

**Graduate Certificate in International Management**  
**College of Management**  
**Georgia Tech**

**PURPOSE OF GRADUATE CERTIFICATE CONCENTRATION**

The College of Management's graduate certificate concentration is an option in its Master of Business Administration (MBA program). This second year concentration for MBA students focuses on the skills and knowledge to pursue effectively a career in international business, investment, or global operations. The certificate program is also open, on a selective basis, to other graduate students enrolled at Georgia Tech. Special emphasis is given to functional foreign language capability as well as the capacity to understand the dynamic economic, cultural, political and legal forces shaping international trade, investment, and technology transfer and required to compete effectively across cultures in increasingly globalized markets.

**REQUIREMENTS FOR APPLICATION**

The requirements for application are covered in the general MBA brochure and application package or in the graduate application to Georgia Tech. Admission to the MBA program presumes strong undergraduate performance, GMAT scores, and evidence of leadership in past experience and undergraduate activities. Admission to the MBA program is on a selective basis, with average GMAT scores for entering students being above 620 over the past few years. Students are encouraged to indicate their interest and selection of the international management concentration immediately upon application and admission to the MBA program. Graduate students not pursuing the MBA and admitted to a graduate program at Georgia Tech may also pursue the certificate program. They should, however, consult with a Professor in Management and/or the CIBER program director.

**THE CERTIFICATE PROGRAM REQUIREMENTS**

MBA and other qualified graduate students pursuing the graduate certificate program in International Management have three special requirements to fulfill for the concentration, in addition to the other requirements of the MBA degree or others for students in different degree programs.

**REQUIREMENT #1:**

In pursuing the certificate program, students in international management must complete the following of three graduate management courses or their equivalent:

- Mgt6185 International Business Environments
- Mgt6070 International Finance
- Mgt6335 International Marketing

In addition, one elective course, selected in consultation with an academic advisor, may be chosen from a broad list of courses in the College of Management, the Sam Nunn School of International Affairs, the School of Economics, and other relevant units at Georgia Tech, to provide the student with a more solid regional or functional foundation in the international context.

Students may alternatively complete part or all of the above required and elective coursework at an approved partner business school overseas in the context of their overseas residency requirement.

### **REQUIREMENT #2 :**

As early as practicable in the second year of the MBA or other graduate program, each student must have demonstrable functional proficiency in at least one foreign language. For those who have adequate previous language training, this will be established through a standard examination and testing procedure approved by the Director of the MBA program; for those who are deficient in language ability, the programs in the Department of Modern Language (e.g. regular language courses, Georgia Tech Summer Language Institutes) will be available as part of the MBA curriculum. Students may receive credit as part of their graduate management work for up to three approved language classes taken while enrolled as graduate students.

Students can also elect to take language courses as part of their overseas educational experience at an officially sanctioned partner university.

### **REQUIREMENT #3:**

Each student is expected to spend approximately 3-6 months abroad, in a country corresponding to his or her language of specialization. This overseas experience may consist of one of the following:

- A period of study of not less than one quarter at a partner business school for which the equivalent course credit will be granted by the Graduate Committee as part of the MBA program,
- An internship in a foreign firm or organization or overseas subsidiary of an American corporation arranged by Georgia Tech or through one of our partner universities in Europe, Japan and China, or
- A combination of the above two, sequentially or simultaneously.

This period of overseas residency should normally occur in the summer term between the first and second year of study or in the Fall Term of the second year of study or a combination of both. In certain circumstances, a business practicum with a foreign corporation or the international division of a U.S. multinational or globally oriented company in the United States or a special directed project may be substituted with permission of the academic advisor.

Students will begin the process of selecting an overseas partner university and/or identifying an overseas internship opportunity during their first quarter of study. The Placement Office, the Georgia Tech Coop Office (Georgia International Coop Program), and the College of Management's Center for International Business Education and Research (CIBER) and a designated academic advisor will seek to provide assistance.

For more information, please contact Professor John R. McIntyre at Tech Square, COM 415. Phone: (404)8941463 Fax: (404)8946625 E-mail: [ciber@mgt.gatech.edu](mailto:ciber@mgt.gatech.edu).