

## You'll go places

Our international business students are trained for leadership positions in multinational corporations and for teaching and research positions at colleges and universities. Our faculty members maintain relationships with businesses and employers, providing key resources for interns and job-seekers.

Our graduates are leaders in such areas as international marketing, international trade, management of overseas branches and international project development.

### Employers include:

- Amsteel Mills
- CGA Global Partners
- City University, Europe
- Fidelity
- Lewis Mills & Co.
- Price Waterhouse Coopers
- Putnam Investments
- Real Estate Development, India
- Reebok International
- Saint Anselm College
- SGT Inc.
- Southern Florida College
- Taipan Focus
- Vanguard Auto Rental USA Inc.

## Our Partners

The International Business Department has formed partnerships that provide opportunities for our students and our partnering organizations through shared research, information, educational programs and services.

- International Trade and Resource Center
- New Hampshire International Trade Association
- U.S. Department of Education

## Reaching Out

The Institute for International Business, an arm of the International Business Department, provides programs and services to help businesses and professionals compete in the global marketplace. Its objective is to fill the gap between academic education and research and its application in business by fulfilling the research and training needs of the business community, in the United States and abroad.

Within the institute is the International Business Modeling Laboratory, with numerous databases, research conducted by faculty and doctoral students, and advanced software. The IBML is intended to facilitate research, international business modeling and teaching and to build a network of researchers and users.

### Southern New Hampshire University programs are accredited by:

- Accreditation Commission for Programs in Hospitality Administration
- American Culinary Federation Educational Institute
- Association of Collegiate Business Schools and Programs
- European Council for Business Education
- New England Association of Schools and Colleges
- New Hampshire Postsecondary Education Commission
- New Hampshire State Department of Education for Teacher Certification
- North American Society for Sport Management



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SCHOOL OF BUSINESS



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# Go International

The world is becoming an economic marketplace without boundaries. Successful managers must be able to function effectively in the global economy.

Southern New Hampshire University's international business program focuses on the management skills and concepts used in international, multicultural contexts.

We are one of the few universities in the country that offers a complete program in international business, at the undergraduate, graduate and doctoral levels. Our faculty members are experts in their field, with extensive professional, teaching and research experience.

## Our Programs

### The fundamentals

B.S. students develop an in-depth understanding of global business theories and their applications.

### Mastery

The M.S. program mixes theory and applied research. Students are prepared for management positions in multinational corporations.

### Advancing the field

The D.B.A. is research-intensive, with students focused on discovering new theories and concepts.

### Bachelor of Science

Our B.S. program in international business is designed for students who are interested in working in multinational enterprises. In addition to preparing students for global business activities, we also teach students to function on a

cross-cultural and global business environment. Students can get practical experience through internships and by traveling abroad. B.S. courses may also be taken through SNHU Online or evenings and weekends at our Manchester Center.

### Master of Science

Our M.S. program is one of the leading programs in the country. It is designed to prepare you for leadership positions in the international operations of multinational corporations. The 12-course program is designed to teach you how to direct and manage businesses in a multinational environment with different political, economic, financial and regulatory systems. You can learn by doing with intensive overseas programming.

The program includes courses that examine the forces underlying the political, economic and commercial dynamics of global markets. Our Understanding Emerging Markets course incorporates a trip abroad to study these markets firsthand. Past courses have featured trips to Turkey, the Czech Republic, China, Russia and Argentina.

You may supplement your master's degree with graduate certificates in international business specializations (see below).

### Doctor of Business Administration in International Business

Our D.B.A. program trains students for careers in academics, consulting and multinational corporations. Such positions require a theoretical understanding of global business operations and a strong interest in applied research. You need not put your careers on hold, as you may choose to study part-time. This program also is ideal for international students who are interested in teaching and researching in their home countries.



### Graduate Certificates

Graduate certificates in international business may be taken alone or be paired with the university's Global M.B.A. or other master's degree programs.

### International Business

This five-course program focuses on the international corporate environment and international business strategies. It includes five courses that may be taken on campus or through SNHU Online.

### International Finance

This interdisciplinary program provides specialized study for the university's Global M.B.A. degree program.

### International Business and Information Technology

This certificate combines the principles of international business operations and knowledge about information technology to enable global trade and operations. International business master's degree students need only take the IT courses, as the international business courses already are included in the M.S. program.

## Go-getters Teach Here

Our international business faculty members have extensive academic and professional experience. They are teachers, researchers, mentors and thought leaders with varied expertise in many facets of international business.

For example, **Dr. Bulent Aybar's** interests include global financial markets and privatization. A research fellow at the Center for International Business and Economic Growth at the Rochester Institute of Technology, he is also an executive board member for the New Hampshire International Trade Association.

**Dr. Charlotte Broaden** focuses on international entrepreneurship and regional studies; she has international teaching and professional experience.

Global strategy and international corporate governance capture the interest of **Dr. Philip Fellman**, who is experienced in policymaking and research.

**Dr. Aysun Ficici** has written about emerging markets, international business negotiations and more; she also is a research fellow at Universiteit Maastricht in the Netherlands.

They are international in focus and experience; for example, **Dr. Nicholas Nugent**, multinational marketing expert, also has taught executive M.B.A. programs in Europe and the Middle East, and often does consulting work in Germany.

**Dr. Massood Samii**, department chair, focuses on foreign direct investment, international risk analysis and the international oil market; he's a former chief economist for OPEC and a senior lecturer at the Massachusetts Institute of Technology.

Their global business experience will enhance your education.

## Profile: Dr. Massood Samii

Dr. Massood Samii doesn't allow rote memorization.

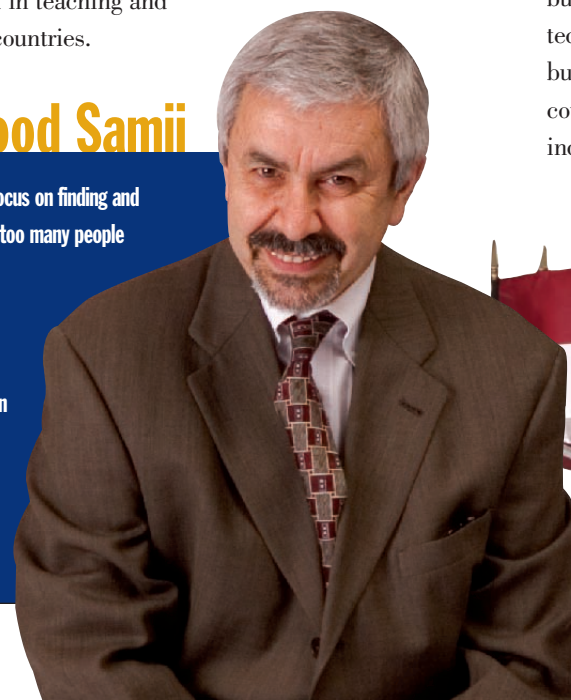
Instead, Samii, chair of the International Business Department, is interested in his students' opinions and challenges them to come up with their own ideas.

"I use cutting-edge materials and focus on the critical ways that students can build their own conclusions," he says.

A former chief economist for the Organization of the Petroleum Exporting Countries, Samii is an expert on oil and energy. When not in the classroom, he often can be found researching and writing publications about oil and energy, foreign direct investment strategies, risk analysis and management.

"I like to challenge my mind and continuously focus on finding and discovering new things that are unique and not too many people know," he says. "It's exciting for me.

"The faculty at SNHU possess a passion to encourage students to learn," he adds. "This university is dynamic and innovative and it fits in to my idea of what higher education should be. My role is to continuously develop myself through research and bring innovative ideas to the students."



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