

Ph.D. in International Business

Application

Complete and Send Application to:

International Business Department  
Southern New Hampshire University  
School of Business  
2500 North River Road  
Manchester, NH 03106-1045

Phone: 603.668.2211 ext 2058  
FAX: 603.629.4632  
[internationalbusiness@snhu.edu](mailto:internationalbusiness@snhu.edu)

Today's Date: \_\_\_\_\_

Please type or print CLEARLY

Name \_\_\_\_\_  
(last) (middle) (first)

Permanent Address \_\_\_\_\_  
(Post Office Box, Apartment, Street Number and Name)

\_\_\_\_\_  
(City/Town) (State) (Zip Code)

Mailing Address (if different from permanent address) \_\_\_\_\_  
(Post Office Box, Apartment, Street Number and Name)

\_\_\_\_\_  
(City/Town) (State) (Zip Code)

Home Phone (\_\_\_\_) \_\_\_\_\_ Birth Date \_\_\_\_\_

Work Phone (\_\_\_\_) \_\_\_\_\_ City of Birth \_\_\_\_\_

Fax Number (\_\_\_\_) \_\_\_\_\_ Country of Birth \_\_\_\_\_

E-mail \_\_\_\_\_ Country of Citizenship \_\_\_\_\_

Social Security Number \_\_\_\_\_ Visa Status if Already in U.S. \_\_\_\_\_

Sex: \_\_\_ Female \_\_\_ Male Are you a permanent resident? \_\_\_\_\_

Race \_\_\_\_\_ Native Language \_\_\_\_\_  
For statistical purposes only (optional)

Current Employer (if applicable)

Name \_\_\_\_\_

Address \_\_\_\_\_

Job Title \_\_\_\_\_ Date of Hire \_\_\_\_\_

Brief Description of Duties \_\_\_\_\_

\_\_\_\_\_

**Previous Experience**

Date	Institution	Title	Part/Full Time	From	To

**Previous Formal Education**

College/University	Dates Attended		Degree Earned/Credits
	From	To	

**The following must be submitted with this application form.**

- 1. A two-to four-page typewritten personal statement which details:**
  - o Why you wish to pursue this degree and how it will help you in your future career.
- 2. A \$40.00 nonrefundable application fee.**
  - o Please make check payable to: Southern New Hampshire University
- 3. Resumé**

**To Complete Your Application**

- 1. As part of the review process, you may be requested to have an interview at the college.**
- 2. Send official undergraduate and graduate transcripts, official GMAT and TOEFL scores, and 3 letters of recommendation to:**  
International Business Department  
Southern New Hampshire University  
School of Business  
2500 North River Road  
Manchester, NH 03106-1045

**International Students – Please complete and submit the following:**

- A. English Proficiency:** A student whose native language is not English must submit proof of English proficiency by submitting a TOEFL score of at least 550 (213 CBT) or a 6.5 IETL score.
- B. Medical Form:** All students must complete a medical history form and provide a chest x-ray report to SNHU’s Wellness Center prior to registration. The form can be found at [www.snhu.edu/1504.asp](http://www.snhu.edu/1504.asp)

# Southern New Hampshire University

**C. Financial Resources:** Before an I-20 can be issued, all international students must demonstrate sufficient financial resources to cover the cost of the program. This requirement may be satisfied by a letter from the sponsor's or student's bank indicating that sufficient funds are available. Students who have sponsors in the U.S. should have these sponsors complete a Form I-134 which may be obtained by any U.S. Immigration and Naturalization Service office of the U.S. or from any U.S. embassy or consulate abroad.

**D. Do you plan to apply for university housing?**    Yes    No

By my signature below, I certify that the information contained in this application is true and complete, to the best of my knowledge, and I ask the admission committee to process my application for admission to Southern New Hampshire University's International Business Program.

**Applicant's Signature** \_\_\_\_\_ **Date:** \_\_\_\_\_

Southern New Hampshire University accepts students without regard to race, color, national origin, citizenship, religion, marital status, age, sex or sexual orientation or disability in the admission to, access to, treatment in or employment in its programs and activities.

## Southern New Hampshire University School of Business

### International Business

Businesses are becoming increasingly global in nature, while business executives are asked to deal with complex global economic, financial, political, cross cultural and strategic issues. In recognition of demand for business leaders with global perspectives, colleges and universities have established courses and programs in the area of international business. Moreover, academic research in this field has expanded noticeably in recent years. This expansion has been driven by the need to obtain an in-depth knowledge of factors shaping business activities in a global setting that could help companies take advantage of global business opportunities and compete effectively in such a setting. The demand for faculty members to teach international business at the undergraduate and graduate levels, as well as the demand for highly trained executives and consultants to help firms compete in a global market, has created an opportunity for individuals with a doctorate degree in this field to make a major impact and contribution.

The aim of the Ph.D. in International Business at Southern New Hampshire University is to train interested individuals for a career in academics, consulting, or multinational corporations that would require a theoretical understanding of global business operations with a strong interest in applied research. The program will strive to meet the interests and needs of full- and part-time students and will be flexible enough to accommodate the professional life circumstances of the adult learner. The program is also geared toward international students who are interested in teaching and research in their own countries after receiving their degree.

Southern New Hampshire University offers Bachelor of Science and Master of Science degrees as well as a Graduate Certificate in international business. The graduate enrollment in international business includes a balance between U.S. and international students. Such an international atmosphere provides an opportunity for students to appreciate cross-cultural issues.

#### The Goals of the Ph.D. Program

- o To develop a learning community of scholars, educators and practitioners who combine vision, technical knowledge and research skills.
- o To develop a discourse of thought that promotes intellectual challenge and encourages critical and original research.
- o To encourage diverse perspectives and discussions on issues related to global business.
- o To prepare students for careers in teaching and research at the university level, or employment in multinational corporations or in government agencies.

#### Admission Requirements

**Admission to the Ph.D. in International Business Program is competitive. Minimum requirements for admission would be:**

- o An M.S. Degree in International Business, Business Administration, or related field from an accredited institution, with a GPA of 3.5 or above
- o Submission of GMAT or GRE score
- o Submission of TOEFL score (International Students Only)
- o Three letters of recommendation
- o An essay explaining why the applicant is seeking a doctoral program in international business
- o Resume
- o Official undergraduate and graduate transcripts

**The deadline for submission of all application materials is April 1. (It is recommended that all materials are submitted together). Applications received after this deadline will only be considered on the basis of availability. Limited financial support is available.**







## **Program Requirements**

**After acceptance to the program, each student must fulfill the following requirements prior to completion of the program:**

### **I. Program Prerequisite**

Since students will receive a Ph.D. in International Business, students must be thoroughly familiar with business and with international business subjects. Prerequisite for entering into the doctorate program is the equivalent of an M.S. Degree in International Business, Business Administration, or a related field. Those with degrees in related fields, once accepted into the doctorate program, must complete the following courses as prerequisites to the doctoral seminars:

#### **International Business Courses**

International Trade and Competitiveness  
Multinational Business Strategy  
Multinational Corporate Environment  
Multinational Corporate Finance  
Multinational Marketing Strategy

### **II. Required Doctoral Courses in International Business**

These courses will help students to prepare for the comprehensive exams. They also provide an opportunity for students to research a topic of interest, which may lead eventually to a doctorate dissertation. For course descriptions, please see Southern New Hampshire University's Graduate Catalog via the university's website.

All doctoral students must successfully complete the following doctoral level courses in international business. These include the following:

Seminar in Multinational Business Strategy  
Seminar in Multinational Finance  
Seminar in Multinational Marketing  
Theories of Globalization  
Topics in Foreign Direct Investment  
Topics in Privatization

### **III. Advanced Quantitative Analysis in International Business**

All doctoral students must complete two-advanced quantitative analysis in international business courses.  
Advanced Quantitative Analysis in International Business I  
Advanced Quantitative Analysis in International Business II

### **IV. Second Field of Specialization**

Students, with the help of a faculty mentor, will design a second area of specialization of at least four courses at the 600 and 700 level. The second field could include areas such as finance, information technology, business strategy and marketing.

### **V. Foreign Language**

The Ph.D. in International Business would require competency in at least one foreign language. Demonstrating a working knowledge of a foreign language can satisfy this requirement.

## **VI. Comprehensive Examination**

Upon the completion of all course work, doctoral students must take comprehensive examinations in international business, advanced quantitative methodology and a second field of specialization. The comprehensive exams will take two days. International business will take place the first day and research methodology, along with the second field, on the second day. Once students pass the written comprehensive exam, they must take an oral comprehensive examination.

Upon the successful completion of the above requirements, students will be admitted to the doctoral candidacy and would commence writing the dissertation.

## **VII. Dissertation**

Students are required to complete a doctorate dissertation. The dissertation must not only demonstrate in-depth knowledge of the specific area of research interest, but should also make an original contribution to the field of international business

Students should enroll in the doctoral dissertation colloquium. Each student will have a committee normally comprised of four faculty members: at least two from the international business area, one may come from the second field of specialization and one specializing in research methodology. The chairman of the committee must be from the international business area. If needed, an outside reader may be appointed to the committee.

Doctoral colloquiums provide an opportunity and a forum for students to discuss their dissertation research and help monitor timely progress toward completion of the dissertation. Upon completion of research and the final draft of dissertation, and with the approval of the chairman, the student makes an oral presentation in defense of his/her dissertation to the committee and any other interested individual. Approval of all members of the dissertation committee would be necessary for successful completion of the doctoral program.

## **VIII. Faculty**

The international business program has a core of experienced faculty teaching and advising in the Ph.D. program, other full-time faculty members in the School of Business and highly qualified adjunct faculty.

**Dr. Massood Samii**, *Chair of the International Business Department and Director of the Ph.D. Program in International Business*. Areas of research: Foreign Direct Investment, International Risk Analysis and the International Oil Market. A former Chief Economist for OPEC, he also is a senior lecturer at MIT.

**Dr. Bulent Aybar**, *Professor of International Finance*. Areas of research: Global Financial Markets and Privatization. A research fellow at the Center for International Business and Economic Growth, he also is an executive board member for the New Hampshire International Trade Association.

**Dr. Tej Dhakar**, *Professor and Chair of the Department of Quantitative Studies and Operations Management*. Areas of Research: Sales Forecasting, Applications of Vector Auto-Regression, Multivariate Statistical Analysis, Month Effect in the Dow Jones Industrial Average, Determinants of Foreign Direct Investment in Central and East European Countries, Impact of Corruption on Foreign Direct Investment.

**Dr. Nicholas Nugent**, *Professor of International Marketing*. Areas of research: Multinational Marketing and Strategy, and Marketing Research with a focus on International Market Entry Strategies on Tariff and Non-Tariff Barriers to International Trade. He has taught executive M.B.A. programs in Europe and the Middle East.

**Dr. Charlotte Broaden**, *Associate Professor of International Business & Organizational Leadership*. Areas of Research: International Entrepreneurship; Reverse investment strategies; Cultural and Diversity Management; Small Business Development in Emerging Markets.

**Dr. Aysun Ficici**, *Associate Professor of International Business*. Areas of research: Political economy, negotiations, emerging market multinationals, global governance, economic regionalism and the EU

**Dr. Charles White**, *Professor of Economics*. Areas of research: Econometrics.

### **International Business Modeling Laboratory**

The International Business Modeling Laboratory (IBML) of Southern New Hampshire University's International Business Department is aimed at promoting quantitative and technical research activities related to the field of international business. The following are the objectives:

- o To facilitate high quality research, international business modeling and teaching in the international business field.
- o To build a network of researchers in international business to engage in joint research activities.
- o To build a strong external network of users, funding organizations, and associated researchers to complement, support, utilize and participate in the activities of the IBML.

### **Computer, Library and Research Services**

Southern New Hampshire University maintains several microcomputer laboratories, which contain industry-standard microcomputers and Macintosh computers networked to either a VAX or a Novel network server. Available via these microcomputers are many software applications such as word processing, spreadsheet, graphics, database and statistical programs, as well as, computer-aided software engineering (C.A.S.E.) tools. Southern New Hampshire University supports an MS Windows operating systems environment in all student-computing laboratories, and UNIX is supported in the School of Business.

The Harry A.B. and Gertrude C. Shapiro Library have an up-to-date collection of journals, books, and online computer databases. Southern New Hampshire University utilizes more than 30 CD-ROM databases, to assist students, faculty, staff, and alumni with their research. Computer workstations provide access to the collection of CD-ROM databases, the college's online card catalog and other university library resources via the Internet.

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