

Career Options

- Assistant Treasurer
- Advertising, Marketing, and Public Relations Manager
- Bilingual Educator
- Business Analyst
- Corporate Trainer
- Currency Dealer
- Customs Broker
- Customs Inspector
- Distribution & International Operations Manager
- Entrepreneur
- Export Sales Representative
- Financial Services Sales Agent
- Foreign Affairs Specialist
- Foreign Exchange Worker
- Foreign Service Officer
- Foreign Trade Consultant/Specialist
- Global Sourcing (Procurement) Specialist
- Human Resources Specialist
- Import/Export Administrator/Specialist
- International Account Representative
- International Appraiser
- International Bank Manager
- International Business Development Manager
- International Buyer
- International Commodities Trader
- International Consultant
- International Economist
- International Finance Officer
- International Financial Analyst
- International Job Analyst
- International Marketing Specialist
- International Media Planner
- International Product/Brand Manager
- International Purchasing Agent
- International Stock Broker
- International Trade Specialist
- International Travel Agent
- Interpreter
- Management Consultants
- Quality Assurance Coordinator
- Research Analyst
- Supply Chain & Customer Relations Manager
- Vice President Global Marketing

What is International Business?

The major in International Business will provide students with a comprehensive understanding of international business principles as they apply in a business setting. It will enhance expertise in a functional area within traditional business disciplines such as marketing or finance, and increase appreciation and awareness of foreign cultures and practices in both business and social settings. Students will have knowledge of a second language in order to understand the culture and the complexity of conducting business in a foreign country, and practical business experience in an international environment, i.e., the practicum project in the capstone course and possibly an international internship.

Occupational Opportunities

IB majors are prepared to succeed in a wide range of occupational areas. Career opportunities may include private firms with world-wide interests, government and international agencies and U.S. and foreign colleges and universities. The selected list of occupations illustrates the wide range of careers for students with an IB major, including both entry-level and advanced positions.

Skills & Abilities

Working in International Business typically requires individuals to have firm business knowledge, strong communication skills, cross-cultural fluency, creativity, and organizational and planning skills. IB majors possess the ability to “think outside the box” which is necessary to provide dynamic, innovative solutions to complex problems. Additionally, students will have lived in a foreign country, know a foreign language, worked for an international firm, and become an expert in a functional business area.

Cross-Cultural Fluency

- Global project management
- Interaction with multicultural students presenting global perspectives
- Foreign language fluency
- Study abroad program
- Ability to successfully build relationships with individuals from various cultures

Communication

- Excellent verbal skills
- Writes clearly
- Explains goals
- Speaks persuasively
- Explains financial concepts and data
- Articulates relationships between desired return and value/risk
- Builds network of contacts

Organizational

- Works in teams
- Coordinates tasks
- Integrates different approaches
- Takes leadership role in advocating a course of action
- Evaluates policies

Financial

- Forecasts future financial needs
- Constructs budgets
- Estimates short- vs. long-term cash needs
- Evaluates tradeoffs between profits and risks
- Evaluates financial reports/statements



Career Snapshots:

International Development Bank Officer

An international development bank officer channels financial resources toward economic and social development in developing and emerging countries. This funding may take the form of concessionary loans, grants or some combination of the two. Development banks are quite specialized, yet they share a number of important characteristics. While they evaluate the commercial viability of projects, they also take into account social and developmental issues. In addition to considering financial risks, central bank officers also consider a broad range of economic and social costs and benefits associated with a project. Keys to success include: a thorough understanding of credit, investment and financial analysis.

International Business Development Manager

An international business development manager is responsible for discovering foreign markets for your company's products and for formulating and executing market entry strategies. Market entry includes forming partnerships and alliances, arranging acquisitions and mergers, and negotiating distribution agreements. One may act for the company in negotiations with partners, clients and governments. Responsibilities include: establishing a vision of overseas opportunities, developing strategic plans for exploiting them and leading teams of employees in their execution. Keys to success lie in the ability to comprehend the effect that cultural values have on product demand and business practices.

Additional Resources

AIESEC

www.aiesec.org

Charles B. Rangel International Affairs-Summer Enrichment Program

www.rangelprogram.org

CIEE

www.ciee.org

Executives on Campus (EOC)

<http://blsciblogs.baruch.cuny.edu/eoc>

InterExchange

www.interexchange.org

Overseas Jobs

www.overseasjobs.com

Study Abroad: Baruch College's Weissman School of Arts and Sciences

<http://zicklin.baruch.cuny.edu/centers/weissman/students/study-abroad>

Study Abroad

www.studyabroad.com

U.S. Government's Occupational Outlook Handbook

<http://bls.gov/oco>

U.S. Chamber of Commerce Abroad

www.uschamber.com/international

Weissman Center for International Business

<http://zicklin.baruch.cuny.edu/centers/weissman>

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Baruch College, Zicklin School of Business: <http://zicklin.baruch.cuny.edu/faculty/marketing/programs/bba-in-international-business>; Los Angeles Area Chamber of Commerce Career Guide- World Trade: Your Roadmap to Success Compiled by A. Lazareff (2011); The College Board book of Majors. (2004); Vault College Career Bible (2005 Edition).