

INTERNATIONAL BUSINESS MANAGEMENT PROGRAM (POSTGRADUATE) (B411)

PROGRAM NAME	International Business Management	TUITION	\$4,455.00 *
COURSE CODE	B411	ADDITIONAL COST	
SCHOOL	School of Management	* Amounts listed are the total of tuition, materials, student service and ancillary fees for the first two semesters of programs starting in Fall 2018. Fees are subject to change for programs starting in Fall 2019 and at later dates.	
CENTRE	Business	International students: Visit the International Fees and Related Costs ² page for more information.	
LOCATION	St. James Campus		
DURATION	8 months (2 semesters)		
STARTING MONTH	September, January, May		
CREDENTIAL	Ontario College Graduate Certificate		
YEAR OF STUDY	2019-2020		
METHOD OF STUDY	FT		
APPLY TO	Ontario Colleges ¹		

The field of international trade can seem as large and complex as the world itself, encompassing disciplines such as strategic planning, law, finance, logistics and marketing. The **International Business Management** graduate certificate program at George Brown College simplifies this complex field with dynamic and interactive teaching methods, including case analysis and guest speakers.

You will learn about:

- Documents and procedures supporting the movement of products and services in a global supply chain
- Statutory and regulatory compliance
- Cultural etiquette, business protocols, ethical standards and legal practices
- International payment instruments and options
- Foreign exchange strategies
- Human resource strategies in an international operation

This Centre for Business³ program is part of our School of Management.⁴

Watch our past recording of the online info session for the International Business Management Program

PART TIME STUDY OPTIONS

Part-time study options are not available for this program.

PROGRAM STANDARDS AND LEARNING OUTCOMES

The graduate has reliably demonstrated the ability to:

1. Conduct an environmental scan to evaluate the impact of world issues on an organization's international business opportunities.
2. Conduct, evaluate and present market research to support an organization's international business decision-making.

3. Manage the preparation of documents and the application of procedures to support the movement of products and services in the organization's global supply chain.
4. Evaluate the impact of statutory and regulatory compliance on an organization's integrative trade initiatives.
5. Develop and implement strategies to negotiate effectively within various cultural environments and to address the impact of cultural differences on an organization's integrative trade initiatives.
6. Develop and present an international marketing plan, and evaluate sales strategies that support an organization's integrative trade initiatives.
7. Identify and interpret relevant international financial documents, and evaluate financial strategies that support an organization's integrative trade initiatives.
8. Analyze the impact of an organization's integrative trade initiatives on its human resources management strategies, policies, and practices.
9. Develop and present an international business plan.
10. Manage the implementation and evaluation of team projects by applying project management principles.
11. Recommend strategies to support principles of corporate sustainability, corporate social responsibility and ethics associated with an organization's integrative trade initiatives and evaluate their effectiveness.
12. Select and apply current technologies to support an organization's integrative trade initiatives.

REQUIRED COURSES

In order to graduate from the **B411 program**, you need to complete **12** Mandatory courses.

SEMESTER 1

Code	Course Name	Pre-requisite
BUS 4091	Global Trade Assessment	NONE
BUS 4092	International Sales and Marketing	NONE
BUS 4093	Supply Chain Management	NONE
BUS 4094	International Market Entry Strategies	NONE
BUS 4038	Intro to Freight Forwarding I	NONE
BUS 4040	Customs Procedures I	NONE

SEMESTER 2

Code	Course Name	Pre-requisite
BUS 4034	International Trade Finance	BUS4091
BUS 4037	International Trade Management	BUS4094
BUS 4039	Intro to Freight Forwarding II	BUS4038
BUS 4041	Customs Procedures II	BUS4040
BUS 4095	Capstone Project	Successful completion of Semester 1
BUS 4079	International Business Speakers Series	NONE

YOUR CAREER

Graduates of this program will be equipped to enter a wide range of positions across a broad spectrum of organizations involved in international business management. Examples of careers students may pursue after graduation include:

- Export Control Analyst
- Junior Import Coordinator
- Logistics Coordinator
- Logistics and Customs Coordinator
- Customs Rater

FUTURE STUDY OPTIONS

The International Business Management graduate certificate can also prepare students to pursue three industry designations/certifications in addition to the George Brown College graduate certificate if they choose to do so. These industry designations/certifications require additional exams and/or related work experience to qualify. Please check the official websites listed below to find the detailed requirements set by the granting bodies of these designations/certifications.

The three industry designations/certifications are:

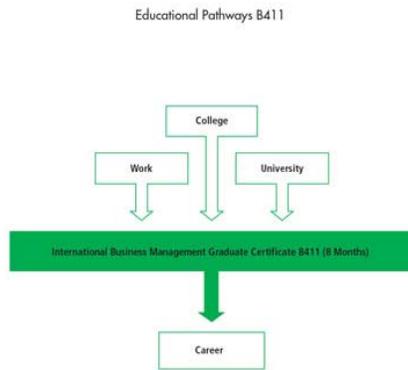
- Certified International Trade Professional (CITP) designation offered by FITT (fitt.ca). Please view equivalency course chart at georgebrown.ca/FITT.
- Certified Customs Specialist (CCS) designation offered by the Canadian Society of Customs Brokers (cscb.ca)
- Certificate in International Freight Forwarding (CIFFA), recognized and approved by the Federation of International Freight Forwarding Associations (ciffa.com)

Note: The requirements for each designation/certification are set by the granting body, not George Brown College. In order to qualify for any of these designations/certifications, you need to follow the process listed on its website and meet all the requirements applicable to you.

ACCREDITED EDUCATIONAL PARTNERSHIP AGREEMENT WITH FITT

George Brown College has partnered with FITT (Forum for International Trade Training) to offer the FITT skills program. FITT is an international trade training and professional certification body. As the only organization of its kind in the world, FITT sets the standards and designs the training programs leading to the

Certified International Trade Professional (CITP) designation. FITT's quality training programs impart knowledge and practical skills that provide a competitive advantage to trade practitioners and elevate their position in world markets.



ADMISSION REQUIREMENTS

- College Advanced Diploma (3-year) or Bachelor's Degree or demonstrated, relevant work experience (resume and references required).

English Language Proficiency

Applicants with international transcripts who do not provide English proficiency test results must test at the College level in the George Brown College English assessment to be considered for admission. In addition, applicants who are considered for admission to the program based solely on their work experience will be required to provide proof of English proficiency at the college level, and may be required to write the George Brown College English admission assessment

Please visit georgebrown.ca/englishproficiency for more details.

Course Exemptions

Some college and university credits may qualify you for exemptions. Please visit georgebrown.ca/transferguide for more information.

International (Visa) Students

Visit the International Admissions⁵ page for more information.



Carlos Carli (Graduate 2016, International Business Management); *Spanish Social Care Specialist, Shopify*

“Starting in a new country is never easy; luckily for me, I landed in the right place. George Brown College feels like home with every interaction I have, no matter if

I’m speaking with staff, colleagues or friends. The college gave me the opportunity to develop my professional skills by working as a Peer Coach and later on as the Marketing Coordinator for the Career Services Centre, an opportunity offered for my co-op term. I’m proud to be a George Brown International Business Management AND Strategic Relationship Marketing graduate.”



Anshul Arya (Graduate 2016, International Business Management)

“George Brown College provided me with numerous volunteering opportunities that helped me immensely in sharpening my soft skills and knowing more about initiatives happening in and around

Toronto. As an international student, George Brown College was an excellent platform to start my long journey in Canada. In times to come, I would love to give back to the college in whichever way it’s possible and help in shaping the lives of international students.”



Dinh Truong (Graduate 2014, International Business Management); *Compliance Officer, Goldium FX*

“I could not have become who I am today without the people who are part of this community at George Brown. The experience you learn from this program,

you can immediately apply it to the workplace when you’re looking for a job.” *Hear more about Dinh’s story in our video⁶.*

CONTACT US

DOMESTIC STUDENTS ADMISSIONS

For inquiries about domestic admission requirements, admission deadlines, or the admissions process, please contact the Admissions Office at admissions@georgebrown.ca or visit the Admissions web page.

INTERNATIONAL STUDENT ADMISSIONS

For inquiries about international admission requirements, permits and visas, accommodations, or anything specific to international students, please contact the International Centre at International@georgebrown.ca or visit George Brown International.

Phone: (416) 415-5000 ext. 2115

FINANCIALS/FEES

For inquiries about OSAP, Bursaries, Scholarships and other financial inquiries, please contact the Financial Aid Office at FinAid@georgebrown.ca or visit the Financial Aid web page.

ENTRY ADVISING

For advice on the various program options and which program might be best suited for you, make an appointment to see an Entry Advisor. Please review these frequently asked questions or choose to book your appointment using the link provided.

- Book online:**
Complete and submit the Client Intake Form
- Book by phone:**
Entry Advisor: (416) 415-5000, Ext 2949 Toll Free:
1-800-265-2002 TTY: 1-877-515-5559

CENTRE FOR BUSINESS

For questions regarding programs at the Centre for Business or if you require more information, please do not hesitate to contact us. Our knowledgeable staff are available to assist you.

For general inquiries, please contact the Centre for Business:
Email: business@georgebrown.ca Phone: (416) 415-5000 ext. 2160

INFORMATION SESSIONS

For program specific information and to meet faculty, sign up to attend an information session

INTERNATIONAL BUSINESS MANAGEMENT (B411)

For inquiries related to this program (for example, course-specific information) please contact the Co-ordinator:

Anu Harder, Program Co-ordinator
Email: aharder@georgebrown.ca
Colin Williams, Chair, School of Management
Email: c.williams@georgebrown.ca
Book a Meeting with the Chair:
centreforbusiness.as.me/managementprospective

VISIT OUR CAMPUS

This program is offered out of our School of Management¹⁴ and classes take place at our St. James Campus¹⁵, mainly at 200 King St. E.¹⁶, and 290 Adelaide St. E.¹⁷, Toronto, ON, Canada.

On-campus information sessions are held on a regular basis. Come and have your questions answered. Learn about the program content and career options, meet your friendly professors and staff, and experience what it is like to be in a George Brown College classroom. Sign up¹⁸ for an upcoming session.

Campus tours are offered on a regular basis. Sign up¹⁹ today! You can also check out our virtual tour²⁰.

LINKS REFERENCE

- <https://collegeapply.ontariocolleges.ca/?collegeCode=GBTC&programCode=B411&lang=en>
- <http://www.georgebrown.ca/international/futurestudents/tuitionfees/>
- <http://www.georgebrown.ca/business/>
- <http://www.georgebrown.ca/business/management/>
- <http://www.georgebrown.ca/international/futurestudents/howtoapply/>
- <https://www.youtube.com/watch?v=uDRjvstkOhE>
- <http://www.georgebrown.ca/admissions/>
- <http://www.georgebrown.ca/international/>
- <http://www.georgebrown.ca/financialaid/>
- http://www.georgebrown.ca/entry_advising_fa_q.aspx
- <http://www.georgebrown.ca/advising/contactform/>
- http://www.georgebrown.ca/info_sessions.aspx
- <https://centreforbusiness.as.me/managementprospective>
- <http://www.georgebrown.ca/business/management/>
- <http://www.georgebrown.ca/campuses/st-james/>
- <https://www.google.com/maps/place/George+Brown+College/@43.650962,-79.3724126,17z/data=!3m1!4b1!4m5!3m4!1s0x0:0x2a2d39cb9b79ac42!8m2!3d43.650962!4d-79.3702239>
- <https://www.google.com/maps/place/George+Brown+College/@43.6519459,-79.3722555,17z/data=!3m1!4b1!4m5!3m4!1s0x0:0x975fd3a1900dc061!8m2!3d43.6519459!4d-79.3700668>
- http://www.georgebrown.ca/business_infosessions/
- http://www.georgebrown.ca/campus_tours/
- <http://vt.georgebrown.ca/business>

George Brown College is continually striving to improve its programs and their delivery. The information contained in this calendar is subject to change without notice. It should not be viewed as a representation, offer or warranty. Students are responsible for verifying George Brown College admission, graduation, and fee requirements as well as any requirements of outside institutions, industry associations, or other bodies that may award additional designations concurrently with, or after completion of, a George Brown College program.