basic concepts of economics is helpful but not indispensable because they are discussed in the course of lectures. Students are strongly encouraged to study actual cases found in the market. Lectures will basically be conducted according to the following schedule. However, Some constructive modifications are possible reflecting the background and the interests of students. The ultimate goal of this course is to get students thoroughly prepared for the role of a CEO who can tackle any strategic task with an analytically rational mind.
Entrepreneurship	3	The course offers analyses of entrepreneurial activities, including identifying opportunities, creating value, developing business concepts and plans, attracting resources, building an organization, handling risks, managing growth, coping with failure, restructuring and redirecting an organization and the role of entrepreneurship in

		organization, economy, and society.
Seminar in International Business	3	The class will perform an exercise on the financing of a project. The exercise is to cover (a) a scope of the project, (b) a cost of the project, (c) a valuation of the project, and (d) a financing structure. The exercise is to involve a series of research including the prearranged interviews with the professionals. The project can be any project conceived with an interest, including, without limitation to, a construction of a textile factory, an automobile plant, a semiconductor foundry, or a construction of a toll road, a canal, or a mobile telecom service, etc. The project can be conceived in any country. Two or three students consist of a team which will jointly carry out the whole Project. A team consisted in one or four (or more) is not allowed to avoid any free rider. A representative, on a rota, will give the audience a periodic presentation on the progress of the Team's Project. The audience will be invited to questions, comments, and discussions. The lecture will deal with the major issues required in the Project and be given as a supplement to the financing of the project. The lecture will include some studies in (a) finance, (b) investment, (c) business law, (d) valuation, (e) accountings, a basic understanding of which are desirable, if not essential.
Electronic Commerce	3	Internet based business models are discussed with various e-business solutions. Specially integrated solutions between on-line and off-line business operations such as ERP (enterprise resource planning), SCM (supply chain management), CRM (customer relationship management), e-Marketplace, and DW/DM (data warehouse/data mining) are introduced and investigated. New business paradigm under Internet is also discussed in connection with global information sharing across design, product development, production, sales, order management, logistics, distribution, and customer management. Special focus is given on operational and analytical customer relationship management.
Economic Approach to Strategic Management	3	In this course, students are expected to understand the logical under pinnings of typical strategies that business firms employ to maximize their gains vis-a-vis their competitors. Basic yet essential elements of economics are applied to formulating, applying and assessing business strategies. A prior knowledge of basic concepts of economics including the 'game theory' is helpful but not indispensable. A modicum of mathematics may be used, depending on the background of students. Students are strongly encouraged to study actual cases found in the market. Lectures will basically be conducted according to the following lecture schedule. However, Some constructive modifications are possible reflecting the background and the interest of students.
Economic Analysis II	3	This course introduces the students to the basics of macro-economic analysis - what determines the level of total national income and output, and how and why a national economy grows and fluctuates in short run and long run. It also helps the students to understand the rationale of the public policies to modify and influence the workings of the market and counter the economic problems such as unemployment and inflation.
Open Macroeconomics	3	The material studied in this course concentrates primarily on international macroeconomic issues that command the attention of the world's financial press. A good background in macroeconomics and international finance is essential for understanding the various models and issues presented in the course. We will try to figure out the impact of international transactions on the main macroeconomic variables, e.g., output and its composition, price level, interest rates, etc. in an open economy. We focus on the case of a small country that takes the world interest rate and prices of tradable goods as given by world markets. We nonetheless study global equilibrium as well, both to show how world prices are determined and to understand the routes by which various economic shocks are transmitted across national borders. We start from non-monetary models and then introduce money into the model.
International Economic Policies and Organization	3	This course provides the following lectures. First, we discuss trade policy with several viewpoints. Topics include political economy of trade policy, controversies in trade policy, and the role of international organizations. Second, this course analyzes international trade from a financial viewpoint. Topics include balance of international payments theories on foreign exchange markets; international financial markets; national income and balance of international payments in an open economy; and exchange rate system. Lastly, historical review of the origins, development, and current state of Korean trade policy.
Research Methods	3	This course is a general introduction to social research methods and will cover four broad topics: the foundations of social science, research design, data collection, and data analysis. It covers methods of assessing individual and organizational information needs, with emphasis on quantitative social science research techniques, evaluative methods as an essential component of planning, critiques of published research, and statistical data analysis.

International Relations	3	This course offers the theoretical aspects of international relations covering traditional, Contemporary and post-modern approaches, and examines their assumptions and key concepts. Therelevant issues such as international security, political economy, foreign policy-making, diplomacy and negotiation, and so forth are introduced and discussed.
Econometric Method	3	Econometrics is based upon the development of statistical methods for estimating economic relationships, teaching economic theories, and evaluating and implementing government and business policy. The prerequisites for the course are college calculus and introductory statistics.
Business Internship	3	Business Internship at companies or institutions where having a contract with the Ajou GSIS. By working at these companies, students will be able to receive credits.
Environment and Natural Resources Economics	3	Environmental and Natural Resource Economics: Survey (an Overview of environmental and resource concepts, models and issues) This class will review literature on a number of topics, including but not limited to property rights, common property, public policy, externality theory, non-market valuation, resource scarcity, renewable and nonrenewable resource management. Students will be required to read current literature on topics provided by the professor and students and be prepared to discuss and review the literature in class. Students will be required to select a topic, approved by the instructor, and complete a written limited literature review of the topic. The literature review is a first step in choosing the direction of any research and a basic prerequisite for any researcher. The literature review will be presented in class as part of a final exam.
International Trade Practice	3	This course offers an opportunity to gain a broad and general understanding on the Practice of International Trade. It discusses the basic concepts and the general procedure of international trade transaction as well as the rules of international trade practice. It covers the overview of international trade transaction from INCOTERMS to documentation; from negotiation to execution of sales contract. After the study of this course, the students will have a good knowledge on the practice of international trade. General Topics that are classified into the discipline of international trade practices such as trade contracts, transportation and logistics, financing, and/or Trade insurance theory. Also, Topics related to Korean trade practice such as tariff and non-tariff barriers in Korea.
International Financial Management	3	This course is designed for the general international business and international trade student, not just the finance major. Since this is a survey course, we will cover many topics. We will begin with a general overview and then go into more detail on several concepts, financial instruments, and techniques used in international financial decision-making. The chief objectives of the course are: 1. To introduce you to the world of international financial management. Anyone involved with the management of a business needs to have atleast some minimal knowledge of multinational business finance. 2. To introduce you to basic international financial concepts, such as the asset valuation, foreign exchange rate determination, exchange rate risk management, and risk and return trade-off.
Leadership and Business Ethics Workshop I & II	1/2 credits	Seminars, workshops, conferences and many other activities for Business Leadership and Ethics

* Besides the courses above, other courses such as project management, supply chain management, Business Case Studies, Management information System, Knowledge Management, and others could be offered upon course availability.

© Course Outline for International Trade Students

Recommended sequence of the subjects

Semester/ Session	Required	Elective	Korean Studies/Research Credits	# of Credits Recommended
2010 Spring	Business Statistics Economic Analysis I International Trade		1 Korean Studies Subject	12 credits
2010 Summer		1 Elective Course		3 credits
2010 Fall	International Finance Economic Analysis II	2 Elective Courses - Research Methods, - Electronic Methods	1 Research	15 credits
2010 Winter		1 Elective		3 credits
2011 Spring		1 Elective	1 Research	6 credits
Total	5 Subjects (15 Credits)	5 Subjects (15 Credits)	1 Subject (KS 3 Credits) + 6 Credits (Research)	39 Credits

➤ Non-Thesis Track students MUST take 21 credits from the Elective courses

➤ Graduation Credits Required: 39 credits or 33 credits + Thesis (6 credits)

☞ Please note that the above table is for reference only, and KOICA students' course registration information will be explained during the orientation session in February 2010.

1) Courses in Korean Studies (3 Credits)

Course Title	Credits	Description
Korean History	3	The purpose of this lecture is to understand Korean history systematically from the viewpoints of universal development and struggle for national independence in East Asian and world history.
Contemporary Korean Society	3	This course is designed to give students an overview of the contemporary Korean society. We will examine the process and cultural backgrounds of economic development, and some of the social outcomes and new challenges coming from the transition
Korean Economic Development	3	This course will overview Korea's Economic development and achievement, and examine the backgrounds and major factors of Korea's economic growth. To explain major characteristics and issues, this course will provide students with analysis and reviews of the Korean economy from various perspectives such as general economics, finance, and the like. Additionally, this course is aimed at preparing students to better understand and obtain insights into the future of the Korean economy in terms of localization and globalization of the world economy.
Korean Politics	3	This course will explore contemporary Korean politics. Among the themes covered by the class will be Liberation, ideological conflict, Korean War, the rise of authoritarian rule, modernization drive and democratic transition. Our inquiry into Korean politics will not be limited to mere chronological description. At each critical juncture of political change, a variety of political theories are geared to justifying political restructuring. For a better understanding of Korean political reality, Korean politics will be analyzed in light of political theories.
Korean Language	3	The goal of this class is that the foreign students will have the abilities to communicate in their daily lives in Korean through understanding the Korean general culture.

2) Required courses (15 credits)

Course Title	Credits	Description
Business Statistics	3	The main objective of this course is to equip students with the ability to correctly interpret statistical results. Special focus is placed on how to differentiate sound analysis from those that are not. This is critical in today's world where quantitative analysis is heavily used (or misused) in public policy and management debates. The course is composed of two parts. In the first part, students will learn basic statistics. Specifically, students will be exposed to the concepts of statistical inference, probability, probability distribution, sampling distribution, estimation, and hypothesis testing. Students will learn basic econometrics. Having mastered simple regression, students will also learn the basics of multiple regression analysis. Successful completion of this course will equip students to take a Ph.D. level course offered in the subsequent terms.
Economic Analysis I	3	Economics consists of Microeconomics (Economic Analysis I) and Macroeconomics (Economic Analysis II). In this course, you will learn the basic concepts and principles of Microeconomic Analysis. This course deals with the workings and implications of individual elements such as consumers, producers and individual product and factor markets. This course provides the basis for understanding the workings of modern capitalistic market economy, its welfare implications and the role of government. Particularly, monopoly regulation and income distribution policy are discussed.
Economic Analysis II	3	This course introduces the students to the basics of macro-economic analysis - what determines the level of total national income and output, and how and why a national economy grows and fluctuates in short run and long run. It also helps the students to understand the rationale of the public policies to modify and influence the workings of the market and counter the economic problems such as unemployment and inflation.
International Trade	3	This course covers international trade theory to explain why countries trade and international trade policy to answer what a nation's trade policy should be. In this course, you will learn how to analyze the causes and effects of international trade with simple algebra and graphical analysis.
International Finance	3	The purpose of this course is to familiarize students with foreign exchange markets and the nature of foreign exchange risk. Topics for the course include the determination of exchange rates, both spot and forward rates, and the arbitrage relationships that link prices and interest rates throughout the world. The balance of payments of a country is also studied, and its relationship to assessing country risk is explored. Familiarity with elementary macroeconomics and monetary theory is useful in the course, but where these ideas are required, they are developed from first principles.

3) Elective courses (15 credits)

International Trade Related Courses

Course Title	Credits	Description
International Economic Policies and Organizations	3	This course provides the following lectures. First, we discuss trade policy with several view point. Topics include political economy of trade policy, controversies in trade policy, and the role of international organizations. Second, this course analyzes international trade from a financial viewpoint. Topics include balance of international payments theories on foreign exchange markets; international financial markets; national income and balance of international payments in an open economy; and exchange rate system. Lastly, historical review of the origins, development, and current state of Korean trade policy.
International Economic Law	3	This course is concerned primarily with the law of the World Trade Organization (WTO), and it will also give an introduction to the law of international investment.

		The aim of the course is to provide students with a theoretical and practical understanding of the regulatory framework of the world trading system, especially in light of current events, and to introduce students to the basics of international investment law. The course will have a strong practical component, and will include a case analysis with student presentation. At the end of this course students should be equipped with the ability to analyze and present an argument in the areas studied. This course begins with a description of the institutional features of the WTO, including its dispute settlement system. It will cover the main areas regulated by the WTO, which are trade in goods, trade in services and trade related aspects of intellectual property.
International Commercial Contracts and Dispute Settlements	3	This course explains on basic international business transactions and related contracts. After learning international business related contracts, students will also study on litigation and arbitration, which are major dispute settlement methods used in international business transactions. Student will be given some sample international business contracts and review major negotiation issues related those types of sample contracts. From the course, you will understand basic negotiation process and legal issues on the relevant international business contracts as well as dispute settlement methods.
Electronic Commerce	3	Internet based business models are discussed with various e-business solutions. Specially integrated solutions between on-line and off-line business operations such as ERP (enterprise resource planning), SCM (supply chain management), CRM (customer relationship management), e-Marketplace, and DW/DM (data warehouse/data mining) are introduced and investigated. New business paradigm under Internet is also discussed in connection with global information sharing across design, product development, production, sales, order management, logistics, distribution, and customer management. Special focus is given on operational and analytical customer relationship management.
Topical Seminar on International Trade and Finance	3	In this course we will discuss two separate topics: one for the international finance and the other for the institutional aspects of international trade system. First part of the lecture will talk about issues such as national income accounting and the balance of payments, theory of exchange rate determination, exchange rate systems, international capital market, and the causes and effects of financial crisis. Second part mainly focuses on the institutional aspects of the current international trade system such as "Do regional integration arrangements go with WTO?" The lecture aims to find out merits and demerits of RIA - differences between view of North and South. At the same time the questions of globalization and FTA will be put on the discussion agenda in the class. Brief introduction of KORUS FTA to the students is also considered.

* Besides the courses above, other courses such International Trade Practice and others could be offered upon course availability.

International Finance and Business Related Courses

Course Title	Credits	Description
Foreign Investment and Multinational Corporations	3	The purpose of this course is to provide diverse knowledge about the theory and practice of foreign direct investment. For this purpose, this course is designed so that various specialists will be in charge of different topics regarding FDI and MNCs. Students are required to actively participate in each session by reading recommended materials in advance. No mid-term and final exams are required, but students should submit a term paper before the end of the course. Students are also required to make a class presentation (of one-hour length) on any topics relevant to this course. Students can use this presentation as an opportunity to develop their term papers or a chance to survey other interested topics.
International Business	3	This course focuses on managerial issues that arise in international operations because of complex and diverse contextual differences in cultures, government institutions, competition, risks, and costs of operations in different national environments. Students are provided with tools for analysis of global organization, coordination, and control of the multinational enterprise; business interactions with governments; entry into foreign markets and operations; and global competitive strategies. Most importantly, I want you to use this course to learn to think, to question, and to reason out international business problems.

Open Macroeconomics	3	The material studied in this course concentrates primarily on international macroeconomic issues that command the attention of the world's financial press. A good background in macroeconomics and international finance is essential for understanding the various models and issues presented in the course. We will try to figure out the impact of international transactions on the main macroeconomic variables, e.g., output and its composition, price level, interest rates, etc. in an open economy. We focus on the case of a small country that takes the world interest rate and prices of tradable goods as given by world markets. We nonetheless study global equilibrium as well, both to show how world prices are determined and to understand the routes by which various economic shocks are transmitted across national borders. We start from non-monetary models and then introduce money into the model.
Seminar in International business	3	The class will perform an exercise on the financing of a project. The exercise is to cover (a) a scope of the project, (b) a cost of the project, (c) a valuation of the project, and (d) a financing structure. The exercise is to involve a series of research including the prearranged interviews with the professionals. The project can be any project conceived with an interest, including, without limitation to, a construction of a textile factory, an automobile plant, a semiconductor foundry, or a construction of a toll road, a canal, or a mobile telecom service, etc. The project can be conceived in any country. Two or three students consist of a team which will jointly carry out the whole Project. A team consisted in one or four (or more) is not allowed to avoid any free rider. A representative, on a rota, will give the audience a periodic presentation on the progress of the Team's Project. The audience will be invited to questions, comments, and discussions. The lecture will deal with the major issues required in the Project and be given as a supplement to the financing of the project. The lecture will include some studies in (a) finance, (b) investment, (c) business law, (d) valuation, (e) accountings, a basic understanding of which are desirable, if not essential.

* Besides the courses above, other courses such International Corporate Finance and Payment, Financial Derivatives and others could be offered upon course availability.

International Organization Related Courses

Course Title	Credits	Description
International Political Economy	3	This course concerns some of the major theoretical and empirical themes of international political economy. Thus, the major objective of the course is to enhance students' understandings of major theories of international political economy and to verify their arguments by empirical examination of the field. For the purpose, first half of the semester reviews the major approaches of international political economy. The latter part deals with sub-fields of international political economy such as international finance, international trade, and multinational corporations & international production.
Corporate Citizenship	3	Companies have usually been the main target of critics and protest. However, the new role of NGO also includes partnership with companies, emphasizing that companies are not only profit centers but also socially-accountable actors. This concept will expand the partnership between NGOs and companies while transitioning the company from the private sector to the public sector, creating a more globalized and more responsible company. This also activates global or transnational cooperation and partnership between NGOs and companies. This new challenge for modern NGOs necessitates both global and local perspectives, profit and non-profit values and private and public accountabilities. In this context, this course will deal with the new challenges facing NGOs regarding global capitalism, new social services from companies and partnerships built on the concept of corporate citizenship.
International Organizations	3	The purpose of the course is to acquaint students with theory and practice of inter-governmental organizations (IGOs) keeping abreast of the changing international trend and environment. The role of international non-governmental organizations (INGOs) is of particular interest in view of international cooperation and global governance. In dealing with the concepts and the theoretical approaches to IGOs, multilateralism and regionalism will be examined for their implications vis-a-vis IGOs. For the structure and the operational aspects of IGOs, the mode of decision-

		making process, administration, and finance, among others, will be looked into. Discussion and appraisal will also be made on the prospect of the future IGOs, especially the United Nations reform process, and some aspects of multilateral diplomacy of Korea will be introduced.
International Relations	3	This course offers the theoretical aspects of international relations covering traditional, Contemporary and post-modern approaches, and examines their assumptions and key concepts. Therelevant issues such as international security, political economy, foreign policy-making, diplomacy and negotiation, and so forth are introduced and discussed.
Environment and Natural Resources Economics	3	Environmental and Natural Resource Economics: Survey (an Overview of environmental and resource concepts, models and issues) This class will review literature on a number of topics, including but not limited to property rights, common property, public policy, externality theory, non-market valuation, resource scarcity, renewable and nonrenewable resource management. Students will be required to read current literature on topics provided by the professor and students and be prepared to discuss and review the literature in class. Students will be required to select a topic, approved by the instructor, and complete a written limited literature review of the topic. The literature review is a first step in choosing the direction of any research and a basic prerequisite for any researcher. The literature review will be presented in class as part of a final exam.

General Courses

Course Title	Credits	Description
Cross Cultural Management	3	The purpose of this course is to help students understand the complexity and dynamics of doing business across national borders. Cross-national management is quite a challenge because of cultural differences that affect business and management practices. Successful cross-national management, therefore, requires a good understanding of cultural differences. Effective global (or cross-national) managers should have the global mind-set, perspectives and attitudes. Furthermore, they should be trained with important cross-cultural management skills such as: (1) cultural awareness and sensitivity, (2) cross-cultural communication and interaction, (3) managing diversity, (4) cross-cultural negotiation, and (5) cross-cultural adaptation. This course is designed around these five cross-cultural skills.
Human Capital and Knowledge-Based Economy	3	In this course, we will first discuss the theoretical aspects of the knowledge-based economy. Topics include reproduction of knowledge, knowledge spillover, the importance of intellectual property rights, knowledge openness and economic incentive, knowledge management, and the public dimension of the knowledge economy. Course will end with the in-depth analysis of the Korea's effort to transform her economy into the knowledge-based economy and limitations.
Organizational Behavior	3	This course emphasizes an empirical approach to the study of individual and group behavior within the context of the organization and as affected by a wide array of emerging organizational realities. It provides current and emerging theoretical and practical knowledge for understanding topics such as individual differences (personality), OB research methods, motivation, job satisfaction, stress, leadership, managerial decision-making, and group processes. The major objective of this course is to understand basic organizational behavior concepts and research, models, and moving from individual behavior to the group and to the organization as a whole.
Negotiation Skills	3	The course deals with the art and science of achieving your objectives in interdependent relationships, both within and outside your company. The class is experientially taught and students are given feedback about their negotiation skills. Topics include cross-cultural negotiation, dispute resolution, coalition formation and multiparty negotiations, extremely competitive negotiations and negotiating via information technology.
Research Method	3	This course is an introduction to research methods in the area of social sciences. Goals of the course include familiarizing the students with procedures for

		research and enabling them to write a good professional article. In this course, students will become acquainted with topic selection and sharpening, final research goals such as hypotheses, laws, and theories, research design to achieve such products, research methods as a scientific process towards the goal, and the ethics of research. In the final period of the course, students will also read representative articles in this area The syllabus may be revised later according to availability of the texts).
Econometric Method	3	Econometrics is based upon the development of statistical methods for estimating economic relationships, teaching economic theories, and evaluating and implementing government and business policy. The prerequisites for the course are college calculus and introductory statistics.