

Master of International Management

A program of the School of Global Commerce and Management

Effective July 1, 2001, the School of Global Commerce and Management will include the undergraduate Department of Economics and Business Management, the Organizational Management Program (a program for the adult learner seeking a baccalaureate degree), and the Master of International Management (M.I.M.) program.

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Program and Curricular Focus

The Master of International Management (M.I.M.) Program, founded in 1992, is Whitworth's response to a growing demand from the business sector for key employees who are well prepared to manage global activities. The program is designed for recent college graduates as well as for professionals seeking advanced skills in global management and international service. The M.I.M. Program was developed using the best ideas of several excellent MBA programs and tailoring those ideas to meet the needs of progressive, globally oriented organizations. Whitworth's M.I.M. Program is unique in the Northwest; its graduates have joined a broad array of international companies and nonprofit organizations in the Northwest and around the world.

The unique M.I.M. Program offers:

- an intercultural focus in all student experiences – the classroom, team study, internships and interactions with a culturally diverse cohort group;
- practical knowledge of a foreign language for business transactions and management;
- instruction that stresses the role of Christian ethics and other value systems that may guide managers in their decision-making;
- small classes that offer a balance of analytical and humanistic curriculum

Our faculty brings a wide variety of international experiences to the program and incorporates participants' interests into each class. Moreover, our multicultural graduate students bring valuable expertise from a wide variety of professional and academic backgrounds. Whitworth's M.I.M. Program balances practical competency with theoretical understanding and maintains high academic standards while using methodology suited to diverse learners. The program also seeks to tailor portions of its curriculum to each student's career objectives in business, service, nonprofit or government organizations.

Schedule

A typical format for courses is a six- to seven-week period with instruction two evenings during the week. Courses will run consecutively, with September being the usual start-up of each cohort class. Foreign-language classes last 12 weeks. Most students will be able to complete course requirements within a period of 15 months.

Application Procedures and Admission Criteria

Admission decisions are related to the applicant's undergraduate academic record, recommendations, prior experience, graduate examination (GRE or GMAT) score, and approved English language test (TOEFL/TWE) for students whose native language is not English. Z

The following guidelines apply:

1. Transfer courses from other graduate programs will be assessed carefully and, typically, only six semester credits or 10 quarter credits will be considered for transfer as a student enters the M.I.M. program.
2. A TOEFL score of at least 213 (550 computer-based TOEFL) and a TWE (Test of Written English) of at least 4.0 are required for students who are not native speakers of English, unless a student has received a bachelor's degree from an accredited U.S. college or university.
3. All applicants must hold a bachelor's degree from an accredited or chartered college or university.

Prerequisites**The following undergraduate prerequisites are necessary:**

Principles of Accounting

Principles of Microeconomics

Principles of Macroeconomics

Principles of Management

Basic abilities in a foreign language

The following prior coursework is strongly recommended:

Introduction to Finance

Statistics

Marketing

International Relations

Second year of a foreign language

Note: Some prerequisites may be met through special intensive MIM workshops or may be challenged through examinations.

Application Procedures

Submit the following:

- M.I.M. Application for Admission;
- a \$35 (U.S.) non-refundable application fee (please make checks payable to Whitworth College);
- a one-page, typed essay, stating your purpose for wanting to enter the M.I.M. program. Please explain how this relates to your short-term and long-term goals;
- two complete recommendation forms from persons who have worked closely with you and are familiar with your academic and/or professional background;
- official transcripts from ALL colleges or universities you are now attending or have previously attended. Photocopies/unofficial copies will not be accepted. Originals must be sent to the M.I.M. office at Whitworth College directly from the sending college or university's Registrar's Office;
- official GRE or GMAT score reports sent directly to the M.I.M. office at Whitworth College from the Educational Testing Service (ETS). To request GMAT scores, contact GMAT, Educational Testing Service, Box 6103, Princeton, NJ 08541-6103. To request GRE scores, contact GRE, Educational Testing Service, Box 6000, Princeton, NJ 08541-6000. The Whitworth College code is 4953;
- a professional résumé that highlights your work experience, significant achievements and responsibilities.

Non-US citizens must also include:

- an official TOEFL score report sent directly to the M.I.M. office at Whitworth College from the Educational Testing Service. To request your TOEFL score, contact TOEFL, Box 6153, Princeton, NJ 08541-6153 U.S.A. This score is required of all non-native English speakers. For general information, write to: TOEFL, Box 6151, Princeton, NJ 08541-6151 U.S.A.;
- a detailed International Student Financial Statement form with the supporting verification documents (including evidence of adequate available financial resources to attend the M.I.M. program);

- an affidavit of financial support is required from students whose financial resources are supplemented in part or wholly by someone other than the applicant. Use INS form I-134;
- Non-degree-seeking students must meet all of the requirements expected of degree candidates. Class enrollment is done on a space-available basis, giving priority to full degree-seeking students.

Note: International students unable to meet all of these entrance requirements are encouraged to consider application to Whitworth's post-baccalaureate program, a semester-long or one-year program designed to help students improve their English language skills. Completion of the post-baccalaureate program does not guarantee admission to graduate school.

M.I.M Degree Requirements (37)

Core Courses	14
IM 501 International Trade and Finance	3
IM 502 Management for a Global Market	3
IM 503 Political Environments for Business and Development	3
IM 504 Ethical Issues in International Management	2
IM 505 Comparative Organizational Behavior	3
Foreign Language	9

Foreign-language instruction is offered in small groups focusing on business vocabulary. Entering students will take a foreign-language placement test. Any of the three-credit language courses may be taken overseas. Special arrangements must be made in advance. Two tracks of foreign-language study are offered. The minimal requirement is to complete two courses at the intermediate level and one at the advanced level. Students entering with advanced competency are required to take a minimum of one three-credit M.I.M. foreign language class from Track 2, substituting other electives for the remaining six credits.

Foreign languages currently being offered include Japanese, Spanish, French, Chinese, Russian, Korean, and German. Beginning-level foreign-language credits are offered (IM 539), but do not apply toward the M.I.M. degree.

Track 1

IM 540	Intermediate Language for Managers I
IM 541	Intermediate Language for Managers II
IM 543	Advanced Language for Managers I

Track 2

IM 543	Advanced Language for Managers I
IM 544	Advanced Language for Managers II
IM 545	Advanced Language for Managers III

International Students

When no TWE score is submitted, students will be required to take a writing test. If necessary, they will improve their English language skills by enrolling in EL 403, Research Writing. In some cases, additional English-language study may be recommended, although such coursework does not apply toward the M.I.M. degree. For the remaining six foreign-language credits, students may choose to study another language or take elective courses.

Internship and/or Final Project (2)

IM 590	Internship
IM 598	Final Project

Electives (12)

IM 506	Issues in Global Management
IM 512	Management With Technology
IM 513	Economic Development
IM 514	Survey of Accounting, Finance and Project Appraisal
IM 516	Trade Procedures and Practices

IM 517	International Negotiation and Dispute Resolution
IM 520	International Marketing
IM 521	Corporate Communications
IM 535	Entrepreneurship and Advanced Applications

Academic Standards

1. Graduate degree specialization must be built upon adequate undergraduate preparation.
2. Workshops, correspondence courses, full video courses or independent studies may not be transferred from another college or university. Only those courses graded with a "B" or better are eligible for transfer at the time a student enters the program. A maximum of six graduate-level credits is transferable. Transfer of coursework later in the program is not permissible unless study is conducted through existing exchange agreements with partner institutions.
3. Documentation of experience will be required of anyone petitioning to substitute experience for prerequisites.
4. Admission to study is not a guarantee for receipt of degree. Degree recipients must achieve a cumulative grade point average of 3.0 on a 4.0 scale for all courses taken as part of the approved degree. Whitworth uses a plus/minus grading system.
5. No credit toward the degree will be allowed for a course in which the student receives a grade below "B-." For any semester during which the student's graduate GPA falls below 3.0, the student will be placed on academic probation. Students may be dismissed from the graduate program if three grades below "B-" are received or if they are placed on academic probation for two consecutive semesters.
6. Incomplete grades are given only in emergency situations. The student and instructor sign a statement indicating the reason for an incomplete and file this with the Registrar's Office. The incomplete must be removed within six weeks following the end of the term in which the student was enrolled.
7. An in-progress (IP) grade is given only for internships or projects. In-progress marks must be removed within six months of receipt of the "IP" grade. If not, the student must re-enroll and pay tuition again for the course.
8. All degree requirements must be completed within six years.
9. To be considered a full-time student in the M.I.M. program, a student must complete at least six semester credits within the academic semester at the college. For financial aid and scholarship recipients, the student must be enrolled according to the following schedule: nine semester credits during fall and spring term, two semester credits during Jan Term, and eight semester credits during the summer.
10. A student may apply six semester credits of M.I.M. coursework taken as a non-degree enrollee for completion of the degree. After completion of at least two courses with non-degree status, the student is encouraged to make formal application for degree standing.
11. A maximum of two courses or six semester units of independent study may be applied to fulfill the total credits required for the degree, but will only be approved in cases in which recommended courses are not available.
12. Students are required to be in residence during the last semester before completion of course credits other than internships and projects. Student must petition for exceptions.

Graduation Procedures

Students must file an application for graduation in the M.I.M. office to request that a degree audit be issued. This application is to be filed by Jan. 1 of the year the student desires to graduate. Formal graduation takes place in mid-May. All coursework and any comprehensive exams must be completed by the end of the term prior to the degree-posting date. Whitworth College has three posting dates each year: mid-August, Jan. 31 and mid-May.

International Management Courses

- IM 501 International Trade and Finance** 3
Foundations of international trade and finance. Issues in commercial trade policies of the U.S. and its principal trading partners; trade in new technologies and services; international capital flows; role of international financial institutions; case studies in U.S.-Asian trade and finance relations, North American Free Trade Zone.
- IM 502 Management for a Global Market** 3
Principles of management in the international environment. Strategic planning and decision-making in such areas as international marketing. Concepts of organizational design, leadership and control.
- IM 503 Political Environments for Business and Development** 3
Introduction to important conceptual and practical approaches to political risk assessment. Studies of government policies affecting business investment and development. Examination of political institutions; patterns of government interaction with business, leadership and risk management.
- IM 504 Ethical Issues in International Management** 2
Ethical implications of practices in modern and traditional societies. Value issues relating to bribes, advertising and sales, quality control, environmental standards, employee benefits, personnel policy, gender and sexuality issues, community involvement and philanthropy, truthfulness, censorship and freedom of information.
- IM 505 Comparative Organizational Behavior** 3
Practical issues of management in foreign cultures, including study of Total Quality Management. Topics include leadership dynamics, group motivation, and comparative management techniques based on the patterns of organizational behavior in different countries.
- IM 506 Issues in Global Management** 3
Selected topics critical to international business operations may include some of the following: cross-cultural communication, entrepreneurship, e-commerce.
- IM 512 Management With Technology** 3
Examination of technology and innovation management in organizations facing intense international competition. Emphasis on roles and integration of information technologies. Study of costs and benefits of adopting new technologies, leadership of cross-functional innovative teams, evaluation of emerging technologies in electronic commerce, information systems, decision support software and human interface with technology in the workplace.
- IM 513 Economic Development** 3
Theory and comparative study of economic growth and development in Third-World countries; roles of government, private sector, non-government organizations and international agencies in economic development; practical training in project evaluation.
- IM 514 Survey of Accounting, Finance and Project Appraisal** 3
Overview of financial and accounting practices and issues; survey of the principles of financial analysis. Introduction to project planning and appraisal incorporating risk/reward and cost/benefit analysis. Applications in business, governmental and nonprofit environments.
- IM 517 International Negotiation and Dispute Resolution** 3
The pace of the international business environment spurs organizations to contain litigation costs through the use of improved communication techniques and alternative dispute resolution methods. This course examines the use of these management tools and undertakes training in their use through classroom simulation.

- IM 519 International Transactional Law** **3**
 Development of a working and conceptual knowledge of international transactional law for use in the student's personal and professional growth. Includes relevant ethical, moral, social and political issues.
- IM 520 International Marketing** **3**
 Managerial marketing concepts applied in industrialized countries. Global marketing activities related to both strategic and tactical solutions. Options range from agents to direct foreign investment. Consideration of initial entry phase to expansion and global rationalization for both large and small entities. Characteristics, trends, opportunities, market research, planning and control issues. Interaction through market/product analysis projects and case studies.
- IM 521 Corporate Communications** **3**
 This course is designed to fine-tune skills in communication within the culture of international business. It is offered to international students and to native English-speaking students with two years or less of managerial business experience upon recommendation of the M.I.M. advisors.
- IM 535 Entrepreneurship and Advanced Applications** **3**
 A capstone course in which students apply previous coursework to develop a feasibility study for overseas operations or programs whether they are profit- or nonprofit-oriented. Emphasis on practical skills and abilities for management employment. This course is strongly recommended for business-track students.
- IM 590 Internship** **2**
 Overseas or local internships are arranged through MIM advisors and/or institute director. Internship includes final written report that reviews learning and research conducted during the internship and integrates previous coursework into final summary.
- IM 598 Final Project** **2**
 Market research or similar project approved by graduate advisor and department. A final presentation is required.
- IM 540-545 Foreign Languages:** **3**
 Japanese • Spanish • French • Chinese • Russian • German • Korean
 Specialized language courses give attention to business and professional vocabulary and emphasize speaking, listening, reading and writing skills. Business projects in the target language will be assigned. Placement test determines language level and section number. Most students will take three of the following:
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| IM 539 | Novice Level (does not apply to M.I.M. degree) |
| IM 540 | Intermediate Language for Managers I |
| IM 541 | Intermediate Language for Managers II |
| IM 543 | Advanced Language for Managers I |
| IM 544 | Advanced Language for Managers II |
| IM 545 | Advanced Language for Managers III |