

Middlebury Institute of International Studies
Fisher International MBA Program

Business Foundations Certificate

The Business Foundations Certificate is offered by the Fisher International MBA Program to students interested in general business knowledge. The certificate is designed to better prepare graduates for management positions within areas of language education, international policy, and translation or interpretation careers. The Business Foundations Certificate (BFC) will build skill sets in various areas of business disciplines.

Elective credit requirements from the students' degree program may be satisfied by coursework pursued for the Business Foundations Certificate. Some students may need to take additional credits to complete the Certificate. It is important to meet early in your academic career with your Career/Academic Advisor to discuss your career plans and how the BFC will help you meet these goals. Students should then submit copies of undergraduate transcripts to GSIPM Assistant Dean Toni Thomas for review. Assistant Dean Thomas will email the student the required courses and credits necessary for them to complete the BFC.

Skill Set

The core requirements for the Certificate introduce the student to primary functional areas of a firm. These functional courses represent the majority of courses typically required in the MBA core requirements, but have been redesigned to reflect the background and interests of non-MBA students. To be successful, students should be proficient in the following key business functional areas: accounting, marketing, finance, organizational behavior, economics, quantitative analysis and business strategy. By understanding these functional areas and how they interrelate, students will be better able to perform in their chosen career areas. These courses will also provide the foundation to take more advanced business courses.

Core courses may be waived via prior experience, coursework or exam. Please see the MBA Academic Advisor for waivers. Substitutes must also be approved by the MBA Academic Advisor and GSIPM Assistant Dean. Students may begin course work in their first semester of enrollment at the Institute. Careful planning is required to incorporate needed classes into other degree program schedules.

Students must complete coursework with a "B" average or higher to receive certificate

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Certificate Requirements

- 5 courses AND 15 credits *minimum* of business approved coursework and all core discipline areas covered

Core Discipline Areas and Courses

Note: not all courses are offered each semester. Please see academic advisor for information and study planning.

- **Marketing** 3 credits IMGT 8570 Marketing Management for non-MBA
May be waived via exam or by completing IMGT 8571 Marketing Management or other approved marketing class
- **Accounting** 3 credits IMGT 8530 Survey of Accounting
May be waived via exam or by completing IMGT 8531 Financial Accounting (2 credits) AND IMGT 8532 Managerial Accounting (2 credits) or other approved accounting course
- **Finance** 2 credits IMGT 8538 Finance Fundamentals for non-MBAs
May be waived via exam or by completing IMGT 8536 Financial Management (2 credits) or other approved finance course
- **Organizational Behavior** 2 credits IMGT 8501 International Organizational Behavior
May be waived by completing an approved combination of organization and HR related workshops
- **Quantitative Analysis** 2-4 credits IMGT 8510 Business Statistics for Non-MBA (2 credits) OR IMGT 8540 Quantitative Analysis for Business (4 credits)
May be waived via waiver exam or by completing another approved quantitative course
- **Economics** 2 credits IMGT 8561 Managerial Economics
May be waived via waiver exam or by taking ECPR 8500 AND ECPR 8501 Intensive Economics Boot Camp, or other approved economics courses which covers macro/micro econ principles
- **Strategy** 1-3 credits
IMGT 8604 International Strategic Partnerships, IMGT 8656 International Market Development: Strategy & Implementation, or other approved strategy course

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Elective Courses (If student needs additional credits in business coursework due to waiver of numerous discipline areas. Availability subject to change. Please see GSIPM Assistant Dean for appropriate substitutions.)

•	IMGT 8627	Financial Statement Analysis	3 credits
•	IMGT 8691	International Business Negotiation *	1 credit
•	IMGT 8693	International Business Consulting *	1 credit
•	IMGT 8604	International Strategic Partnerships*	3 credits
•	IMGT 8624	Debt Analysis*	1 credit
•	IMGT 8655	Tools for Project Management*	2 credits
•	IMGT 8657	Corporate Governance	3 credits
•	IMGT 8659	Sustainable Supply Chains*	3 credits
•	IMGT 8664	Social Entrepreneurship	1 credit
•	IMGT 8667	Marketing Decisions in Emerging Markets	3 credits
•	IMGT 8673	International Consumer Behavior & Marketing	1 credit
•	IMGT 8603	Social Marketing*	1 credit
•	IMGT 8676	International Marketing Communications	1 credit
•	IMGT 8694	International & Corporate Venture Capital	1 credit
•	IMGT 8698	Directed Study	up to 5 credits

*Course has no pre-requisite. Open to all.