AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

BULLETIN 1980-81

GLENDALE, ARIZONA
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in all the world
for highly skilled
international executives."*

LOWELL THOMAS

""Marco Polos of Thunderbird,"
(Swartwout Enterprises, Scottsdale, Ariz.), 16 mm. color film.
The cover of this Bulletin is a line representation of the Dymaxion Sky-Ocean World Fuller Projection of the earth as developed and drawn by R. Buckminster Fuller and Shoji Sadao, Cartographers. The Fuller Projection is copyrighted and reproduced here by permission of Mr. Fuller.

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Inquiries and requests for informational data should be addressed to Dean of Admissions, American Graduate School of International Management, Glendale, Arizona 85306.
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• To encourage knowledgeable, socially responsive and effective leadership in business, governmental and multinational institutions, and social agencies engaged in international operations.

• To provide an academically sound and pragmatically relevant Master’s degree program in international management to a new generation of international executives.

• To foster international understanding by developing constructive, sympathetic and mutually satisfactory business and cultural relations among peoples of the world.

• To provide leaders who are capable of creative communication, who are fully aware of the needs and principles of international organizations, and who are committed to adapting scientific management to the promotion of a productive, prosperous and peaceful international environment.
William Voris, President of American Graduate School since September 1, 1971.
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ACADEMIC CALENDAR

WINTERIM 1980
Registration, Classes Begin
Final Examinations
(Note: During Winterim some classes are held on Saturdays)

SPRING SEMESTER 1980
Orientation, Testing, Registration
Classes Begin, Financial Registration

Last Day for Late Registration, Changes in Schedule
Easter Break, Dining Hall Closed
Classes Resume

Last Day of Classes
Final Examinations
Commencement

SUMMER SESSION 1980
Orientation, Testing, Registration
Classes Begin, Thunderbird Campus, Financial Registration
Classes Begin, Guadalajara Campus
Last Day for Late Registration, Changes in Schedule

Holiday - Independence Day
(Dining Hall Closed July 4, 5, 6)

Last Day of Classes
Final Examinations
Commencement

FALL SEMESTER 1980
Orientation, Testing, Registration
Classes Begin, Financial Registration
Last Day for Late Registration, Changes in Schedule

Holiday - Labor Day
(Dining Hall Closed August 30, 31, Sept.1)

Thanksgiving Break, Dining Hall Closed

Last Day of Classes
Final Examinations
Commencement

WINTERIM 1981
Registration, Classes Begin
Final Examinations
(Note: During Winterim some classes are held on Saturdays)
### SPRING SEMESTER 1981
- **Orientation, Testing, Registration**
- **Classes Begin, Financial Registration**
- **Last Day for Late Registration, Changes in Schedule**

- **Easter Break, Dining Hall Closed**
- **Classes Resume**

- **Last Day of Classes**
- **Final Examinations**
- **Commencement**

### SUMMER SESSION 1981
- **Orientation, Testing, Registration**
- **Classes Begin, Thunderbird Campus, Financial Registration**
- **Classes Begin, Guadalajara Campus**
- **Last Day for Late Registration, Changes in Schedule**

- **Holiday - Independence Day**
- **(Dining Hall Closed July 3, 4, 5)**

- **Last Day of Classes**
- **Final Examinations**
- **Commencement**

### FALL SEMESTER 1981
- **Orientation, Testing, Registration**
- **Classes Begin, Financial Registration**
- **Last Day for Late Registration, Changes in Schedule**

- **Holiday - Labor Day**
- **(Dining Hall Closed Sept. 5, 6, 7)**

### JANUARY
- **Thurs./Fri. 22-23**
- **Mon. 26**
- **Fri. 31**

### APRIL
- **Fri./Mon. 17-20**
- **Tues. 21**

### MAY
- **Fri. 8**
- **Sat./Fri. 9-15**
- **Fri. 15**

### JUNE
- **Thurs./Fri. 28-29**
- **Mon. 1**
- **Wed. 3**
- **Wed. 3**

### JULY
- **Fri. 3**

### AUGUST
- **Tues. 4**
- **Wed./Fri. 5-7**
- **Fri. 7**

### SEPTEMBER
- **Thurs./Sun. 26-29**

### OCTOBER

### NOVEMBER
- **Mon. 7**

### DECEMBER
- **Fri. 4**
- **Sat./Fri. 5-11**
- **Fri. 11**
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Dean, College of Business and Public Administration, University of Arizona. Professor and Chairman of the Department of Management, California State University at Los Angeles. Professor, The University of Teheran, Iran. Professor, The American University of Beirut, Lebanon. Advisor to the King Abdul Aziz University in Saudi Arabia. Author: Production Control; The Management of Production.

Marshall Geer III, Dean of the Faculty and Professor of Economics.


Assistant Professor, University of Colorado. Visiting Assistant Professor, University of Oregon. Assistant Professor, University of Northern Colorado. Fulbright Exchange Professor (and Resident Director, University of Colorado Student Exchange Program), La Universidad Autónoma de Guadalajara, Mexico.

Robert L. Gulick, Jr., Dean of Admissions, Foreign Student Adviser, and Professor of International Studies.

B.A. (1933), California State University, Chico; M.A. (1941), Ph.D. (1948), University of California, Berkeley.


Suguru Akutsu, Associate Professor of Japanese.

B.A. (1962), Keio University, Tokyo, Japan; M.A. (1971), Washington University, St. Louis, Missouri.

Exchange Professor, Institute for International Studies and Training (Boeki Ken shu Center), Shizuoka-ken, Japan.

H. H. Boggs, Assistant Professor of World Business.

B.S. (1959), USMA, West Point; M.B.A. (1973), California State University, Long Beach.

Management Consultant, Psychological Services, Inc.; Manager, Winchester West; Field Promotion Manager, Olin Corporation.
Carmen Madrigal de Boller, Associate Professor of Spanish.


Eugene F. Bond, Professor of International Accounting.

B.S. (1934), University of Illinois.

Corporate Vice President of Sunbeam Corporation; President, International Division, Sunbeam Corporation. President, Director and General Manager of Sunbeam Corporation (Ltd.), Toronto, Canada. Director of Sunbeam subsidiaries in Germany, Italy, Scotland, Australia, Switzerland, New Zealand, France, and Brazil.

W. Richard Bossert, Associate Professor of World Business. Chairman, Department of World Business.

A.B. (1950), Indiana University.

Manager International Operations, Automotive Products Group, Rockwell International Corporation; Administrative Manager, International Division, Dana Corporation; Account Executive, PLATKA Export Corporation; Commercial Manager, International Division, Perfect Circle Corporation; Director of affiliates in Venezuela, United Kingdom, Portugal, Chile and Mexico.

Christa W. Brütt, Associate Professor of German.


Clifford B. Call, Associate Professor of Spanish.


Andrew C. Chang, Professor of Chinese and Japanese.

B.A. (1956), National Taiwan University; M.A. (1964), Seton Hall University.

Master translator, Taiwan Telecommunications Administration. Specialist, Tourism Council, Republic of China.

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Vice President, White Motor International, S.A. President of Oliver International, S.A. Director of International Marketing for Kinetics of Vought Missiles and Space Company (LTV).

Robert G. H. Dequenne, Associate Professor of French.
Diplôme Assistant Médical (1946), Institut de Médecine Tropicale, Prince Léopold, Antwerp, Belgium; B.A. (1961), Syracuse University, New York; M.A. (1965), Middlebury College, Vermont; Doctorat d'Université (1970), University of Paris (Sorbonne).
Assistant Professor, Head of the French Department, University of Redlands. Director, University of Redlands Summer-in-France at Tours, and University of Redlands European Program, Salzburg.

John E. Drake, Professor of World Business.
Engineering positions with Vickers, Ltd., Brown and Root, Inc.; management positions with The Ogden Corporation and the Boeing Company. Partner, Drake and Drake. Visiting Professor of Management, American University in Cairo.
Joaquin M. Duarte, Jr., *Dom Pedro II Professor of Luso-Brazilian and Hispanic American Studies. Chairman, Department of International Studies.*


M. Sabry El Shabrawy, *Associate Professor of World Business.*

B. Com. (1960), Cairo University; Ph.D. (1972), University of Illinois. Executive Development Specialist, Management Consultant with the National Institute for Management Development, Cairo, Egypt.


Bachillerato Superior de Enseñanza (1944), Universidad Nacional de Colombia, Bogota.

Laurence M. Finney, *Associate Professor of Spanish, Director of Key Manager Courses.*

A.B. (1948), M.A. (1952), University of Kansas; B.F.T. (1952), American Graduate School of International Management.

Daniel C. Green, *Assistant Professor of Statistics and Quantitative Methods.*

B.S. (1967), Duquesne University; M.B.A. (1971), Murray State University.

Bahia Saraju’lláh Gulick, *Instructor in Arabic.*

R. Duane Hall, Associate Professor of World Business, and Director of INTERCOM.

B.A. (1951), M.B.A. (1959), University of Toledo.

Bryan Heathcotte, Associate Professor of Finance.

Assistant Professor of Finance, Arizona State University. Member, Board of Directors, Jacuzzi Bros., Inc.

Alice P. Johnson, Associate Professor of English as a Second Language.


John Steven Kelly, Professor of International Studies.

United States Army, Colonel (Ret.). Executive Assistant, Office of Cultural and Educational Exchange, University of Pittsburgh. Officer of the Legion of Honor, France. Eighteen years in educational and professional pursuits in Europe, Asia, and Latin America. Author: Negotiations at Peking, 1900-1901.

Taeho Kim, Associate Professor of Economics.

Research Economist, Korea Development Bank. Assistant Professor of Economics, Pennsylvania State University.

William King, Associate Professor of English as a Second Language.

B.A. (1969), California State University, Long Beach; M.A. (1971), University of Southern California.

André Klein, Assistant Professor of French

Akihisa Kumayama, Associate Professor of Japanese.
   Exchange Professor, Institute for International Studies and Training (Boeki Kenshu Center), Shizuoka-ken, Japan.

Jane Chu-Mei Kuo, Assistant Professor of Chinese.
B.A. (1969), National Taiwan University; M.A. (1974), California State University, Fresno.

Zeddic D. Lanham, Instructor of English as a Second Language.
B.A. (1962), Arizona State University.

Robert Laugier, Associate Professor of French.
B.A. (1971), Arizona State University; B.I.M. (1972), American Graduate School of International Management; M.A. (1973), Arizona State University; Maîtrise (1977), Université de Paris-Sorbonne.

Antoinette Lerond, Assistant Professor of French.
C.A.P.-E. (1952), Université de Nancy, France.
   Assistant Professor of French, University of Hawaii.

John T. Lindholtz, C. V. Starr Professor of World Business.
B.A. (1947), University of California, Los Angeles; B.F.T. (1948), American Graduate School of International Management; M.B.A. (1972), Arizona State University.
Karl P. Magyar, Assistant Professor of International Studies.
B.A. (1962), Michigan State University; Ph.D. (1973), The Johns Hopkins University.
Visiting Assistant Professor, Bowdoin College, Assistant Professor, University of Arkansas. American Council on Education Fellow, U.S. Department of Commerce (Washington, D.C. and Nigeria). Exchange Professor, Institute for International Studies and Training (Boeki Kenshu Center), Shizuoka-ken, Japan.

Robert J. McMahon, S. C. Johnson Professor of World Business.
Product Promotion Manager, Carrier Corporation, New York; Vice President, Group Head, Rumrill-Hoyt Company, New York; Vice President, Director of Marketing, Fuller and Smith and Ross, Pittsburgh; Senior Vice President, Director of Marketing, Lloyds Bank California.

James L. Mills, Associate Professor of Economics.
A.B. (1968), San Diego State University; M.S. (1971), Ph.D. (1973), University of Oregon.
Product Coordinator, Tomax, San Diego, California; Visiting Assistant Professor, Portland State University; Exchange Professor, Institute for International Studies and Training (Boeki Kenshu Center), Shizuoka-Ken, Japan.

Luz Molinar y Hermosillo, Assistant Professor of Spanish.

Robert T. Moran, Associate Professor of International Studies. Director of the Program in Cross-Cultural Communication.
Assistant Professor, University of Minnesota. President, Intercultural Communications, Inc., Minneapolis. Co-author: Managing Cultural Differences.

Elyane Parshall, Associate Professor of French.
Diplôme d’Auxiliaire Social (1946), Institut des Hautes Etudes Sociales de Bruxelles; Attestation, second professional degree, Ecole Provinciale de Service Sociale, Charleroi, Belgium.
Assistant Director, Office of Professional Orientation, Thuin, Belgium.
Jaime Antonio Pérez, Associate Professor of Spanish.
Doctor en Derecho (1954), Universidad de la Habana, Cuba; M.A. (1964), Ohio University.
Assistant Professor and Assistant Director, Escuela Profesional de Comercio de Marianaó, Havana, Cuba. Private law practice, Cuba. Author: Legislación Mercantil, Laboral y Fiscal.

Issa Peters, Associate Professor of Arabic and Middle East Studies.
Associate Professor, Defense Language Institute. Lecturer, Georgetown University.

Maria Carlota Figueiredo Pinheiro, Associate Professor of Portuguese.
Licenciada em Letras Neolatinas (1961), Catholic University of Rio de Janeiro; Diploma of Associate of the Institute of Education (1962), University of London; M.A. in Education (1963), Teachers College, Columbia University; M.A. in Spanish-Portuguese (1966), University of Illinois.
Assistant Professor of Romance Languages, Memorial University of Newfoundland, Canada. Head of Division of Tests and Measurements, City of Rio de Janeiro; Co-author: Elementary Portuguese Workbook.

Neraida Ramis, Associate Professor of Spanish.
Bachillerato Universitario (1942), University of Barcelona, Spain; B.A. (1971), Grand Canyon College, Phoenix; M.A. (1973), Arizona State University.

Barbara L. Reed, Assistant Professor of Accounting.
B.S. (1957), Wilmington College; M.S. (1975), Arizona State University.

Wallace Reed, Associate Professor of Accounting
Vice President-Controller and Treasurer, Canadian subsidiary of Avon Products, Inc. Assistant to the President, Welco Industries, Inc. Controller and Personnel Director, Realistic Corporation. Staff Auditor, Arthur Andersen & Co.
Lidia Reyes, Assistant Professor of Spanish.
Doctora en Pedagogía (1960), Universidad de la Habana, Cuba; M.A. (1978), Arizona State University.
Director of Escuela Agrícola e Industrial de Playa Manteca, Mayari, Cuba.

Helmut Robert Roessler, Associate Professor of German.
B.A. (1966), New Mexico State University; M.A. (1968), University of California, Irvine.

Paul J. Schlesinger, Associate Professor of Marketing, Lawrence A. Appley Chair of International Management.
B.S. (1947), Northwestern University.
Sales Service Manager, Columbia Broadcasting System, Western Division. Director Marketing Services-Senior Vice President for Business Affairs, Needham, Harper & Steers. Executive Vice President, President, Chairman of the Board, Tatham-Laird & Kudner. Trustee, Chicago Advertising Club; Chairman Central Region, National Director at Large, Chairman Government Relations Committee, American Association of Advertising Agencies.

Lilith E. Schutte, Professor of German.

Russell L. Sears, Librarian.

Martin H. Sours, Professor of International Studies.
AID Officer, Southeast Asia. Exchange Professor to Graduate School of Foreign Trade, Sung Kyun Kwan University, Korea. Exchange Professor, Institute for International Studies and Training (Boeki Kenshu Center), Shizuoka-ken, Japan.

Beverly Tanner Springer, Associate Professor of International Studies.
Visiting Assistant Professor, University of Colorado. Visiting Lecturer, University of Northern Colorado.
Shoshana Baron Tancer, *Professor of International Studies.*
B.A. (1954), Barnard College; LL.B. (1956), University of Michigan;
  Private law practice, Arizona and District of Columbia. Chief of Translation De-
  partment, Allende and Brea law firm, Buenos Aires. Professor of Comparative
  Constitutional Law, Universidad Nacional Pedro Henríquez Ureña, Santo Domingo. Author: *Economic Nationalism in Latin America.* Member, Board of
  Directors, Mountain Bell Telephone Co.

Andris Trapans, *Associate Professor of Economics.*
B.A. (1958), Stanford University; M.A. (1961), Ph.D. (1978), Univer-
  sity of California, Berkeley.
  Research Economist and Consultant, Department of Económics, RAND Corpo-

Jorge Valdivieso, *Professor of Spanish. Chairman, Department of
  Modern Languages.*
Licenciado en Derecho y Ciencias Sociales (1960), Universidad
  Central del Ecuador; B.A., (1968), M.A., Education (1969), M.A.,
  Supervisor, N.D.E.A. Institute in Spanish, Fairfield University. Legal Advisor,
  Government of Ecuador, Consul (A.H.) of Ecuador for Arizona, Nevada, New
  Mexico, and Utah.

George M. Wattles, *John David Campbell Professor of American Busi-
  ness.*
B.A. (1939), Carleton College; Ph.D. (1964), University of Virginia.
  Principal, J. Wattles & Associates. Chairman, Economics and Business Admin-
  istration Department, Vice President and Dean, Rockford College. Chief
  Economic Adviser, Postal Rate Commission.

Jeanie Welch, *Librarian.*

Lora Jeanne Wheeler, *Chief Librarian.*
B.A. (1944), University of Utah; B.S. (1945), Columbia University.
  Circulation librarian, reference librarian, University of Utah.

Elza E. White, *Associate Professor of French.*
Paul M. Wilson, *Professor of Accounting for International Management.*
B.S. (1937), Indiana State University; M.A. (1948), Ohio State University; C.F.A.
Auditor, Defense Plant Corporation, Ashtabula, Ohio; Member of the Board of Directors, Newbery Energy Corporation, Phoenix, Arizona.

Elizabeth M. Zeiner, *Assistant Professor of German.*

**Visiting Professors and Lecturers, 1980-81**

Margaret S. Hoell
B.A., University of Arizona; M.A.T., The College of Wooster; Ph.D., Ohio State University.

Edward B. Hoff
B.S., M.S., Arizona State University.

Milton H. Jamail
B.A., M.A., University of Houston; Ph.D., University of Arizona.

Richard D. Mahoney
B.A., Princeton University; M.A., The Johns Hopkins University.

Vincent A. Sheridan
B.A., Marist College; M.A., Loyola University of Chicago; Ph.D., Arizona State University.

Robert S. Tancer
B.A., LL.B., University of Michigan; LL.M., Harvard University.

William C. Weidemaier
B.A., Northern Arizona University; M.A., Ph.D., Arizona State University.
Part-Time Instructors
Theresa Barsoum
Derwood R. Belisle
Leith Corbridge
Elisabeth Hicken
Agnes Hofmann
Rubén Meneses
Henry Otterman
Elisabeth Wiemer
Craig Woodruff

Faculty Emeriti
Etelvina Dietrich
Maestra Normal (1933), Instituto del Profesorado en Lenguas Vivas,
Buenos Aires, Argentina.
Assistant Professor Emerita of Spanish.

Francisco L. Gaona
B.A.S. (1930), George Williams College; Maestro en Letras (1949),
Doctor en Letras (1958), Universidad Nacional de México.
Professor Emeritus of Spanish.

Arthur W. Goodearl
A.B. (1917), Clark University; M.A. (1962), Oregon State University.
Professor Emeritus of International Commerce.

Frank R. Jackle
B.S. (1931), Southwest Missouri State University; M.A. (1935), Uni-
versity of Missouri; Ph.D. (1967), Stanford University.
Professor Emeritus of Modern Languages.

Daniel C. Kaufherr
B.A. (1927), Cornell University.
Professor Emeritus of International Marketing.
Christian A. Larsen
University of Washington.
Professor Emeritus of World Business.

Alvin M. Marks
Litt.B. (1930), B.S. (1932), M.Ed. (1934), Rutgers University.
Professor Emeritus of International Management.

Maria L. de Noronha
B.A. (1922), Manhattanville College of the Sacred Heart; Diplomada pela Faculdade de Letras (1954), Universidade de Lisboa.
Assistant Professor Emerita of Portuguese and Spanish.

Gerard R. Richter
University of Berlin
Professor Emeritus of World Business.
INTERNATIONAL CAREERS

The interdependence of nation states and their economies is causing an enormous increase in worldwide financial flows. Governmental agencies of all nations, as well as a wide range of non-governmental, social, religious, and educational organizations, are assuming greater and more complex international obligations.

The number of passports issued by the U.S. Department of State for business purposes alone increased from 39,940 in 1970 to 190,890 in 1977.

According to a recent study by Golightly & Co. International, Inc. (New York), international business experience has become an important factor in choosing today's chief executive officers. Approximately one third of the chief executive officers of the largest U.S. companies today had previous international business experience.

This rapidly expanding involvement of Americans in international activities has created a critical need for executive managerial talent in the fields of marketing, finance, business management, advertising, governmental operations, welfare services, and technical assistance to developing areas. It has also created an urgent need for the training of foreign nationals in American managerial practices and technical skills for application and adaptation to local environments in both home industries and global corporations.

An international career, however, imposes special obligations and requires unusual talents on the part of an individual. Young executives are expected to assume broader and more responsible positions earlier in their careers. They must display empathy toward peoples of other cultures as well as possess the ability to adjust readily to unusual surroundings.

To meet these special demands imposed on international managers, a distinctive education is required other than that usually offered by the traditional M.B.A. program. Such an education:

- Places a premium on conversational proficiency in a foreign language in order to enable executives to communicate directly with their counterparts and subordinates in their work and social relations overseas.
• Demands an understanding of the cultural milieu of the countries in which they will serve and an ability to deal with the changing social, economic, and political conditions they will face.

• Requires knowledge of the advanced technical skills and special managerial methods required at the international level of corporate or institutional responsibility.

The tripartite curriculum of American Graduate School of International Management provides a blend of intensive training in the practical realities of international finance and business management, knowledge of the complexities of serving in a leadership capacity in a variety of cultural settings, and conversational proficiency in a major foreign language. The individual completing this integrated, tripartite curriculum is able to perform at a high level of international managerial responsibility.

The degree of Master of International Management provides its holders with the initial requisite background to work in a senior managerial capacity on a global basis. However, only a portion of AGSIM graduates actually reside overseas at any one time. Many are based in the United States (some representing foreign companies) and undertake occasional foreign assignments or periodic business trips overseas. Others have no interest in careers overseas, yet by studying at the School they are able to engage in the ever-widening involvement of multinational corporations and other interests.

The curriculum is designed to appeal to men and women of vision, imagination, and initiative who seek practical training in the specialized tools required for work at the international level along with a broadening of their intellectual perspectives.

This program of intensive, practical education is relevant to the increasing demands placed upon the international executive and has led to AGSIM graduates being hired by over 2,600 organizations in both the public and private sector, since the founding of the School in 1946.

HISTORY

Origin of the School
One man who clearly understood the need for specialized training to meet the growing need for international executive talent was the late Lieutenant General Barton Kyle Yount (1884-1949), who was Commander of the U.S. Army Air Force Training Command during World War II. He realized that U.S. business was going to be widely involved internationally once the war was ended. He also realized that very few
Americans were properly trained for international assignments, as evidenced by the prevalent criticism of the behavior of American businessmen abroad. He decided to do something about the problem.

The School was founded in April 1946 by General Yount and Finley Peter Dunne, Jr., in association with a group of internationally minded citizens of Phoenix, Arizona, under the name of the AMERICAN INSTITUTE FOR FOREIGN TRADE. The name was officially changed in November 1968 to THUNDERBIRD GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT, and in December 1973, it was changed to AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT. The founders' vision was to create a national center of higher education where men and women might prepare themselves for careers in international commerce and management, in either industry or government service.

The School (then A.I.F.T.) was chartered as a non-profit Arizona corporation on April 8, 1946, with General Yount as President and Mr. Dunne as Secretary-Treasurer. In June of that year, the War Assets Administration turned over to the new school Thunderbird Field No. 1, a deactivated pilot training center sixteen miles northwest of Phoenix. At the same time, a capital fund was made available in the form of unsecured loans, granted as a public service by Arizona Bank, Bankers Trust Company, Chase Manhattan Bank, First National Bank of Arizona, Valley National Bank, and the Directors of the School.

The School started classes on October 1, 1946. The first class graduated on June 15, 1947.

In exploring the character of the specialized training to be offered, the founders requested and received much valued advice from the United States Office of Education, from many others in the field of education, from other government agencies, and from some thirty leading corporations and financial institutions which freely discussed their world-wide personnel problems and the kind of training they considered most desirable.

**Key Manager Courses (see also Page 49)**

By 1951, the standard one-year educational program of the School had gained such a high reputation that leading corporations requested the development of a special executive training course. A separate
program was arranged, the Key Manager Courses, to give corporate executives and their spouses intensive conversational language training in preparation for their being sent overseas. The standard graduate program and the Key Manager Courses are separate and unrelated.

**Affiliation with American Management Associations**

On July 1, 1963, the School became affiliated with American Management Associations. This significant step was positive recognition by AMA of the value and importance of the School’s specialized education in the field of international management.

AMA has over 70,000 members representing practically every large and medium-sized business concern, as well as a substantial number of organizations and individuals in the public sector in the U.S. AMA/International lists many additional organizations throughout the world. AMA conducts programs of education dedicated to finding, developing, and sharing better methods of management. Affiliated with AMA are the senior and campus chapters of the Society for Advancement of Management.

Recognizing the need for developing specialized areas of training for foreign business management, AMA/International has centers in Montreal, Toronto, Brussels (Management Centre Europe), Mexico City, Sao Paulo and Puerto Rico. It also maintains “Correspondence Association” relationships with management organizations throughout the world. Its international seminar division holds a wide variety of meetings dealing with the conduct of international business, the details of dealing with specific foreign nations, and the myriad concerns of today’s international managers. Detailed information on all activities is available from American Management Associations, 135 West 50th Street, New York, New York 10020.

AMA’s affiliation with AGSIM comes as a natural sequence of the AMA/I program, and is very beneficial to the School. All of the many educational facilities such as the library and Management Information Service, seminar resources, speakers and the educational organization of AMA are available to members of the faculty and student body of AGSIM. As important is the very direct connection with unquestioned leaders of American commerce, whose interest in the work being done on the Campus has led to even greater interest in our graduates.

With all these advantages of affiliation, the School retains its complete academic independence as a private institution of higher learning.
President's "E" Award
On November 9, 1965, the United States Government presented the President's "E" Certificate for Export Service to the School for an outstanding contribution to the Export Expansion Program of the United States. The President's "Star E" Award was presented on March 24, 1971.
THUNDERBIRD CAMPUS

Location
American Graduate School is situated sixteen miles northwest of Phoenix in Glendale, Arizona. The Valley of the Sun, of which Phoenix is the principal city, is recognized as one of the great winter resort areas of the country, famed for its agreeable climate and extensive recreational facilities. In the Valley area, the sun shines 85 per cent of the daylight hours, and the average yearly rainfall measures around 8 inches. Elevation is 1,100 feet.

The Campus is located at the junction of 59th Avenue and Greenway Road, and the main entrance is on 59th Avenue. Coming from the north-south direction, take Black Canyon Freeway (Interstate 17) to either Bell Road, Greenway Road, or Thunderbird Road, and drive west 4 miles to 59th Avenue. Greenway Road is midway between Bell and Thunderbird. If coming from the west, the best approach is via Bell Road to 59th Avenue.

Easily accessible by car are the ski resorts of Flagstaff, spectacular Grand Canyon, as well as the Mexican State of Sonora. For those preparing for careers in Latin America, the proximity of Mexico is of great and enjoyable advantage.

Facilities
The Campus consists of 160 acres. The buildings occupy approximately sixty acres of landscaped grounds. The buildings are of the long, low ranch-style, characteristic of western architecture.

There are eleven dormitory buildings arranged to form three quadrangles of lawn and shrubbery. The central quadrangle contains a swimming pool. There are apartments available for married students without children. The East Apartments, completed in 1966, consist of 50 units in four single-story buildings and a recreational lounge. The West Apartments, completed in 1971, consist of 50 units in three double-story buildings, lounge and related facilities.

A special Key Manager residence and seminar building and 13 faculty residences are also located on the campus, as well as a Faculty Building and several classrooms.
Barton Kyle Yount Memorial Library
In the Fall of 1970, a new building was constructed to house the Library. The facility includes study areas and is equipped with copying machines, electric typewriters, and microfilm readers.

The resources of the Library, constantly increasing, are specifically chosen to support the unique AGSIM curriculum. The book collection numbers approximately 66,000 volumes, concentrated on the various phases of international management, international relations and the history and background of various areas of the world. Language study is reinforced by collections in Arabic, Spanish, Portuguese, French, German, Chinese, and Japanese. Additional books may be secured through interlibrary loans from other institutions of higher learning in the area.

An extensive vertical file is maintained, containing up-to-date material covering countries, industries, commodities, business firms and all other subjects pertaining to the curriculum.

The AGSIM Library subscribes to the DIALOG computerized information retrieval system which provides access to more than 90 current data bases, covering a wide range of subject areas in Science, Technology, Engineering, Social Sciences, and Business/Economics, particularly periodical and documentary sources. The Library staff is trained to aid students to conduct literature searches, and the service is available whenever the Library is open.

A feature of the Library is the large amount of material published by foreign governments and their agencies, by central banking systems and foreign chambers of commerce. The library subscribes to approximately 760 periodicals from many countries, and in several languages. Newspapers from important cities around the world are received on a regular basis. These materials provide the basis for functional research work, especially in marketing and international studies.

International Studies Research Center (ISRC)
The International Studies Research Center, located in Building C, serves as a supplement and complement to the Library. It was established to aid faculty and students in their research. Files on all areas of the world, containing financial, economic, government, political, and social information, are maintained.
Housing

Housing facilities on campus are limited and can accommodate only about half the students. Therefore, requests for reservations must be made well in advance of each term. Inquiries regarding housing should be directed to the Housing Office.

The following rooms are available for single students:

1. Single occupancy rooms in the new residence halls next to the Administration Building. Each single room shares a large bathroom with three other single rooms and a lounge with seven other single rooms. These air-conditioned and carpeted rooms cost $375 for a semester or $300 for a summer session.

2. Single occupancy rooms in the A and B Buildings. A single room shares a connecting bathroom with another single room. These rooms have evaporative coolers. Each room has a private entrance. They cost $265 per semester and $200 per summer session.

3. Single occupancy rooms in East Apartments. A single room shares a connecting bathroom with another single occupancy room, and both rooms are air-conditioned by a joint unit. There is a common entrance through a small, shared study area. Each room costs $320 per semester and $245 per summer session.

4. Shared rooms in East or West Apartments. These accommodations consist of a front room (which can serve as a bedroom), a bathroom, a study area, and a bedroom. A student would share the apartment with another student. East and West Apartments are air-conditioned. East Apartments charges are $265 per person for a regular semester, or $205 per person for the summer session. West Apartments, which have carpeting and a small refrigerator, are $280 per person for a regular semester, or $215 per person for a summer session.

5. Shared rooms in the D, E, F Buildings. These are long rooms partitioned into three sections, a study/living area and two sleeping areas. A connecting bathroom is shared with another two-person room. The rooms are cooled with evaporate cooling. These rooms cost $220 for a regular semester, or $150 for the summer session.

6. Shared rooms in G Building. These rooms are similar to D-F, except they are newly renovated and air-conditioned. Cost is $310 for a regular semester, or $235 for a summer session.
7. Single rooms in H Building. This dormitory consists of suites of four private bedrooms sharing a bathroom and a large lounge area. Rooms are air-conditioned and newly renovated. Cost is $330 per room for a regular semester, or $255 for a summer session.

The following rooms are available for married couples without children:

1. West Apartments. These rooms consist of a living room, a bathroom, a study area, and a bedroom. They have carpeting and a small refrigerator. The rooms are all air-conditioned. Each apartment costs $560 for a regular semester, or $430 for a summer session.

2. East Apartments. These rooms contain a living room, a bathroom, a study area, and a bedroom. They are air-conditioned. Each apartment costs $530 for a regular semester, or $410 for a summer session.

All rooms contain necessary furniture: bed, dresser, desk, chair. Room rental includes local telephone service. Linen service is available at a modest cost. No pets are allowed on campus. Housing is available for those who may have functional limitations.

Family housing is not available on campus, and all students with children must make arrangements for off-campus living quarters. A listing of some of the available rentals in the area is kept in the Housing Office.

**Dining Hall**

The Dining Hall, for students, spouses, faculty and staff, serves meals daily throughout the academic year, excluding holiday recesses and other specified periods. All students and spouses who reside on campus must take their meals in the Dining Hall. The charge for board is $540 per person per semester, and $355 for the summer session.

A Coffee Shop is open throughout the day when the Dining Hall is not operating (except weekends), and serves a variety of sandwiches, snacks and beverages.
Health Services
Health Services are directed by a registered nurse who works in close cooperation with area physicians. The School infirmary provides emergency first aid and routine medications for common ailments. In case of acute illness, students are referred to a nearby clinic or taken to a local hospital as advised by the physician in charge.

All full-time and special students are protected for both sickness and accident, during regular academic terms, under the Student Accident and Sickness Insurance Program. Prescription insurance is also available. American spouses and children may be covered by the health and accident insurance (but not the prescription insurance) through payment of an additional premium at the time of financial registration. Resident foreign, non-immigrant spouses and children of foreign students must be covered by this insurance plan, unless proof is given of existing similar coverage under another insurance plan.

Career Services Center
Placement activities are handled through the Career Services Center, located in the Franz G. Talley Career Services Building, providing important assistance to students in planning for career employment. Extensive placement information files are maintained on more than 1,000 organizations with large international operations to supplement the more research-oriented material on file in the Library.

As in all important choices, individual effort is vital in an intelligent career plan. Counseling is offered to assist students in defining their career objectives and in planning for and executing an effective program to find suitable employment to satisfy those objectives. A special placement lecture series is presented for the benefit of new students. AGSIM students are noted for an unusual degree of maturity and motivation and for a strong sense of direction in pursuit of their chosen careers. The Center coordinates the campus recruiting efforts of representatives of business, government, and social service organizations in search of future international executives. It edits and distributes a student mini-resume book to hundreds of prospective employers twice annually.

The services of the Center are available to all active degree candidates who have enrolled in a second term of study at AGSIM.

The Center also assists in alumni placement. Occasional calls come in from firms seeking experienced AGSIM graduates. Alumni may use this service by paying a $50.00 fee and sending 10 copies of a current
resume including updated work experience. These resumes will be matched with the incoming calls and will be kept in an active status for a six-month period. Contact should be made with the Alumni Placement Secretary, phone (602) 978-7243.

Office of Development and Public Affairs
The Office of Development and Public Affairs is responsible for all advancement efforts of the School: the development and administration of all gift and grant income programs; the development and nurturing of relationships with all constituencies of AGSIM, including alumni and news media; community and public relations. The Alumni, Communications, and INTERCOM offices are extensions of the Office of Development and Public Affairs and report to the Director.

Alumni Relations Office
The Alumni Office maintains up-to-date files on alumni and their current and past locations and employers. This information is of considerable value to students who wish to assess the professional progress of former graduates of AGSIM.

This office links alumni around the world, through a network of Resource Persons and Alumni Association contacts. Associations are active in more than three dozen important commercial centers in the United States and other countries.

INTERCOM
INTERCOM (International Counsel for Management) develops and administers all executive training (including Key Manager Programs) and research programs undertaken by the School. Included are programs in cross-cultural communication, international business skills, political and socio-economic orientations and special language programs. INTERCOM also provides specialized research for international organizations. Programs can be tailored to special needs and may be conducted on Thunderbird Campus or at a location of the user's choice.

Post Office
The Campus Post Office distributes student mail and performs other postal services six days a week. The correct Post Office address for students is: American Graduate School of International Management, Thunderbird Campus, Glendale, Arizona 85306.

Packages shipped by freight or express should include the street address, which is: Greenway Road and 59th Avenue.
Student Government
Student government is exercised through an elected Associated Students Legislative Council (ASLC). The Student Body President serves on the Policy Advisory Committee of the School, thus providing ASLC with an effective voice in determining School policy and in making positive contributions to the welfare of the entire Campus community. Students also serve officially on the School's Admissions, Placement, Scholarship, and Library Committees.

The Council sponsors many student social and recreational activities and lectures by distinguished visitors. It has developed a program to provide community organizations with student speakers on various topics.

Clubs
Clubs are frequently formed by students studying Arabic, Chinese, French, German, Japanese, Portuguese, or Spanish for the purpose of enhancing their conversational fluency in these languages. Other clubs include Delta Phi Epsilon, the national foreign trade and foreign service fraternity; the Marketing Club, affiliated with the American Marketing Association; Toastmasters, affiliated with Toastmasters International, organized to help students develop fluency in public speaking; the Society for the Advancement of Management, which sponsors business-oriented lectures and activities; the Women's Club, which sponsors programs to inform its members on the practical aspects of foreign living; the Newman Club, which sponsors various ecumenical programs in addition to Catholic services on campus; and the LDS Club which contributes to the social, intellectual and spiritual well-being of Mormon students and their friends. There are also organizations which promote specific regional interests, such as the Asia Club, the Middle East and Africa Club, and the Portuguese Club. Club membership is open to all students.

Lectures and Seminars
A number of eminent authorities on international affairs and commerce, and senior corporate officials of multinational and international firms, visit the campus each year to lecture and conduct seminars. Visiting lecturers are invited with a view to keeping students in close touch with developments in our relations with different nations and the expanding activities of international commerce.
Campus Publications
The student newspaper, “Das Tor,” is published each week wholly under student editorship, and it contains details of campus events and announcements of general interest to students, faculty, and staff.

The Public Affairs Office publishes The Thunderbird four times a year. Although catering exclusively to the interests of alumni, copies of the publication are also made available to students and faculty.

The diversity, breadth, and uniqueness of the American Graduate School of International Management is reflected in its biannual journal of applied research, The Thunderbird International. This journal, containing samples of recent research conducted by students, faculty and alumni, is distributed to many major corporations, universities, and government agencies.

Recreation and Sports
Owing to the excellent weather, most athletic activities take place outdoors. Facilities on the Campus include a softball diamond, racquetball courts, volleyball courts, badminton courts, a soccer and touch football field, tennis and basketball courts. A swimming pool is situated in the central quadrangle.

Supplementing the activities on the Campus, the surrounding area offers excellent opportunities for horseback riding, golf, and camping. The mountains in the Flagstaff area, a two and a half hour drive from the campus, offer good skiing facilities.
PROGRAMS OF STUDY

Master of International Management
College and university graduates in good standing who, upon matriculation, hold a baccalaureate or higher degree from accredited institutions, are eligible to be considered for admission as full-time students to pursue work leading toward the degree of Master of International Management.

The M.I.M. degree is awarded upon successful completion of at least 48 semester hours of work, according to the course requirements outlined on Pages 73-77. In order to graduate, students must possess an aggregate minimum grade point average of 3.00 (B), and only courses completed with a grade of C- or better are acceptable in satisfaction of the total credit hour requirements for the degree of Master of International Management. Grades below C-, however, are computed with all other grades in determining a student's total aggregate grade point average, which must be B or better for graduation.

Southern Methodist University Exchange Program
Well-qualified students who complete a minimum of thirty semester hours (including Modern Languages 400, required World Business courses, and nine hours of International Studies) at American Graduate School, and thirty-six hours at Southern Methodist University (School of Business Administration), can earn the two degrees of Master of International Management and Master of Business Administration. Students must start on the Southern Methodist campus in the fall. Also, each school accepts up to twelve hours of transfer credits from the other, in certain approved subjects.

The stipulated semester hours must be earned in residence at each institution, and no part of these hours may be transfer credits from another graduate program. Inquiries should be addressed to the Office of Academic Affairs at American Graduate School, or to the Associate Dean for Academic Affairs, Edwin L. Cox School of Business Administration, Southern Methodist University, Dallas, Texas 75275.

University of Arizona Cooperative Program
The College of Liberal Arts of the University of Arizona and American Graduate School offer a cooperative program designed to join the liberal arts and professional education in preparation for an international career.
Upon the completion of 107 hours in the College with university requirements met, with a grade point average of 3.0 or better, recommended seniors may transfer to American Graduate School for the final semester of study. Those doing so may then receive the bachelor’s degree at the University and also count six credit hours (or more, under special circumstances) toward the forty-eight required for the degree of Master of International Management.

Full details about the program may be obtained from the office of the Dean of the College of Liberal Arts, University of Arizona (Room 347, Modern Languages Building) or from the Office of Academic Affairs, American Graduate School.

**Drury College Cooperative Program**

A dual-degree program has been established with Drury College, requiring the completion of thirty hours of specified study at AGSIM and certain course work at Drury leading to the M.B.A. and M.I.M. Apart from this program, each school is prepared to accept up to twelve semester hours of credit in transfer. Students may start at either institution. Those interested in receiving additional information should contact the Director, Breech School of Business Administration, Drury College, Springfield, Missouri 65802, or the Office of Academic Affairs, American Graduate School of International Management.

**The University of Pittsburgh — Doctoral Program**

The University of Pittsburgh Graduate School of Public and International Affairs awards the Ph.D. degree in the fields of Comparative Administration, Economic and Social Development, International Affairs, Urban Governance, and Public Policy Research and Analysis. Work done at American Graduate School of International Management will be recognized in principle and will be evaluated in terms of its pertinence to each student’s proposed doctoral field of specialization. In the past, up to twenty-four hours of advanced standing have been awarded toward doctoral residence requirements to students holding a Master’s from American Graduate School of International Management.

**University of Denver — Doctoral Program**

The University of Denver Graduate School of International Studies offers the degree of Doctor of Philosophy in international and comparative studies. A superior recipient of the degree of Master of International Management may, if deemed by Denver’s Graduate School of International Studies to qualify for admission, transfer toward
the Ph.D. a maximum of thirty semester (forty-five quarter) hours. Such transfer of credit is not automatic but is determined by G.S.I.S. The doctoral program is flexible and self-selected and is consequently tailored to meet the needs of individual students.

**Japan (I.I.S.T.) Program — Spring**
The School has an exchange relationship with the Institute for International Studies and Training of Japan whereby groups of their students attend a two-week seminar on Thunderbird Campus and up to 18 AGSIM students spend the Spring Semester at the Institute in Japan. The program is open to qualified second and third term students.

Intermediate and upper level language courses are offered in Japanese. Upper level courses are also offered in World Business and International Studies, taught in English by American and European instructors. A maximum of 18 semester hours of work is allowable. Further details can be obtained from the Office of Academic Affairs.

Tuition is subsidized by I.I.S.T., which charges a modest rate for room and board on their campus, located at the base of Mount Fuji. A small administrative fee is payable to AGSIM.

**Mexico (Guadalajara) Program — Summer**
Each summer, subject to demand, AGSIM offers a nine-week session in Guadalajara, a bustling, modern city that still retains the essence of old Mexico. Upper level courses in Spanish, World Business, and International Studies are offered by a faculty of AGSIM and Mexican scholars.

Tuition, fees, and credits are the same as for the regular summer program in Glendale.

The primary purpose of the program is to give second and third semester students the opportunity to sharpen language skills and study Latin American business practices in a total immersion setting. A few properly qualified entering students may be allowed to participate. Additional details may be acquired from the Office of Academic Affairs.

**England (Oxford Centre for Management Studies) Program — Fall**
Each Fall Semester, a group of up to 24 AGSIM students may attend a special program on European business methods at the Oxford Centre
for Management Studies. The number of credits that can be earned and the costs vary from year to year, depending on the specific content of the program arranged by Oxford. Additional details may be acquired through the Office of Academic Affairs.

**Egypt (A.U.C.) Program**

The American Graduate School of International Management has established a relationship with the American University in Cairo that permits the transfer of up to 12 hours of AUC graduate-level courses in Business or International Studies. Students may also earn three hours of independent study credit.

The language of instruction at AUC is English; AGSIM students must satisfy the normal language requirement; but Arabic, although recommended, is not required. Admission requirements and other details may be obtained from the Office of Academic Affairs.

**Spain (ESADE) Program**

AGSIM has established a dual-degree relationship with the Escuela Superior de Administración y Dirección de Empresas (ESADE). Students beginning at AGSIM must complete 30 hours here and 40 hours at ESADE in order to earn both the M.I.M. and M.B.A. degrees. The language of instruction at ESADE is Spanish, and the Escuela is located in Barcelona. Admissions requirements and other details may be obtained from the Office of Academic Affairs.

**Certificate of Advanced Study**

Special students, or students who do not complete the full requirements for the M.I.M., will be given the Certificate of Advanced Study, provided they have completed 12 or more semester hours or work, with a cumulative grade point average of at least 2.70. A special tuition rate is allowed spouses of full-time students. Spouses can take up to 9 semester hours of work in a regular semester for a flat-rate tuition of $400, or up to 6 semester hours in the Summer Session for a flat-rate tuition of $300.

Spouses are urged to take advantage of this program, as firms sending married employees abroad usually wish to establish the degree of cultural adaptability and interest of the spouses of their executive personnel. Participation in this academic program is construed as a strong indication of such interest.

**Special Students**

The School admits as special students a limited number of applicants who wish to gain advanced training by taking individual courses, especially in language, but who do not intend to become degree
candidates. Only those holding bachelor's or higher degrees may be admitted into classes above the 300 level in International Studies and World Business.

Special Students taking courses for credit must complete all course requirements including final examinations. Special Students are subject to all School regulations.

Should Special Students later desire to complete work toward the degree requirements of the School, they may apply for admission as full-time students, subject to the usual admissions criteria. Credits earned while in status of Special Students may be counted toward the M.I.M. degree only if the student was qualified for admission as a regular degree candidate at the time the courses were completed.

**Key Manager Courses**

These short, intensive, non-degree courses do not involve students under the standard curriculum, but rather are designed to prepare company executives and frequently their spouses for overseas orientation, service or travel. Courses of intensive language instruction, combined with training in enculturation for an area or country, form the basis for this program. Classes in French, German, Portuguese and Spanish are six weeks in length; those in Arabic, Chinese, Japanese, Russian, and English as a Second Language are eight weeks in duration. Courses are offered on a regular basis throughout the year. Special courses of two, four, and six weeks may be designed to fit particular company requirements. Requests for further information and special programs should be addressed to the Director, Key Manager Courses, in care of the School.

**Winterim**

The Winterim, held between Fall and Spring Semesters starting early January, attracts numerous students. A course taken in the Winterim involves the same number of hours of instruction as would be the case in a regular semester. The Department of Modern Languages may offer 400-level instruction, if there is sufficient student demand. Some of the International Studies and World Business courses are not offered in the regular curriculum, thus enabling students to obtain exposure to innovative material. Also included are such courses as WB-340 INTERNATIONAL MANAGEMENT and WB-350 INTERNATIONAL MARKETING, thus giving entering students an opportunity to get a headstart in basic courses.
Internships and Cooperative Education

Consistent with the objective of pragmatic relevancy of the curriculum of AGSIM, the Internship and Cooperative Program has been expanded. Internships and Cooperative Education Programs provide meaningful, professional level, practical experience.

Generally, participation in this program will be limited to those students who have completed their second semester. Arrangements for Internships and Cooperative Education must be made in the semester preceding the work experience and requires the approval of the Director of the Program and the Department Chairman.
ADMISSION

Basic Requirements
Recognizing the diversity in personality traits, skills, and talents required to satisfy the varied demands of business enterprises and government agencies, the School seeks an equal diversity in its student body, as demonstrated by background, experience, and previous scholastic attainment. For this reason, no single attribute necessarily outweighs all others in the selection of members of an entering class, but an American bachelor's degree, or the equivalent, is required. No specific undergraduate major or non-academic experience is required for entrance or necessarily preferred by the Committee on Admissions. Prior collegiate study in mathematics or in foreign languages is not a requisite for admission. As enrollment must be restricted to a manageable level, early application is recommended. Information and application forms may be obtained by writing to the Dean of Admissions.

Students are selected on the basis of their composite application. The Graduate Management Admission Test (GMAT) is required of all applicants whose undergraduate instruction was in English, and this score is taken into account with the cumulative grade point average of the last two years of undergraduate study. Functional limitations of students taking this test will be considered when evaluating the score. Usually, a 3.0 average is acceptable. Of concern to the Committee is also the extent of meaningful extracurricular achievements and professional experience which the applicant has accomplished prior to application for acceptance into the graduate program. Attention is given to aspects of the candidate's record which are indicative of maturity, leadership capabilities, and motivation toward a career in various phases of multinational business or international affairs.

Foreign students should take special note of the English language requirements outlined in the section "International Students," as well as under the course description in the Department of Modern Languages. All students whose native language is other than English must submit proof of proficiency in this language by means of scores obtained in a standard examination such as the Test of English as a Foreign Language (TOEFL). Inquiries regarding this test should be addressed to the Educational Testing Service, Box 899, Princeton, New Jersey 08540, U.S.A. All foreign students must take the AGSIM English Placement Test at the time of registration, although exemption from this requirement is allowed for graduates of English-language high schools.
Students may matriculate into the Master of International Management program in the Fall, Winterim, Spring, or Summer term. Applicants are notified of the decision of the Committee on Admissions shortly after receipt of their total application.

Representatives of the School visit a large number of college and university campuses throughout the country to talk with prospective applicants. Such visits of School officials are supplemented by those of alumni of the School who visit local universities and are available to confer with interested candidates.

Admission is granted only for the term for which application is made. If, after acceptance, a student wishes to defer matriculation to a subsequent term, reactivation of candidacy for admission is effected by submitting a letter and updating sheet to the Dean of Admissions. The candidate's application will then be re-evaluated along with those of other candidates for admission to the particular entering class.

**Application Procedures**

Application and financial aid forms may be obtained from the Office of Admissions. The following credentials should subsequently be forwarded to this same office:

1. A completed official application form, accompanied by an application fee of $35 which is not refundable.

2. An official transcript from each college attended. Students presently enrolled in college or graduate school should submit a transcript of work completed to date. A final official transcript is required of students presently completing requirements for the baccalaureate degree, and must be received by the Office of Admissions prior to matriculation at the School.

3. Three letters of recommendation on forms provided by the Office of Admissions.

4. Official notice of the score on the Test of English as a Foreign Language (TOEFL), if the applicant's native language is not English.

5. Official notice of the score received on the Graduate Management Admission Test.

6. Following receipt of notice of tentative acceptance, remittance of a $100 tuition deposit.
International Students
The School encourages applications for admission from students of all countries. Applicants from countries other than the United States are expected to meet the same requirements for admission as applicants from the United States, in addition to the specified English language requirements. The Graduate Management Admission Test is required, however, only of those who have acquired degrees from institutions in which English was the language of instruction.

Since English is the language of instruction used at American Graduate School, it is essential that all participants be prepared to understand rapid, idiomatic English as spoken in lectures and group discussions, to read English with ease, and to express their thoughts clearly in spoken and written English. Failure to meet this requirement for attendance at the School constitutes sufficient grounds upon which the School will require a student to withdraw, or to take intensive English courses as determined by the Department of Modern Languages. Students enrolled in the Intensive English course receive individual academic counseling preparatory to undertaking further studies leading to the M.I.M. Before these students can participate in academic registration each semester, their class schedules must be approved in writing by the English instructors. Students who are required to enroll in Intensive English (ENSL-INT) may find it necessary to spend an additional semester at AGSIM in order to meet degree requirements.

Admission to the School does not imply financial assistance of any kind. Since AGSIM is seldom able to offer any type of financial assistance to foreign students, they should be prepared to meet all their expenses. While foreign students are considered for the World-Wide Assistantships on the same basis as U.S. citizens, this aid is extremely limited. All foreign students must arrange complete financing of at least one academic year of studies at the School prior to registration.
DIE ZEIT

Bewahren, um neuern zu können

Das Wahldebakel

Hoheitsrechte, Heimatsentzückung – vier Präsidenten, vier Charaktere (S. 4)

JOURNAL DO BRASIL

The Journal of Commerce
ACADEMIC REGULATIONS

Accreditation
American Graduate School of International Management is accredited by the North Central Association of Colleges and Schools as a Master's degree granting institution.

The School is a member of the American Council on Education, the American Assembly of Collegiate Schools of Business, the Western College Association, and the Western Association of Graduate Schools.

Grading Code
Grades are given and recorded as follows:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>4.0</td>
</tr>
<tr>
<td>A−</td>
<td>3.7</td>
</tr>
<tr>
<td>B+</td>
<td>3.3</td>
</tr>
<tr>
<td>B</td>
<td>3.0</td>
</tr>
<tr>
<td>B−</td>
<td>2.7</td>
</tr>
<tr>
<td>C+</td>
<td>2.3</td>
</tr>
<tr>
<td>C</td>
<td>2.0</td>
</tr>
<tr>
<td>C−</td>
<td>1.7</td>
</tr>
<tr>
<td>D+</td>
<td>1.3</td>
</tr>
<tr>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>D−</td>
<td>0.7</td>
</tr>
<tr>
<td>F</td>
<td>0.0</td>
</tr>
<tr>
<td>P</td>
<td>Pass</td>
</tr>
<tr>
<td>WP</td>
<td>Withdrawal Passing</td>
</tr>
<tr>
<td>WF</td>
<td>Withdrawal Failing</td>
</tr>
<tr>
<td>Inc.</td>
<td>Incomplete</td>
</tr>
<tr>
<td>NC</td>
<td>No Credit</td>
</tr>
</tbody>
</table>

Only courses completed with a grade of C− or better are acceptable in satisfaction of graduation requirements for the degree of Master of International Management or for the Certificate of Advanced Study.

Inc. — A mark of Incomplete must be removed during the next term of enrollment or within one year, whichever is the shorter time. Otherwise, the Incomplete becomes a No Credit (NC).

All students on academic probation must maintain a minimum grade point average of 3.0 before being permitted to enroll in the following semester. This rule applies to students admitted on academic probation and those on academic probation because of failure to maintain a cumulative grade point average of 3.0.

Requirements for the Master of International Management Degree
Candidates for the degree of Master of International Management must complete a total of 48 semester hours, of which at least 24 must be earned in residence on the Glendale campus, with a grade point average of 3.0 or higher. This can mean three full semesters (one and one-half years), or two full semesters and a summer term. Students who meet the qualifications for transferring in up to 6 graduate credit hours
from another institution (see section on Transfer of Credits) may reduce this requirement to 42 semester hours of study at AGSIM. The few students who are unable to waive any required courses and also unable to transfer in any graduate credit hours must complete a total of 51 semester hours (perhaps up to 57 hours for some foreign students) in order to qualify for the M.I.M. degree. (See Pages 73-77.) One calendar year suffices for the majority.

**Master's Thesis**
Candidates for the degree of Master of International Management may petition to write a thesis which will count for four hours credit toward the total number of hours required for the degree. An oral defense of the thesis is required. Information concerning thesis requirements may be obtained from the relevant Department, as each Department reserves the right to set its own standards with regard to content, subject matter, and form. Application forms for the thesis may be obtained from the Office of Academic Affairs.

**Graduation with Distinction, or With Honors**
A numerical score is used to determine those candidates who will be graduated *With Distinction*. A computed average of 3.80 must be attained for graduation *With Distinction*, and an average of 3.70 for graduation *With Honors*.

**Auditing**
Students wishing to audit courses must have approval for audit prior to registration or obtain approval for an audit during the period allotted for changes of schedule, as described in this Bulletin. Changes of schedule to audit status will not be allowed following this period. The charge for auditing is calculated on the same basis as tuition payable for courses taken for credit. Audits are not permitted in language courses at the 300a (CF), 300b (CF), and 400 (CF) levels, nor are they allowed in most seminars.

**Credit Hours-Course Load**
The maximum number of semester hours that a student may take (including audits) is 19 in a regular semester, 13 in summer, and 4 in Winterim. Under no circumstances is it permissible to enroll for more than these stated maximums.

**Concurrent Enrollment**
Concurrent enrollment in another institution must be approved in writing prior to registration by the Dean of Faculty. Students may not enroll for a total course load greater than listed above.
Class Attendance
Owing to the small size of the classes and the oral/aural approach to language training at the School, class attendance is required in the conversation and fundamentals courses offered by the Department of Modern Languages. Absences in a course will adversely affect the student's grade. Class attendance may be required by individual instructors in the Departments of International Studies and World Business, at the instructor's discretion.

Change of Schedule
Upon payment of a $5.00 fee, following the free period of five days, students are permitted to drop courses up to the end of the eighth week in a regular semester or the end of the fifth week in a summer session. The appropriate notation (WP or WF) will be entered on the official transcript of the student's record.

Transfer of Credits
A student who has completed relevant graduate-level study at an acceptable institution may, subject to approval, transfer up to a maximum of six semester hours of graduate work completed after receipt of the undergraduate degree with a grade of B (3.0) or better, provided that such work complements or duplicates courses now offered by the School, and provided that such work meets the standards set by the individual Departments. Students who transfer in credits from courses which, in the opinion of the relevant Department, substantially duplicate courses offered here cannot enroll in the duplicated courses for credit. No account will be taken of the grades of transfer work in computing the student's grade point average at AGSIM. The transferring of hours in no way constitutes the waiver of a course. Basic language courses are not acceptable for transfer.

Correction of Errors in Grading
When filed with the Office of the Registrar, semester grades are final and are not subject to change by reason of a revision of the instructor's judgment. Changes may be made only to correct an error in computation or transcribing.

Discharging of Incomplete Grades
Grades of "Inc." may be discharged upon completing the course requirements to the satisfaction of the instructor, within one year, or within the student's next term of enrollment, whichever is the shorter time. Otherwise, the Incomplete becomes a No Credit (NC). It is the
student's responsibility to make necessary arrangements with the instructor with regard to removing the Incomplete. The Incomplete grade received in the basic language courses must be removed before any subsequent higher level course may be undertaken.

Student Conduct
Students at the School are preparing themselves for careers in which they will likely be given supervisory responsibilities at a senior corporate level. They are, therefore, expected to demonstrate maturity and self-discipline throughout the period of their study.

A student's continued enrollment, his receipt of academic credits, graduation, and the granting of any degree or certificate are strictly subject to the disciplinary authority of the School, which is free to cancel a student's registration at any time for conduct deemed inconsistent with the maturity expected of the international executive. AGSIM students are in general serious, well-motivated, and of superior character. Expulsions are very rare occurrences.

In addition, the School has the authority to expel students, if it has been determined that they cannot succeed in effectively handling any portion of the tripartite program leading to the Master of International Management degree. Details of required academic performance are set forth in each succeeding Student Handbook.

Transcript Regulations
One complete transcript of record is furnished the student at the conclusion of each term, without charge. For each additional transcript, a fee of one dollar is required. The application for the transcript of record must be made by the student himself, either on the regular form supplied at the Registrar's Office or by written request. No transcripts, letters of recommendation, or certifications of attendance will be released on students who have not met their financial obligations to the School.

Awards
Several awards are made by the School each year to its graduates and alumni:

THE BARTON KYLE YOUNT AWARD is conferred for excellence in scholarship, character, and accomplishment on nomination and election by the Faculty.
THE ALFRED KNIGHT AWARD is granted for excellence in scholastic achievement.

THE MARKETING AWARD recognizes excellence in the preparation of an international market research study.

THE WALL STREET JOURNAL AWARD is presented for excellence of work in the analysis of financial statements and in statistical accounting.

THE PHOENIX NEWSPAPERS, INC. INTERNATIONAL ADVERTISING AWARD recognizes the most outstanding advertising presentation.

THE JONAS MAYER AWARD is bestowed each year upon an alumnus who has reflected great credit on American multinational business.
Tuition and Fees

Tuition is $1,720 for each Spring or Fall Semester, and $1,200 for the Summer Session, for students enrolled on a full-time basis. For Winter­im, there is a registration fee of $35, plus a tuition rate of $140 for each semester hour of course work. Tuition is the same for all, regard­less of state or country of residence.

Special Student fees apply to those carrying less than 12 semester hours (or less than 9 hours in the Summer Session), including audits. Such students will be charged a tuition fee of $140 per semester hour of instruction, plus a registration fee of $140 for each term of study. This includes accident and sickness insurance coverage. It does not entitle use of the Career Services Center (except for those students who have completed at least one full term).

Spouses of full-time students at the School may take up to 9 semester hours of study in a Fall or Spring Semester at a flat-rate tuition of $400, or 6 hours in a Summer Session for a flat-rate tuition of $300. Special arrangements are made for spouses who take ENSL-INT, which would exceed the maximum number of hours allowed under this provision. If the spouse later becomes a candidate for the M.I.M. degree, then all credit hours are charged retroactively at the regular tuition rate for full-time students.

The Associated Students Legislative Council (ASLC) Fee is $15 for Spring and Fall Semesters, and $13 for the Summer Session. This is billed each student every term to support the wide variety of student sponsored activities on campus. Use of these funds is wholly at the discretion of the Council.

A $35 Application Fee must accompany a candidate's application for admission and is not refundable.

All students are required to make financial arrangements during finan­cial registration which is held on the first day of classes each semester. Those students who fail to pay their fees on this day or make arrange­ments to make deferred payments at a later date will be subject to a $25 late financial registration fee. Any balances outstanding from a previous term must be paid prior to registration for further studies.
A tuition deposit of $100 is to be sent upon receipt of a letter of tentative acceptance. This deposit is refundable up to 30 days prior to the first day of registration of the term for which official acceptance has been granted.

Deposits, in varying amounts, may be required of continuing students for special programs, such as Winterim, Guadalajara, Oxford, AUC, and ESADE. Students are notified of the amount of the deposit at special meetings and/or registration for the individual program.

**Board and Lodging**

Board at the School is at the rate of $525 per person ($1,050 per couple) per semester, subject to change. Single students and couples living in campus housing are required to patronize the dining hall. Student spouses who are working off campus may be given a five-day lunch credit.

Lodging rates are from $375 to $220 for single students per semester; suites for married students without children are available at a rental cost of $560 or $530 per semester. All rates are subject to change.

### Minimum Costs for a Term of Study

<table>
<thead>
<tr>
<th></th>
<th>Spring or Fall</th>
<th>Summer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>$1,720</td>
<td>$1,200</td>
</tr>
<tr>
<td>ASLC Fee</td>
<td>15</td>
<td>13</td>
</tr>
<tr>
<td>Board</td>
<td>525</td>
<td>350</td>
</tr>
<tr>
<td>Lodging (average rate)</td>
<td>285</td>
<td>215</td>
</tr>
<tr>
<td></td>
<td>$2,545</td>
<td>$1,778</td>
</tr>
</tbody>
</table>

Books and instructional supplies are not included in the regular tuition charge. For most students, their cost should not exceed $200 per semester.

The School reserves the right at any time to amend the regulations regarding tuition, fees, and method of payment.

**Refunds**

In the event of a student’s withdrawal or dismissal from the School during the course of a semester, the tuition charge (not including fees)
is subject to rebate in accordance with the following schedule:

<table>
<thead>
<tr>
<th>Period of Student Status</th>
<th>Percent of Semester Tuition to be Refunded to Student</th>
</tr>
</thead>
<tbody>
<tr>
<td>From Start of Class</td>
<td></td>
</tr>
<tr>
<td>Two weeks or less</td>
<td>80%</td>
</tr>
<tr>
<td>More than two, up to three weeks</td>
<td>60%</td>
</tr>
<tr>
<td>More than three, up to four weeks</td>
<td>40%</td>
</tr>
<tr>
<td>More than four, up to five weeks</td>
<td>20%</td>
</tr>
<tr>
<td>Over five weeks</td>
<td>—0—</td>
</tr>
</tbody>
</table>

The above schedule of refunds also applies to any student who, in reducing his load to below 12 hours, would become a Special Student. A special schedule, pro rata on the above, applies to the Summer Session and to the Winterim.

Board is refundable to the nearest following 1st or 15th of the month. Lodging fees are not refundable. A special schedule applies to the Summer Session and the Winterim.

VETERANS

The School's program is approved for veterans under provisions of the Veterans Readjustment Benefit Act of 1966, Chapter 34, Title 38, U.S. Code (G.I. Bill). Children of veterans deceased or totally disabled may attend under the provisions of Chapter 35, Title 38, U.S. Code.

Veterans may obtain an application for Veterans Administration educational benefits by writing to the Dean of Admissions.

FINANCIAL AID

American Graduate School makes every effort to enable the deserving student in need of financial assistance to attend. Although financial resources are limited, an aid program has been designed to accommodate as many applicants as possible by means of assistantships, scholarships, fellowships, loans, and part-time work. Applications for Assistantships should be made to the Dean of Admissions for review by the Committee on Scholarships. Applications for loans and part-time work should be sent to the Financial Aids Office.

Such applications for grants should be submitted along with a candidate's application for admission. Applications for the Fall Semester or Summer Session grants, along with all supporting papers, must be received no later than April 1; those for the Spring by November 1. Awards for the Fall Semester and Summer Session will be announced
around May 1, and those for the Spring Semester around December 1. One application form is sufficient for any one or combination of assistantships, scholarships or fellowships. Only one award can be made to an individual.

Awards are made on the basis of both academic performance and financial need. To determine financial need, AGSIM requires students who are U.S. citizens or permanent residents to complete the Family Financial Statement (FFS) and Institutional Data Sheet (IDS) Forms, sending the former to the American College Testing Program, and the latter to American Graduate School. These forms are available from the AGSIM Financial Aids Office. Application procedures for loans should be initiated at least three months before the funds are needed. Loan proceeds received at the School after the date specified for financial registration are subject to the usual charges for late payment of tuition and fees.

International students in this country on student visas should request the AGSIM Financial Aids Office to provide the proper application form to supply financial information in support of assistantship and scholarship applications.

Unless otherwise specified, assistantships and fellowships cover tuition costs for the first term in residence and are valid for one term only, not subject to extension. To be eligible for a scholarship or assistantship, the quality of the candidate’s work at the undergraduate level must be equivalent to an overall 3.5 grade point average. A score of at least 500 is required on the Graduate Management Admission Test.

Unless otherwise indicated, grants do not include room, board or other fees. The assistantships require recipients to render academic service up to fifteen hours per week. These grants are available only to newly entering students.

ARIZONA UNIVERSITY ASSISTANTSHIPS. Two assistantships are available each term to promising graduates of the State Universities of Arizona: University of Arizona, Arizona State University, and Northern Arizona University.

WORLD-WIDE ASSISTANTSHIPS. Ten one-semester assistantships are made available each Spring, Fall and Summer to qualified applicants from all parts of the world. Candidates will be judged primarily on the basis of scholastic achievement at the undergraduate level, although consideration will be given to extracurricular and professional activities, and to the candidates’ motivation toward a career in international management. These assistantships are granted to superior
scholars with degrees in Business Administration, Management and World Business, Marketing, Economics, History, Political Science and Government, English or other Modern Languages, Finance, International Relations and Area Studies, Accounting, Engineering, and Agricultural Sciences.

ASSISTANTSHIPS FOR RETURNING VETERANS. Three assistantships are offered each term to honorably discharged veterans of the United States Armed Services. Applicants may be veterans of the United States Air Force, Army, Coast Guard, Marine Corps or Navy. In addition to scholastic achievement at the undergraduate level, criteria will include motivation for an international career and extracurricular achievements giving evidence of leadership qualities.

AMALIO M. SUAREZ MEMORIAL FELLOWSHIP. A Fellowship is awarded each term in memory of the late Professor Amalio M. Suarez to an incoming student with an undergraduate major in Spanish, with preference being given to the father of a family. The successful recipient will be expected to assist the Department of Modern Languages in the field of his specialty.

PEACE CORPS ASSISTANTSHIPS. Two assistantships are offered each term to Peace Corps Volunteers who have completed their service.

CONTINENTAL GRAIN FOUNDATION FELLOWSHIP. The Continental Grain Foundation awards annually one Fellowship in International Business. This Fellowship supplies full tuition costs, plus $100 per month for two semesters. In the case of a married recipient, an additional stipend of $500 is awarded.

THE ORGANIZATION OF AMERICAN STATES FELLOWSHIP. This annual Fellowship is offered to a bona fide citizen of one of the other American republics who meets the requirements for admission and who has been appointed by the proper agency of the Organization of American States. Prospective candidates should apply directly to American Graduate School for admission and at the same time make application for the Fellowship to the Technical Secretariat of the OAS Fellowship Program, Department of Technical Cooperation, Pan American Union, Washington, D. C. 20006. Travel expenses, study materials, and room and board of the successful candidate will be covered by the OAS Fellowship.
LASPAU SCHOLARSHIP. American Graduate School has agreed to accept each year one scholar nominated by the Latin American Scholarship Program of American Universities, a non-profit association affiliated with Harvard University. AGSIM provides a tuition waiver but travel and living expenses are met by the individual scholar, his sponsoring university, and LASPAU.

AMERICAN MANAGEMENT ASSOCIATIONS SCHOLARSHIPS. Two scholarships are offered annually to sons and daughters of American Management Associations full-time employees, exclusive of American Graduate School. These scholarships provide tuition costs, room and board for the first semester, with continuing coverage in succeeding semesters if a satisfactory grade point average is maintained.

ARMCO INTERNATIONAL FELLOWSHIPS. Two Fellowships of $2,500 each are awarded annually by Armco Foundation to students with an engineering background (a degree in civil, electrical, metallurgical or mechanical engineering) who pursue careers in international management. The grants are made in increments of $833 for each of the three terms of study necessary to complete the M.I.M. degree.

RAYMOND RUBICAM FELLOWSHIP. One two-term tuition Fellowship, plus a stipend, is awarded annually to a student chosen by the Scholarship Committee on the basis of undergraduate achievements, extracurricular activities, an interest in the marketing and advertising field, and subsequent work experience.

IBM FELLOWSHIPS. One-term tuition Assistantships are awarded to a select number of students about to enter a third term of study. These Assistantships are awarded on the basis of need, scholastic achievement and faculty recommendations.

J. D. MARSHALL FELLOWSHIPS. Two Fellowships of $1,000 each are awarded annually by J. D. Marshall International, Inc. to students pursuing careers in export management. These grants are made in increments of $333 for each of the three terms of study necessary to complete the M.I.M. degree. Applicants must have an undergraduate major either in business administration or in Spanish, French, German, or Arabic. Applicants must have at least three years of language training in one of these four languages, or otherwise plan to study one of them at the School. Foreign national applicants must have a TOEFL score of at least 600.
ROBERT K. THOMAS FELLOWSHIP. A one-term tuition Fellowship is awarded each semester, in the memory of Robert K. Thomas, to a student about to enter a third term of study. The award is based on need, scholastic achievement, and extracurricular activities.

AFIA WORLDWIDE INSURANCE SCHOLARSHIP. One scholarship of $1,000 is made available each fall term to a student chosen by the Scholarship Committee on the basis of merit displayed in undergraduate studies, extracurricular achievements, and subsequent work experience.

JOHNSON & HIGGINS SCHOLARSHIP. One scholarship of $1,000 is made available each fall term to a student chosen by the Scholarship Committee on the basis of merit displayed in undergraduate studies and extracurricular achievements.

CELIA M. HOWARD FELLOWSHIPS. The Illinois Federation of Business and Professional Women’s Clubs annually awards Celia M. Howard Fellowships for graduate study to women who have lived in Illinois for two or more years and are U.S. citizens. Awards are for tuition for one or two terms. January 1 is the deadline for applications. For information, write to Ruth M. Shaw, Chairman, Celia M. Howard Fellowship Fund Committee, 1604 West Main Street, Collinsville, Illinois 62234.

CARL DUISBERG SOCIETY SPONSORSHIP (for German citizens only). The Carl Duisberg Society nominates for admission to AGSIM those German students who are sponsored by leading industrial companies in West Germany. Information may be obtained from the Director, The Carl Duisberg Society, Inc., 425 Park Avenue, New York, New York 10022.

RAUL A. MASVIDAL SCHOLARSHIP. This scholarship was established by an alumnus, Raul P. Masvidal, in memory of his father. A grant is made each fall term, covering tuition for one semester, to a student of Latin American extraction, in need of financial assistance, who has the intention of joining an American firm in the field of international business. Preference is given to a married student.

JULIAN AND LEE SOBIN FELLOWSHIP. This Fellowship provides full tuition, room and board for one student for the three terms required to complete the MIM degree. The recipient of the fellowship is chosen annually by the Scholarship Committee on the basis of merit and need.
N. W. AYER FOUNDATION SCHOLARSHIP. One scholarship of $1,000 is made available each spring term to a student interested in the field of marketing. Merit displayed in undergraduate studies is considered, together with financial need.

Miscellaneous Scholarship Grants:
About fifty grants are awarded during the year to second and third semester students, based on scholastic performance at AGSIM, financial need, and participation in campus activities. Students who qualify for these scholarship grants may make application to the Chairman of the Scholarship Committee at the end of their first or second term in residence. Funds for these scholarships are provided principally by the following:

COLONEL FRANK JAMES MORROW SCHOLARSHIPS. Funds amounting to $1,000 annually will be made available to a continuing student or students who exemplify the criteria of the Barton Kyle Yount Award — excellence in scholarship, character and accomplishment. The scholarship was made available through the courtesy of Mrs. Lawrence Emmons, Trustee Emerita, and applies only to sons and daughters of regular United States military officers.

THE ALFRED AND HATTIE KNIGHT SCHOLARSHIPS. As a bequest from the late Alfred Knight, one of the founders of the School and former Chairman of its Board of Directors, second and third semester grants are made available annually.

FRIENDS OF THUNDERBIRD SCHOLARSHIPS. These scholarships are provided by the Friends of Thunderbird, an affiliate organization of AGSIM. Grants are made annually to deserving students.

DORIS THOMPSON PAINE MEMORIAL SCHOLARSHIP. This endowed scholarship fund is provided by friends of the late Doris Thompson Paine, founding President of Friends of Thunderbird. Grants are made available annually to needy and deserving students selected by the Scholarship Committee.

L. W. DOUGLAS FELLOWSHIP. This Fellowship, established in the name of the Hon. Lewis W. Douglas, a close friend of American Graduate School of International Management, is awarded twice annually by the Scholarship Committee to students deemed most deserving, based on academic achievement, management potential and need.
MARTHA L. SNYDER ALUMNI SCHOLARSHIP. The Martha L. Snyder Alumni Scholarship was established through contributions from alumni and friends at the time of Mrs. Snyder's retirement as Alumni director. This fund provides income which is distributed in the form of a scholarship in the amount of $250 each fall and spring semester.

AMERICAN MARKETING ASSOCIATION. The Association makes funds available each spring for two students interested in the field of marketing. Selection is based on scholastic performance and financial need.

CHRYSLER CORPORATION GRANTS. The Chrysler Corporation has made funds available for second and third semester students. Recipients are chosen by the Scholarship Committee on the basis of academic achievement at AGSIM, need, and involvement in campus activities.

JOAQUIM DUARTE MEMORIAL SCHOLARSHIPS. Professor Joaquin Duarte, Jr. and his mother established these scholarships in memory of his father. The scholarships are awarded to students from the Portuguese-speaking areas of the world.

Student Loan Funds

WILLIAM LYTLE SCHURZ FUND. A student loan fund was established in February 1952, in the name of the late Dr. Schurz, former Dean of the Faculty, Director of the Department of Area Studies, and School President. Initial contribution was made by the School's student council and continuing support is given by alumni, industry and interested friends.

JOHN J. LOUIS LOAN FUND. The late John J. Louis, former senior partner of Needham, Louis & Brorby, Chicago advertising consultants, was instrumental, while a member of the Board of Directors of the School, in securing contributions for this fund.

NOTE: These Funds (Schurz and Louis) are currently committed in support of the National Direct Student Loan Fund program at AGSIM.

NATIONAL DIRECT STUDENT LOAN FUND. American Graduate School is cooperating with the United States Government in the Student Loan Program provided for under the National Defense Education Act of 1958. The purpose of this Act is to provide funds so that students with ability, who are in need of financial assistance, may be afforded an opportunity for higher education. Since funds available are limited, AGSIM requires students to borrow the maximum amount
which their banks will grant under the Guaranteed Loan Program. The
ACT Family Financial Statement is required before a student will be
considered for a National Direct Student Loan. Students with a supe-
rior academic background are given preference. Application deadlines
are July 1 for the Fall Semester, December 1 for the Spring Semester,
and April 1 for the Summer Session. Funds will be committed and
loans announced within 30 days of these dates. The ACT Institutional
Data Sheet and the AGSIM Supplementary Information Form
(contained in ACT packet) serve as the National Direct Student Loan
Application.

GUARANTEED STUDENT LOANS (Federally Insured and State
Loans):

Federally Insured Student Loans. Loans are available through banks
participating in the Federally Insured Student Loan Program. Applica-
tions are available through local banks, or write to the Financial Aids
Office.

State Loans. Several states have loan programs. For further informa-
tion and application forms, contact your home bank.

IMPORTANT: The limit for any one or combination of Federally In-
sured and State loans is $5,000 in a twelve-month period.

NOTE: A student must be a U.S. citizen or permanent resident to be
eligible to borrow from the National Direct Student Loan Pro-
gram or any of the Federal or State Guaranteed Loan
Programs.

SATISFACTORY PROGRESS REQUIREMENTS. Full-time students
must meet the following criteria to be eligible for National Direct Stu-
dent Loans, Federally Insured Student Loans, and State Guaranteed
Loans:

A student must have completed a minimum of 24 credit hours in the
two most recent Fall and Spring terms of enrollment (or 20 hours
regular and Summer terms) with a minimum grade point average of
3.0 in order to be judged to be making satisfactory progress.

DOUGHERTY FOUNDATION LOANS. Limited loan funds (not to ex-
ceed $1,000 per student) are available from this Foundation for U.S.
citizens who are Arizona residents. An ACT needs analysis form (FFS)
is required, plus the Dougherty Foundation application (available from the Financial Aids Office).

THE LEO S. ROWE PAN AMERICAN FUND. Loans are available from this Fund, and are extended to citizens of the Latin American countries which are members of the Organization of American States. Application forms are available from the General Secretariat, Organization of American States, Washington, D.C. 20006. Recipients must agree to return to their home country after completion of studies.

THE HATTIE M. STRONG FOUNDATION administers a loan program for American college students based solely on merit. Loans average between $1,000 and $2,000 per year. Applications should be made from January 1 to March 31 covering the scholastic year beginning the following Fall term. Students should apply in writing, giving a brief personal history and identification of the educational institution attended, subjects studied, and the amount of funds needed. If the applicants qualify for consideration of a loan, an application form will be mailed to them. Inquiries should be sent to: Hattie M. Strong Foundation, Student Loans, 409 Cafritz Building, 1625 Eye Street, N.W., Washington, D.C. 20006.

FRIENDS OF THUNDERBIRD EMERGENCY LOAN FUND. Friends of Thunderbird consists of a group of local people who support the ideals and goals of American Graduate School. They have established a limited emergency loan fund to take care of situations which will be resolved in 30 days or less. Arrangements are made through the Financial Aids Office.

THE UNITED STATES STEEL CORPORATION LOAN FUND. The U.S. Steel Corporation, through its program of awarding loan funds to highly selected graduate schools throughout the United States, has provided a revolving loan fund for students at AGSIM. Application should be made to the Financial Aids Office. These loans are subject to availability of funds, and are reserved for students in their final semester who have exhausted all other loan sources.

PAULINE WILSON MEMORIAL LOAN FUND. Professor Paul M. Wilson established this loan fund in memory of his wife, Pauline. This fund has been augmented by donations from friends. Limited loans are available to cover modest needs and must be repaid within 30 to 60 days. Applications are made to the Financial Aids Office.
STUDENT EMPLOYMENT

On-Campus Employment
A limited number of qualified students or their spouses may find part-time employment in the administrative or faculty offices, or in various other capacities. Application procedures are available from the Financial Aids Office.

Off-Campus Employment
A number of students work off campus in a variety of jobs around the Glendale-Phoenix area. The Financial Aids Office can provide some leads and general assistance to students and spouses in their job search, after they reach the Campus. However, students are advised that the intensive nature of the educational program offered by the School renders it very difficult for some students to accept outside employment and still perform satisfactorily in their class work.
CURRICULUM

The tripartite curriculum of American Graduate School is designed to reflect the breadth of specialized knowledge, techniques of communication, and problem-solving skills now required of the international executive. It provides a framework within which students of widely differing backgrounds and preparation can select courses suited to their individual interests and varied career objectives.

The course offerings of the Department of International Studies provide students with an ability to understand — from a variety of relevant disciplinary perspectives — the problems to be encountered in their international inter-relationships as private entrepreneurs, representatives of multinational corporations and their subsidiaries, or as representatives of social and governmental agencies. This Department not only teaches the student current economic, social, political and cultural conditions in one or more required areas of the world, but also trains the student to analyze these matters so as to be better equipped to deal with the changing international scene.

The Department of Modern Languages offers courses which train and equip students with linguistic skills and cultural insights necessary for them to successfully perform in assignments of transnational responsibility. Foreign students are provided with the opportunity to improve their command of American Business English and to further develop their skills in correct, concise, clear and effective oral and written communications. At the three basic levels of instruction, the audio-lingual conceptual method developed by the School is practiced, thus enabling students to learn how to speak, understand, read and write foreign languages, and to possess the resulting self-confidence to communicate and interact easily with nationals of the countries in which these languages are spoken. Complementing the basic language courses offered by the Department are the various cross-disciplinary courses taught solely in a foreign language in the subject areas of economic, social and political problems of the world, as well as in the areas of communications, procedures and regulations relevant to commercial transactions as used in the foreign countries where the target languages are spoken.

The Department of World Business features a broad range of courses which respond to the differing backgrounds and interests represented within the student body. The curriculum is designed in recognition of the increasingly complex demands placed upon the executive personnel of international business and financial institutions that require a basic understanding of several functional specialties in the fields of business and finance as well as conversance with new quantitative
tools and advanced managerial and marketing techniques. For this reason, a wider range of international courses is offered than is typical of many more traditional graduate schools of business administration, and most courses possess a special international and practical orientation. A number of the members of the Department's faculty have spent many years in senior executive international positions. Their approach may be described as pragmatic and people-oriented. This group is complemented by individuals with advanced degrees who are interested in the practical application of current theoretical knowledge to the solution of the immediate problems faced by the international manager today.

The courses in all Departments are, except in rare emergencies, taught by faculty members, not by graduate student assistants.

Distribution Requirements

International Studies Courses:
All entering students are required to take nine semester hours of work in International Studies. They are to take at least one introductory survey course (300 level) in a major world area or in international relations, and two 400 or 500 level courses. Those students who have already developed proficiency in one or more fields covered by the International Studies curriculum may petition for a partial waiver of the requirements. All students must take at least three credit hours in the Department, regardless of background.

Modern Languages Courses:
A requirement of the AGSIM curriculum is that all students are expected to achieve conversational proficiency — as well as reading and writing ability — in one of the eight languages (including English) taught at the School, in addition to their native language. For this reason, at least fifteen credit hours of course work are required of all students. This requirement may be waived in part or in whole upon examination by the Department of Modern Languages to determine the level of the student's proficiency obtained prior to admission to the School.

World Business Courses:
All entering students without prior academic training in these subjects are required to complete WB-310 (Accounting), WB-320 (Fundamentals of Economics), WB-330 (Statistics), WB-340 (Management), and WB-350 (Marketing). Students are encouraged to waive any of these 300-level courses which duplicate undergraduate studies. It is recommended that those preparing for admission into AGSIM include these basic business courses in their program leading to the baccalaureate degree. Students may also challenge 300-level
World Business courses by examination. The Department will accept the College Level Examination Program (CLEP) examinations as proof of proficiency in these areas. The CLEP test will be accepted for waiver purposes only and not for the purpose of credit. Information regarding minimum acceptable scores will be provided upon request. The tests are available at many schools throughout the country. It is recommended that testing be completed prior to arriving at AGSIM, so that results will be known before enrolling in first semester classes.

In addition, students are required to complete twelve semester hours of 400-500 level World Business courses.

Summary:
To summarize, therefore, the following is an outline of what is required in each of the three academic Departments:

INTERNATIONAL STUDIES:
One 300-level course covering one of the following: Asia, Europe, Latin America, Middle East/North Africa, Sub-Saharan Africa, or International Relations. Two additional courses at the 400 or 500 level are also required. The three courses amount to nine hours. Although waivers are allowable, all students must take at least three credit hours of work in this Department.

MODERN LANGUAGES:
Introductory, intermediate, advanced courses in: Arabic, Chinese, French, German, Japanese, Portuguese, Spanish, or English as a Second Language. The complete language sequence amounts to fifteen semester hours (16 hours for Arabic, Chinese, or Japanese). Foreign students who start with Intensive English (ENSL-INT) must complete a total of twenty-one hours of work in this Department.

WORLD BUSINESS:
One 300-level course in each of the following: Accounting, Management, Marketing, Fundamentals of Economics, Statistics (Operations Analysis). These five courses amount to fifteen semester hours, but any or all of them can be waived or challenged. In addition, twelve semester hours of work are required in courses at the 400 or 500 level. These 400-500 level courses cannot be waived or challenged, nor can the requirement be met with transfer credits.

Waivers of required courses in no way constitute a reduction in the number of hours required for the M.I.M. degree. A minimum of 48 semester hours of study is still required, although American students having absolutely no waiver rights in any of the three Departments would require 51 hours in order to graduate. Foreign students having
no waiver rights may have to take up to 57 hours to meet graduation requirements. Experience demonstrates, however, that the vast majority of students will be able to qualify for the M.I.M. degree upon the completion of 48 hours of work during three terms in residence, or one calendar year.

**Explanation of Course Numbering**
Courses at the 300 level are basic introductory lecture courses in the subject described. Students with graduate or undergraduate backgrounds in these subjects may, on occasion, bypass or waive these courses in accordance with departmental and School requirements.

Courses at the 400 level are advanced courses on specialized topics which assume some prior familiarity with the subject matter. Although primarily lecture courses, many of these courses are of the "pro-seminar" type or involve small-group discussion sessions each week.

Courses at the 500 level are limited enrollment seminars which students may take only by permission of the instructor. Permission of the instructor means that the instructor has the right to select the students allowed to enroll in the class, including the right to set appropriate qualitative standards, in addition to the established prerequisites.

Courses numbered 590 are independent research projects offered in each Department. They are usually open only to advanced degree candidates and to those who have demonstrated the academic maturity, scholarly interest, and technical ability required to undertake research with a minimum of supervision. An individual may enroll in only one 590 independent research project in any one term, subject to prior approval by the Office of Academic Affairs.

The following courses may not be taken concurrently: 590 (Independent Research Project), WB-558 (Interad Plans Board), WB-591 (Internship), and 592 (Thesis). Only one of these courses may be taken in any one term.

The AGSIM Form Manual for Research Writing is expected to be followed in the preparation of written work in most courses.

Courses in the Department of Modern Languages labeled "a" or "b" must be taken in the sequence of "a" preceding "b."

**Curriculum Changes**
Owing to the necessarily transitional nature of a curriculum which is designed to provide graduate level instruction of both currency and practicality in the burgeoning and constantly changing field of interna-
tional management, the School reserves the right to make whatever changes it deems appropriate at any time in the schedule of courses, including the withdrawal or inclusion of specific courses, the changing of instructors, and the requirements for admission to particular courses. Some courses are offered in alternate semesters, and others at intervals in response to student demand.

Students returning after an absence of a semester (other than a summer term) must meet the graduation requirements in effect at the time of return.
IS-310  ASIAN SURVEY (3 hours)
This course seeks to promote an understanding of Asian views of the world, philosophical and religious systems of thought, and differing international political and legal systems. Other subjects include the development of East-West international relations, trends in economic development and integration, and discussion of the selected governments of Southeast Asian nations, China, Japan, and India. This course concludes with a review of regional contemporary issues.

IS-320  EUROPEAN SURVEY (3 hours)
Economic, social, and political trends of postwar Western Europe are analyzed. The emphasis is on the area as a whole rather than on specific national developments, in order to provide the student with concepts and categories which can be applied to any Western European country. A major part of the course is devoted to the European integration movement, the progress of which will greatly influence U.S. economic, business, and political relations with Europe.

IS-330  LATIN AMERICAN SURVEY (3 hours)
The survey covers such materials as the influence of the Indian, Spanish, Portuguese, Black and later European immigrations on the subsequent economic, social, cultural, and political developments of the different nations of the area. The course examines particularly: intra-Latin American and inter-American relations, manifestations of political instability/stability, and an assessment of the factors leading thereto. The history of economic development, partly influenced by geography, which has led to such recent developments as the rise of economic nationalism, regional integration, and a wave of expropriations, is analyzed for future implications to the foreign investor.

IS-340  MIDDLE EAST SURVEY (3 hours)
This is a brief survey of the history of the Middle East beginning with the rise of Islam, with emphasis on current political
and socio-economic conditions. The course concentrates on the region as a whole rather than on individual countries, with particular attention paid to understanding Arab culture, especially as it relates to international business.

IS-350
SUB-SAHARAN AFRICA SURVEY (3 hours)
This interdisciplinary regional course emphasizes the common problems facing most African countries, rather than a country-by-country survey. It is intended to serve as a broad introduction to African studies, to provide an awareness of traditional Africa and the factors and conditions which have led these countries to take different paths since World War II.

IS-370
INTRODUCTION TO INTERNATIONAL RELATIONS (3 hours)
Course material is designed to promote a broad understanding of the major problems of a political and economic nature which confront the international manager. Strongly conceptual in approach, it covers the nature of international political actors, as well as the political aspects of international economic action, and emphasizes the various aspects of their interrelationships. Such topics are introduced as the nature and problem of analysis, the international system and its structure, decision making, alliances and coalitions, the role of violence, bargaining in international politics as compared to the bargaining in the business world, crises, and security.

IS-410
MODERN JAPAN (3 hours)
Focus is on the development of modern Japan and its growing role in worldwide political, cultural, military and economic affairs. Many aspects of business life in Japan are unique. In order to promote understanding of business conditions in Japan today, this course explores the nature of Japanese self-identity, the nature of today's Japanese society, and the new consumerism in Japan, with special emphasis on the middle class. It also deals with the business-government relationship, the distribution system, exchange and trade controls, monetary policy, and contemporary political and social issues. Prerequisite: IS-310 or equivalent.

IS-412
MODERN CHINA (3 hours)
The development of modern China is traced, including its breakup into two separate national entities. Analysis is made of the interplay of the varied domestic and foreign influences leading to the present situation. Topics include China's unique cultural heritage, nineteenth and twentieth century imperialism, the influence of the Russian Revolution, World War I and II, Korea and Viet-Nam, the Sino-Soviet split, China's struggle with poverty and industrialization, China and the United Na-
tions, mainland China as a nuclear power and the recent 

turnabout in its relations with Japan and the United States, 

and the resurgence of the Republic of China (Taiwan). Prereq-

uisite: IS-310 or equivalent.

IS-420

BRITAIN, FRANCE AND GERMANY (3 hours)

This course covers the culture, economics, politics and so-

ciety of Britain, France and Germany. It focuses primarily on 

domestic rather than international developments. Cultural atti-

tudes which have affected political, economic and business 

development are analyzed, as well as the effect increased af-

fluence has had on these societies. Political and economic 

structures and their dynamics are examined on a country-by-

country basis. Prerequisite: IS-320 or equivalent.

IS-421

MODERN GERMANY (3 hours)

This course is primarily concerned with Germany’s evolution 

from 1870 to the present, with emphasis on the Imperial Peri-

od, the German Republic, the Nazi Era, and Post-World War II 

divided Germany. Political, social, economic, business, and 

cultural trends are examined as they relate to and are af-

fected by domestic issues and developments.

IS-422

MODERN BRITAIN (3 hours)

This course deals primarily with Great Britain’s development in 

the twentieth century. The course begins with the Boer War in 

Edwardian England and ends in the present day. Political, 

economic, and social trends are examined as they relate to 

and are affected by domestic issues and developments.

IS-424

SPAIN, PORTUGAL AND ITALY (3 hours)

The student is introduced to Spain, Portugal and Italy. The 

objectives are to provide the student with a knowledge of the 

history, culture and peoples of these nations and an under-

standing of their political and economic systems, as well as to 

familiarize the student with contemporary problems and issues 

confronting them in the fields of business, diplomacy, and 

government.

IS-425

EAST EUROPEAN ECONOMIC SYSTEMS (3 hours)

This is an introduction to the East European command econo-

mies. Its objectives are to familiarize the student with the 

organization and operation of the Soviet and satellite econo-

mies, the mechanics of central planning, the firm and its 

management, and current reforms. Emphasis is also placed
on the COMECON and economic integration. The course concludes with an examination of Communist foreign trade planning and management, and the extent of this region's growing trade with the West.

IS-428 LABOR IN EUROPE (3 hours)

Differences between the American and the European labor movements are delineated. Particular emphasis is placed on the vast differences among the labor movements of individual European countries. The study of current issues and problems among labor, management and government, including union participation in government and the pressures for union management of industry, are included. Current attitudes toward nationalization, workers councils and incomes policies are highlighted.

IS-430 MEXICO (3 hours)

The objectives of this introductory course are two-fold: first, to acquaint each student with a considerable amount of substantive information on Mexico's history, culture, people, and economic and political systems; second, to discuss issues that have consistently confronted Mexico. These include socio-racial discrimination, foreign intervention and exploitation, political repression, and economic underdevelopment. Such matters are viewed from "a Mexican perspective."

IS-431 ANDEAN COUNTRIES (3 hours)

Students are familiarized with the economic, political, social and cultural conditions in the following countries: Venezuela, Colombia, Ecuador, Peru, Bolivia and Chile. Particular emphasis is placed on the creation and performance of the Andean Community (ANCOM).

IS-432 MODERN BRAZIL (3 hours)

The goal of this course is to study in both historical and contemporary perspective the Brazilian people and their nation. The course, using a pro-seminar approach, is devoted to the study of the basic elements of Brazilian life: society, culture, government, politics, geography, economy, and business.

IS-434 DOING BUSINESS IN MEXICO AND PERU (3 hours)

Consideration is given to the new techniques of doing business in two Latin American nations, Mexico and Peru, selected because their current policies are innovative and could be illustrative of future worldwide trends. It focuses upon the new "rules of the game" of how the multinationals are facing this challenge to their traditional ways of doing business. In addition to class discussions and lectures, a re-
search paper is required covering the present environment for international business in a given sector in one of the two countries.

**IS-438**

**INTER-AMERICAN RELATIONS (3 hours)**

Exploration is undertaken of the history of relations between and among the nations of the Americas from independence to the present, emphasizing developments in the twentieth century such as the Pan American Movement, the Good Neighbor Policy, Alliance for Progress, Inter-American trade policies, and other current problems in inter-American cooperation.

**IS-471**

**INTERNATIONAL ORGANIZATIONS (3 hours)**

International Organizations concerns international and regional institutions designed to further economic development and commerce. Included are global structures such as UNCTAD, the World Bank, and the International Labor Organization; regional organizations such as the European Economic Community, the Andean Common Market, and the African Development Bank; and nationally based organizations of an international nature such as the Export-Import Bank. The main purposes of the course are: (1) to describe the growth of such institutions, (2) to examine their economic and political impact, and (3) to assess ties among international institutions, national governments and private investors.

**IS-477**

**DIPLOMACY, NEGOTIATION AND BARGAINING (3 hours)**

This pro-seminar is concerned with gaining perspectives on the relations between states. It is concerned with the problems of communication and international decision making as they affect relations between states both in normal periods and in periods of high tension. Topics include the scope of diplomacy, the nature of negotiation and bargaining, some of the techniques and problems of negotiation. Students are required to do research papers. Prerequisite: IS-370 or equivalent.

**IS-480**

**ECONOMIC DEVELOPMENT AND SOCIAL CHANGE (3 hours)**

The student is introduced to the various theories and strategies of the industrialized and developing nations in their search for continuing development. Following a general theoretical introduction, the specific private and public sectoral approaches and rationales used by differing geographic re-
regions to accomplish these aims are examined and analyzed. National economic plans and planning, the role of the entrepreneur, land reform, education, and population policies are also covered.

IS-481 CONTEMPORARY AMERICA (3 hours)
Facts and opinions are presented to help the student understand the United States, its people, culture, political and economic institutions and policies, and its role in world affairs. For the foreign student, it is intended to give an understanding of the dynamics of the American system, while U.S. nationals may attain a greater appreciation of the forces at work in their own country, so that they will be in a better position to explain “what the United States is” when dealing with foreign nationals.

IS-483 GLOBAL RESOURCES: HUMAN AND MATERIAL (3 hours)
This course analyzes the causes, effects and responses to global problems related to population growth, pollution, food, and natural resources. It probes such problems as the growing conflicts between “have” and “have not” nations, environmental issues concerned with the conservation of natural resources, and human survival.

IS-488 CROSS-CULTURAL COMMUNICATION FOR INTERNATIONAL MANAGERS (3 hours)
This is an intellectual and experiential forum for developing the interpersonal-intercultural communication and interaction skills necessary for international managers. While learning to identify cultural aspects of verbal and non-verbal behavior of persons from different cultures and themselves, students come to recognize cultural differences which can cause difficulties in management situations.

IS-501 SEMINAR ON SELECTED RESEARCH TOPICS ON ASIA (3 hours) Prerequisite: Permission of the instructor.

IS-502 SEMINAR ON SELECTED RESEARCH TOPICS ON EUROPE (3 hours) Prerequisite: Permission of the instructor.

IS-503 SEMINAR ON SELECTED RESEARCH TOPICS ON LATIN AMERICA (3 hours) Prerequisite: Permission of the instructor.

IS-504 SEMINAR ON SELECTED RESEARCH TOPICS ON THE MIDDLE EAST/NORTH AFRICA (3 hours) Prerequisite: Permission of the instructor.
IS-505  SEMINAR ON SELECTED RESEARCH TOPICS ON SUB-SAHARAN AFRICA (3 hours) Prerequisite: Permission of the instructor.

IS-507  SEMINAR ON SELECTED RESEARCH TOPICS ON INTERNATIONAL RELATIONS (3 hours) Prerequisite: Permission of the instructor.

IS-520  EUROPEAN INTEGRATION (3 hours)
This seminar provides an in-depth study of the problems and prospects of European economic, social, and political integration. Emphasis is placed on research, reading, and discussion, both theoretical and practical. In addition to purely European developments, the course includes a section on U.S.-E.E.C. relations; an examination of the expansion of the E.E.C.; external relations; and an analysis of the various institutions of the Common Market. Prerequisite: Permission of the instructor.

IS-521  AMERICAN-EUROPEAN RELATIONS (3 hours)
The history of American-European relations since 1945 is reviewed. Topics to be considered include the United States' economic aid after the war; the development of the Atlantic Alliance; Europe's own economic and political reconstruction and America's attitude toward this; America's role in Europe's contemporary political problems; détente and Ost-Politik; and the conferences concerning European security. While the greater part of the course considers our relations with Western Europe, occasional reference is made to the greater European theatre insofar as it becomes appropriate to do so. Also, a portion of the course focuses on the relations of Canada with Europe and their influence on the United States. Prerequisite: IS-320 or equivalent, and permission of the instructor.

IS-524  EAST-WEST SEMINAR (3 hours)
This seminar analyzes the economic relations of Eastern Europe, Russia, and China with the West and current developments in East-West trade. It is concerned with the role and importance of planners' and trade managers' behavior in these countries. It studies the problems posed by market penetration, barter trade, political influences in decision making, and business psychology of the "Red Executive." Prerequisite: Permission of the instructor.

IS-526  EUROPEAN AND AMERICAN ECONOMIC THOUGHT (3 hours)
The focus of this course is contemporary thought in Europe and the United States. It is a readings seminar in which the
student reads and discusses current works by authors such as Galbraith, Myrdal, and some European Marxists. Philosophical views of capitalism and socialism are discussed. Prerequisites: IS-320 or equivalent and permission of the instructor.

**IS-528**

**ECONOMIC AND SOCIAL POLICY IN EUROPE (3 hours)**

Examination is made of various aspects of the policymaking process as it impinges on the international business community in Europe. Some consideration is given to the E.E.C. as well as the individual nation-state's planning systems. Specific topics include the growth of bureaucratic control, the substance of specific policies and the involvement of business and labor in public policy making. Prerequisite: IS-320 or equivalent, and permission of the instructor.

**IS-530**

**POLITICAL INSTITUTIONS OF LATIN AMERICAN (3 hours)**

This seminar on Latin American politics has as its objectives: (1) to read and discuss some general theories of Latin American politics; (2) to assess the political impact of various domestic groups with specific reference to the military, and (3) to consider the impact of external forces upon Latin American politics. In all reading and discussions, an underlying theme concerns the relationship between economic growth, social development and political change. Prerequisite: IS-330 or equivalent, and permission of the instructor.

**IS-571**

**CONFLICT IN INTERNATIONAL RELATIONS (3 hours)**

By its nature, politics implies the possibility of some form of conflict, ranging in international relations from minor competition to all-out violence. The omnipresence of nationalism has encouraged this phenomenon in relations between states. This course is concerned with forms of conflict and its relationship with nationalism, ideology, and economic relations, as well as with possible means of sublimating it to something less destructive. Prerequisite: IS-370 or equivalent, and permission of the instructor.

**IS-572**

**INTERNATIONAL CRISIS (3 hours)**

This seminar considers the phenomenon of crises within the field of international politics, a factor of extreme importance in the recent history of international relations. It also analyzes methods of decision making in foreign policy. It explores the Rational Actor as well as the organizational and political approach to decision-making policies and the problems of irrationality affecting all three. Prerequisite: IS-370 and permission of the instructor.
IS-574  U.S. FOREIGN POLICY (3 hours)
This seminar examines the many facets of the United States' foreign policy formation and decision making. It encompasses some history, but is primarily concerned with history only as it relates to present-day problems facing the United States and its relations with other nations. Research papers on specific situations are required. Prerequisites: IS-370 or equivalent, and permission of the instructor.

IS-575  REGIONAL APPROACHES TO GLOBAL AFFAIRS (3 hours)
This course involves an investigation of how different states approach their roles and international objectives in world affairs. An analysis is made of the political, economic, and business interests that states pursue which emanate from their distinct historical and cultural traditions, and also of the influence that foreign involvements have on the internal developments within these states. A contrast is made of the different approaches to international relations as they are demonstrated by various states in Europe, Africa, the Middle East, the Soviet Union, and China. Prerequisite: IS-370 or equivalent, and permission of the instructor.

IS-580  TRANSNATIONAL CORPORATIONS AND WORLD ORDER (3 hours)
Examination is made of multinational enterprises as global organizations, with an emphasis on their world-wide impacts. It intends to provide a framework for understanding broad issues and is not directly concerned with questions of business management and administration. As the seminar is interdisciplinary, it assumes some familiarity with "social science," its methodology and interests, and some interest and capabilities in dealing with abstractions on the part of the student. Prerequisite: Permission of the instructor.

IS-581  NATIONALISM AND EXPROPRIATION (3 hours)
This seminar probes the inter-relationship between nationalism, economic nationalism, and the desire of nation-states to control their economic destinies. Expropriation is viewed as one means of achieving this control. Investigations cover such forms of nationalism as have existed and presently exist, the problems of national integration from both the political and economic viewpoints, and the history and patterns of expropriation. The legal and constitutional bases for expropriation as well as patterns of business-government relations in the extractive industries are examined. Prerequisite: Permission of the instructor.
THEORIES OF POLITICAL CHANGE (3 hours)

The purpose of this seminar is to analyze the nature of political change and, particularly, the relationship between socioeconomic conditions and political events. The seminar is divided into two parts. Part I is designed to study and discuss major theories of political change. The theories considered apply to both industrial and non-industrial societies, and include both pluralistic and class approaches. Part II is devoted to the presentation and discussion of individual research projects. Prerequisite: Permission of the instructor.

COMPARATIVE PUBLIC ADMINISTRATION (3 hours)

The seminar focuses on the problem of public administration in developing and developed countries. Attention is devoted to official attitudes and policies toward multinational corporations and other international entities. Prerequisite: Permission of the instructor; IS-471 INTERNATIONAL ORGANIZATIONS, or equivalent, is strongly recommended.

ECONOMIC DEVELOPMENT MANAGEMENT (3 hours)

This seminar examines the problems of economic development management in Third World countries. Bureaucratic-behavioral and political constraints in planning and project administration, the impact of national management styles, and problems of implementing foreign aid and assistance programs are among the topics covered, with a focus on non-profit organizations. Prerequisite: Permission of the instructor.

TOURISM AND ECONOMIC DEVELOPMENT (3 hours)

Consideration is given to the role tourism can play in economic development. The materials include analyses of selected feasibility studies with emphasis on the defining of a tourist resource and how such a resource may be marketed. In addition, an examination is made of public and private sector stimuli for tourism development. Means of financing tourist-related projects from both public and private sectors are also examined. Consideration is also given to social, political, and environmental effects that can occur, particularly in emerging nations where tourist development is carried out without regard to overall development goals and participation of the indigenous population. Prerequisite: Permission of the instructor, on the basis of a one-page essay explaining background, goals, and reason for wanting to enroll in this course.

O MUNDO DE EXPRESSÃO PORTUGUESA HOJE (THE PORTUGUESE SPEAKING WORLD TODAY) (3 hours)

This seminar is concerned with contemporary economic, political, business, social, and cultural developments in Portugal,
Brazil, and Portuguese-speaking African nations. An analysis is made in the Portuguese language of economic, political, business and social problems and issues currently confronting the Portuguese-speaking world (Portugal, Brazil, Angola, Mozambique, Guinea-Bissau, São Tomé e Príncipe, Cape Verde, Timor and Macao), as well as their achievements in the arts, music, and literature. Current periodicals and other sources are utilized in preparation of oral and written research reports. Prerequisites: Either IS-320, IS-330, IS-350 or equivalent; fluency in the Portuguese language, and permission of the instructor.

IS-587 COMPARATIVE LABOR MOVEMENTS (3 hours)

The seminar deals with both national and international labor organizations. General information on developments and trends in the world today is read and discussed during the first part of the seminar. The remainder of the seminar is devoted to individual research. A student may direct his or her research to labor within an individual country or to international labor developments. The purpose of the seminar is to give the student a general understanding not only of trends in labor, but also of ways in which labor movements may vary in different parts of the world. Prerequisite: Permission of the instructor.

IS-588 DIFFERING VALUE ORIENTATIONS (3 hours)

The objective of this seminar is to develop skill in analyzing difficulties and problems in cross-cultural situations, while studying cases, management styles and leadership, and problem-solving techniques, so as to identify the basic value orientations underlying different behaviors. Prerequisite: IS-488 or equivalent, and permission of the instructor.

IS-590 TOPICS IN INTERNATIONAL STUDIES: INDEPENDENT RESEARCH (1 to 3 hours)

This is a special program for independent research on an approved topic in the field of international studies. Regularly scheduled consultations between student and instructor are required. This program is normally open only to third semester students with the permission of the instructor, and with the concurrence of the Chairman of the Department. The topic must be approved in the preceding semester.

IS-592 MASTER'S THESIS (4 hours)

Rules and regulations pertaining to the writing of the Master's Thesis may be obtained from the Department. The subject of the thesis must be approved in the preceding semester. The Department reserves the right to set its own standards with regard to content, subject matter, and other requirements.
NOTE: Each entering student is required to take an initial language interview in order to be placed properly in the language classes. Those students who have had no previous foreign language training will receive a card permitting them to enroll in the language of their choice. If students have had previous experience in the language they wish to pursue, they are required to take a language placement test. After taking the placement test, they are assigned to the appropriate level. Students having doubts about their hearing or speaking capacity, which could have a bearing on their ability to learn a language by the method used at the School, are advised to take an audiometer test prior to enrolling. Students assigned to 300a, 300b, or 400 language courses must acquire a cassette player in order to prepare for their assignments. Language tapes, when required, are furnished at no extra cost.

ENGLISH (as a Second Language)

To help the student for whom English is a second language understand better the technical business vocabulary, the readings, and the lectures offered at American Graduate School, provision is made to offer courses in English applicable to various levels of understanding.

All entering foreign students whose high school instruction was not in English may be required to take the English language placement test to ascertain the level of proficiency in the English language. Upon completion of this examination, the student is placed as follows: (1) Intensive English, (2) EN-400 and EN-405, (3) EN-405, or (4) waived from further language requirements. Students placed in Intensive English are required to take EN-400 and EN-405 in the second semester of residence. Students placing into EN-400 and EN-405 must take EN-400 during their first semester, and must complete EN-405 no later than the second semester of residence, although they are encouraged to take both in the first semester. Students placing directly into EN-405 are required to complete the course no later than their second semester, and are encouraged to complete it in the first semester of residence.
Students enrolled in the Intensive English course receive individual academic counseling preparatory to undertaking further studies leading to the M.I.M. Before these students can participate in academic registration each semester, their class schedules must be approved in writing by the English instructors.

### INTENSIVE ENGLISH AS A SECOND LANGUAGE (15 hours)

The course focuses on the development of those skills necessary to successfully complete the coursework for the Master of International Management degree. Stress is given to technical and nontechnical vocabulary development, writing practices, dictation exercises, business readings, free conversation, and cross-cultural awareness. A wide variety of techniques is used in class and outside of class, both controlled and free. There is much practice and review of the major grammatical points. Intensive English as a Second Language constitutes a full-time load and no other courses may be taken at the same time. During the semester, a student attends class 20 hours a week.

### ADVANCED ENGLISH AS A SECOND LANGUAGE (3 hours)

Students are instructed in preparing oral and written summaries of reading assignments, and in the preparation of themes or reports of special interest to the individual student. Instruction is also given in advanced syntax, accompanied by extensive work on grammatical exercises and punctuation drills. At this level, students should have acquired a sizable vocabulary which they can use in sophisticated reading and writing. Their ability to speak and understand correct English should be approaching fluency. Current periodicals serve as texts. Prerequisite: ENSL-INT or equivalent. The class meets 4 hours per week.

### ENGLISH COMPOSITION (3 hours)

This course is designed to improve the writing skills the students need for taking examinations and writing research papers. In addition, the course instructs the students in the fundamentals of effective business letter writing. Emphasis is placed on individual error analysis, major areas of grammar difficulties, writing forcefully and concisely, and on the linear development of ideas. Prerequisite: ENSL-INT or equivalent.

### INTRODUCTORY ARABIC (7 hours)

### INTRODUCTORY CHINESE (6 hours)

### INTRODUCTORY FRENCH (6 hours)

### INTRODUCTORY GERMAN (6 hours)

### INTRODUCTORY JAPANESE (7 hours)

### INTRODUCTORY PORTUGUESE (6 hours)

### INTRODUCTORY SPANISH (6 hours)

The approach is audio-lingual, conceptual; there is little stress placed on the development of either the reading or the writing
skill, although written material is introduced during the latter part of the semester. Classes are normally limited to eight persons.

Every student is required to take at least 15 hours of language courses (although subject to waiver procedures as described in this Bulletin), 12 of which emphasize oral skills. Students having functional limitations, attested to by a physician or a licensed specialist, which might restrict their learning of languages through the audio-lingual, conceptual method, may wish to consult with the Chairman of the Department of Modern Languages (prior to making application) in order to determine whether it is feasible to meet graduation requirements.

In the conversation sections, the attempt is made to fix correct pronunciation and intonation habits, to develop fluency in oral production and aural recognition, as well as to train the students in their ability to memorize all materials presented in the conversation sections. The use of cassettes and tapes of dialogues, sentence drills, and drills on various grammatical structure items serve as the basis for daily work outside the classroom situation.

These courses meet seven times each week for 50-minute periods. From the beginning, they are conducted directly in the language. They are divided into two parts: five periods per week of conversation and two periods per week (three in the case of Arabic and Japanese) of grammar analysis ("Fundamentals").

AR-300b  INTERMEDIATE ARABIC (6 hours)
CH-300b  INTERMEDIATE CHINESE (6 hours)
FR-300b  INTERMEDIATE FRENCH (6 hours)
GE-300b  INTERMEDIATE GERMAN (6 hours)
JA-300b  INTERMEDIATE JAPANESE (6 hours)
PO-300b  INTERMEDIATE PORTUGUESE (6 hours)
SP-300b  INTERMEDIATE SPANISH (6 hours)

In these courses, the major stress continues to be placed on the development of the oral-aural skills, although students are also taught how to develop their ability to read for comprehension. Periodicals and books written in the language serve as texts, except Chinese and Japanese. Progress is made toward building writing accuracy through dictation during the second half of the semester. During the last few weeks, the
student writes a limited number of compositions and summarizes portions of the reading texts. The compositions are of a spontaneous nature and are written during the conversation class period.

After the completion of the presentation of essential grammar, there is frequent oral and written testing of the student's ability to apply the grammar. The use of a cassette player is a required part of these courses. Regular reading of a contemporary magazine or newspaper is an integral part of this course.

These courses meet seven times each week for 50-minute periods. They are divided into two parts: five periods per week of conversation and two periods per week of grammar analysis ("Fundamentals"). Prerequisite: 300a or equivalent.

AR-400 ADVANCED ARABIC (3 hours)
FR-400 ADVANCED FRENCH (3 hours)
GE-400 ADVANCED GERMAN (3 hours)
PO-400 ADVANCED PORTUGUESE (3 hours)
SP-400 ADVANCED SPANISH (3 hours)

In these courses emphasis is placed on accuracy of pronunciation and intonation, as well as on sentence structure and vocabulary. These courses are especially designed to familiarize the student with prevailing situations and conditions in the appropriate world areas through assigned readings in foreign newspapers and magazines and the reading of acclaimed books of contemporary literature. Individual attention is given each student by means of group discussions, the review of oral and written resumes of reading assignments, and the assignment of compositions on themes of special interest to students. These courses meet four times each week: three periods per week of conversation and one period per week of grammar analysis. Prerequisite: 300b or equivalent.

CH-400 ADVANCED CHINESE (4 hours)
JA-400 ADVANCED JAPANESE (3 hours)

In this course continuous emphasis is placed on accuracy of pronunciation and intonation, as well as on sentence structure and vocabulary. The topics of the dialogues cover most of the possible situations that a foreign business executive may encounter.

Through guided reading practice, students learn to read with considerable facility with the aid of a Chinese character dictionary. Reading assignments are used as a basis for group discussions to help enhance spoken proficiency. Students also learn to write simple compositions. Drills on idiomatic
expressions and more involved syntactical forms are given every week to provide a firmer knowledge of advanced gram­mar.

These courses meet five times a week for Chinese (four peri­ods of conversation and one period of grammar) and four times a week for Japanese (three periods of conversation and one period of grammar analysis). Prerequisite: 300b or equivalent.

CH-405 CHINESE WRITING (3 hours)
JA-405 JAPANESE WRITING (3 hours)

This course is for the student who wishes to attain a higher ability to write Chinese or Japanese. Special emphasis is placed on sentence structure and the writing of sentences, paragraphs, essays, simple reports, and explanatory materi­als. There are intensive written exercises daily and general compositions each week.

FR-410
GE-410
JA-410
PO-410
SP-410

COMMERCIAL CORRESPONDENCE AND BUSINESS LANGUAGE (2 hours)

The terminology and techniques used in commercial transac­tions, including the interpretation and writing of business materials, are studied. The course includes an approach toward the understanding of the contents and interpretation of ideas expressed in letters and documents used by govern­ment and business. Prerequisite: 400 or equivalent.

EN-410

BUSINESS COMMUNICATIONS FOR FOREIGN STUDENTS (2 hours)

This course was developed for foreign students who wish to improve their command of English as related to the American business community. Students develop skills in writing correct, concise, clear, and concrete messages, while learning the various psychological approaches to effective written and oral communications, especially good-news letters, bad-news letters, and persuasive letters.

Some attention is given to the writing of job resumes, application letters, and follow-up letters as well as to the interviewing process and other job-related activities; and basic instruction is given in report writing, especially in writing memorandum reports and short reports. Prerequisite: EN-405 or equivalent.
ADVANCED BUSINESS GERMAN (2 hours)

The course is designed to enable students to understand and discuss business journals and other current materials on economic and business subjects. Students acquire a general business vocabulary. In addition, emphasis is placed on the special terminology of a few topics selected from the following areas: banking, finance, marketing, management, economic policies, business organizations, labor relations, advertising. Reading, writing and interpretive skills are developed. Prerequisite: GE-400 or equivalent.

ADVANCED CONVERSATION AND COMPOSITION (2 hours)

This course improves verbal fluency, as well as reading and writing skills, while helping the student to acquire a specialized lexicon and a more extensive vocabulary. A variety of current readings, with emphasis on international politics and business, are used. The students give talks and hold debates on current issues.

ADVANCED GRAMMAR (1 hour)

These courses have been programmed according to the most frequent grammatical problems encountered in the advanced language courses. The materials presented each semester are kept current, and they are based upon the most recent observations of contemporary usage. Prerequisite: 400 or equivalent.

SPECIAL GRAMMAR (1 hour)

This level grammar course is for the advanced student. The course stresses independent study and research based upon current and individual structural problems.

ADVANCED COMMERCIAL SPANISH (2 hours)

Students are exposed to the laws and regulations relevant to commercial transactions as implemented in Spanish-speaking
countries. Attention is given to the prevailing principles of the
laws of contracts, sales, corporate and noncorporate forms of
business organizations, and the pitfalls encountered in the
implementation of the managerial activities performed by ex-
ecutives abroad. Actual legal codes and commercial
documents are studied, prepared, and discussed to enable
the student to perform successfully in real situations. Highly
technical vocabulary (approximately 500 words) is introduced
and applied by the students. Prerequisite: SP-410 or equiva-

tent.

EN-500
ADVANCED BUSINESS COMMUNICATION (3 hours)
This is a practical business writing course developed for the
American students and the international students waived out
of the ENSL program who recognize the need and demand
for improved business communications: business letters,
memoranda, reports, oral presentations.

The instructor stresses basic writing information and gives con-
siderable practice for gaining skill in writing correct, concise,
clear, concrete messages. Students learn the various psycholog-
ical approaches to effective written and oral communications.

Attention is given to the writing of resumes, application letters
and follow-up letters as well as to the interviewing process
and other job-related activities. Prerequisite: EN-410, or by
permission of the instructor.

FR-510
GE-510
JA-510
PO-510
SP-510

CONTEMPORARY CULTURAL SURVEY (3 hours)
These courses help develop in the student an awareness and
an appreciation of the literature, culture, and living conditions
found in some prominent French-speaking, German-speaking,
Japanese-speaking, Portuguese-speaking, or Spanish-
speaking countries. From the reading of recent books and
current periodicals, students have the opportunity to develop
further their reading ability, their oral-aural skills, and to per-
fect their ability to write the language with some degree of
sophistication. General information comes from related texts
and outside readings. Prerequisite: 400 level or equivalent.

SP-520

MAJOR TOPICS IN LATIN AMERICA (3 hours)
This pro-seminar, taught solely in Spanish and involving the
participation of students and guest speakers, concerns major
cultural topics within the parameters of contemporary times
and special areas of the Hispanic world: the Caribbean, Mex-
ico and Central America, the Pacific region, and the southernmost cone of South America. Such topics are emphasized as the study of culture, history and current problems facing the Hispanic countries and their impact on international management decisions. Prerequisite: SP-400 or equivalent.

**FR-530**

**CONTEMPORARY SOCIAL, POLITICAL, AND ECONOMIC PROBLEMS OF THE MOST PROMINENT FRENCH-SPEAKING COUNTRIES (3 hours)**

**GE-530**

**CONTEMPORARY SOCIAL, POLITICAL, AND ECONOMIC PROBLEMS OF GERMAN-SPEAKING COUNTRIES (3 hours)**

**SP-530**

**CONTEMPORARY SOCIAL, POLITICAL, AND ECONOMIC PROBLEMS OF LATIN AMERICA (3 hours)**

These courses offer the student the opportunity to study current social, political, economic, and business conditions as they affect the thinking and actions of the persons living in some of the major countries where the respective language is the national tongue. Information is gained from related text books, readings of well-recognized current periodicals, and outside readings directed by the instructor. Occasionally, a speaker who has special expertise in some related area may be invited to lecture. Prerequisite: 400 level or equivalent.

**ML-490**

**READING AND CONFERENCE (1 to 3 hours)**

This is a special program for independent research on an approved linguistic, literary, or cultural topic related to the role international managers play in foreign countries. Readings, discussions, and papers are in the target language. Close consultation with the instructor and approval from the Chairman of the Department are required. Prerequisite: ML-400 or equivalent.

**ML-590**

**TOPICS IN MODERN LANGUAGES, INDEPENDENT RESEARCH (1 to 3 hours)**

The student undertakes independent research on approved topics in the field of Modern Languages. Topics may range from those concerned with historical, literary, artistic and cultural aspects of countries or areas whose native language is taught at the School to those dealing with business and financial, social, or political problems. Topics should be approved in the preceding term. Research and/or background readings as well as individual consultations with the instructor are con-
ducted exclusively in the appropriate foreign language. Prerequisite: Proficiency in the relevant foreign language and considerable background knowledge of the subject being researched.

THESIS (4 hours)

Rules and regulations pertaining to the writing of the Master's Thesis may be obtained from the Department.
DEPARTMENT OF WORLD BUSINESS

Professors Bond, Drake, Geer, Lindholtz, McMahon, Voris, Wattles, Wilson. Associate Professors Bossert (Chair), Culp, El Shabrawy, Hall, Heathcotte, Kim, Mills, Reed, W., Schlesinger. Assistant Professors Boggs, Green, Reed, B.

WB-310 FINANCIAL ACCOUNTING (3 hours)
This course introduces the student to the accounting model, the measurement processes involved, data classification and terminology essential to the interpretation and use of financial statements. Required.

WB-320 FUNDAMENTALS OF ECONOMICS (3 hours)
Students are introduced to the basic principles, concepts, and tools of economic analysis that are necessary for proper business planning. Its aim is to better the students' understanding of how a market economy operates, to familiarize them with some of the tools that are useful in making economic decisions, and solving economic problems, and to offer them an opportunity to acquire skill in using these tools. Required.

WB-330 OPERATIONS ANALYSIS (3 hours)
This course offers students an introductory survey of mathematical, statistical and computer procedures. Statistical methods and techniques focus on the organization, tabulation, analysis and interpretation of numerical data for management decision making. Topics included in this segment of the course include measures of central tendency and dispersion, probability and sampling, statistical inference and hypothesis testing, Bayesian analysis, correlation and regression analysis. Computer-oriented topics such as feasibility studies, system design, and computer operation illustrate the problems and opportunities facing the manager in the use of this tool. Required.

WB-331 BASIC PROGRAMMING (1 hour)
This course in computer programming is designed to teach the student (1) how to operate the computer facilities at AGSIMP, (2) the means of problem solving with the use of the computer, and (3) a basic understanding of the organization and application of computer systems. The language taught is BASIC which is typical of the class of numerical-oriented languages which include FORTRAN and ALGOL, but differs by being somewhat easier to use, at the expense of some flexibility.
WB-340  INTERNATIONAL MANAGEMENT (3 hours)
This course provides the basic management background for both domestic and international practice. The focus is pragmatic and behavioral rather than theoretical, and stresses contingency management rather than universal principles. Cases involving multinational corporations provide the students an opportunity to learn problem solving and decision making. Motivation, leadership, group dynamics, and organization theory provide an understanding of how to get things done through other people in the complex international environment. Required.

WB-350  INTERNATIONAL MARKETING (3 hours)
This course provides an introduction to the variables and functions in the management of an international marketing effort. It includes the study of theory, while developing a practical knowledge of the marketing management system and its key components such as marketing planning, control and coordination, mass communication, sales, marketing information, buyer behavior, product development, pricing and promotion, distribution channels and logistics. Required.

WB-414  MANAGEMENT ACCOUNTING (3 hours)
Three different ways of constructing accounting for use by management are presented: full cost accounting which measures the total amount of resources used for a cost objective; differential accounting which focuses on the costs and revenues that are expected to be different if one alternative course of action, rather than another alternative, is adopted; responsibility accounting which measures the inputs and outputs of responsibility centers. Prerequisite: WB-310 or equivalent.

WB-415  INTERMEDIATE ACCOUNTING (3 hours)
The student is provided with background in modern accounting theory and techniques. It includes a brief review of basic accounting theory and covers valuation of receivables, inventories, plant and equipment, investments, intangibles, liabilities, stockholder's equity, rights and warrants, cash flow, leases and price level adjustments. Prerequisite: WB-310 or equivalent.

WB-420  INTERNATIONAL FINANCE AND TRADE (3 hours)
This course entails: an investigation of the nature of international payments, balance of payments, and foreign exchange markets; a study of alternative international monetary ar-
rangements and the respective adjustment mechanisms; an examination of trade theory, commercial policy and selective trade problems of developing countries. Prerequisite: WB-320 or equivalent.

WB-421 MANAGERIAL FINANCE (3 hours)
The students consider basic principles and analytical techniques of financial management. Topics include: overall financial assessment, planning and control; long-term investment decisions under certainty as well as under uncertainty; operational and financial leverages; valuation and cost of capital; working capital management with inventory and portfolio models; timing of financial policy; international business finance. Prerequisite: WB-310, WB-320, WB-330, or equivalents.

WB-429 MONEY AND BANKING (3 hours)
This course is designed to provide for the student an in-depth understanding of the workings of money in the present institutional settings. A balanced emphasis is given on both monetary theory and its policy implications, and on banking and financial markets. The topics covered in the first part include: the role of money; money stock determination; interaction between the money stock and the level of income; the Monetarist-Keynesian debate and its policy implications; workings of the Federal Reserve System. The second part covers: banking structure and regulation; commercial banking as a business; other financial intermediaries; the level and structure of interest rates; perspectives in money and banking. Prerequisites: WB-320 and WB-330.

WB-432 PRODUCTION AND OPERATIONS MANAGEMENT (3 hours)
This course teaches the quantitative management of systems which is most often used in production areas but is finding increasing application in service and finance. The tools and techniques are capital budgeting, linear programming, forecasting, inventory methods, PERT, CPM, and decision theory. Topics covered include: system design and layout, job design and work methods, quality control, aggregate and aggregate scheduling, and methods of control. Prerequisite: WB-330 or equivalent.

WB-437 MANAGERIAL BUSINESS STRATEGIES (3 hours)
Students are provided an opportunity to gain actual management consulting experience with firms located in the area. The course is organized in conjunction with the Small Business Administration’s Small Business Institute (SBI) Program. Students are organized into teams and assigned to businesses
which are experiencing difficulty. The students attempt to analyze and isolate difficulties, and to prescribe strategies that will improve the operation of the firm. The course provides a unique opportunity for direct contact with business, and for the application of classroom principles to actual business problems. Prerequisites: WB-310, WB-320, WB-330, WB-340 and either WB-414 or WB-421.

**GUIDELINES IN WORLDWIDE OPERATIONS (3 hours)**

This course provides elementary, brief background information on the guidelines used at management level in evaluating international operations for trade and investment. The purpose is to acquaint the student with the fundamental facets associated with worldwide operations. Study involves trade blocs, tariff and non-tariff barriers, business appraisal of political, economic and industrial climates, corporate structures related to markets, patents, and trademarks, types of ownership, joint ventures and license agreements, contracts, turnkey operations, anti-trust, taxation, communication, investment guarantees, financing and worldwide planning. Prerequisite: WB-340 or equivalent.

**ADVANCED INTERNATIONAL MANAGEMENT CONCEPTS (3 hours)**

This is an advanced course in International Contingency Management; specifically, a behavioral orientation to include individual motivation; conflict management, exchange theory, small group dynamics and behavioral determinants to cross-cultural management technology. Additionally, the concept of international organization theory from a systems approach is presented. The case approach is implemented to illustrate the concepts and provide a practical example of the material. Prerequisite: WB-340 or equivalent.

**INTERNATIONAL HUMAN RESOURCES MANAGEMENT (3 hours)**

A working knowledge of the personnel function is provided from the line manager’s perspective, in order to enable students to understand the role of personnel staff specialists. Case studies and outside readings focus the attention of the students on international personnel problems and improve their ability to diagnose personnel problems using a contingency framework. Job analysis, employee selection, training, appraisal, promotion and discipline are the major factors, although the class also discusses recent legal developments.
affecting personnel such as OSHA, EEOC, Pension Reforms, etc. Of particular interest is the selection, training and orientation, and compensation and benefits for multinational expatriates. Prerequisite: WB-340 or equivalent.

**WB-449**

**EXPORT-IMPORT OPERATIONS AND INTERNATIONAL LICENSING (3 hours)**

This course combines coverage of export and import operations and international licensing techniques. The organizations, regulations, terms, documentation, and financing involved with the international movement of merchandise are explored. In addition, the course explores the techniques involved in the international sale of technology. Prerequisites: WB-340 or WB-350 or equivalent.

**WB-450**

**INTERNATIONAL MARKETING PROBLEMS (3 hours)**

Analysis of and class discussion of problems faced by marketers abroad provide the students an opportunity to develop and test their ability to apply the principles of marketing. The cases discussed involve both consumer and industrial products in all parts of the world, and concern product design, pricing, marketing communication, and other elements of the marketing mix. Prerequisite: WB-350 or equivalent.

**WB-452**

**SELLING AND SALES MANAGEMENT (3 hours)**

This course combines coverage of the selling function (emphasis on motivation, persuasion, prospecting, presentation, handling objections, and closing) with coverage of sales management (emphasis on forecasting, territorial design, compensation, training, supervision, motivation, and relation of the sales function to other elements of business). Prerequisite: WB-350 or equivalent.

**WB-453**

**MARKETING RESEARCH-BUYER BEHAVIOR (3 hours)**

Marketing research methodology is integrated with the study of buyer behavior. The course is vitally concerned with planning the research, development of the data gathering vehicle, utilization of sampling and quantitative analysis techniques. Emphasis is given to the understanding of buyer behavior, including such topics as: consumer attitudes, motivation, social groups and social roles. Prerequisite: WB-330 or equivalent (may be taken concurrently).

**WB-454**

**INDUSTRIAL MARKETING (3 hours)**

Students are provided knowledge of international marketing procedures for industrial products. It involves the study of the marketing organizations, channels of distribution, management and field planning, programming market penetration,
forecasting, market evaluation, product development and the policies, ethics and principles used in their international operations throughout the world. The objective is to provide the student with marketing procedures and techniques applicable to a broad spectrum of related products sold throughout the international markets. Prerequisite: WB-350 or equivalent.

WB-456 BASIC ADVERTISING (3 hours)

This course is tailored for students who wish to have some knowledge of advertising as another credential for management or marketing responsibilities. The history, function and procedures of current advertising are covered through lectures and text. Prerequisite: Permission of the instructor.*

WB-460 LEGAL ENVIRONMENT OF INTERNATIONAL BUSINESS (3 hours)

Representative legal questions arising out of doing business abroad are considered. Study is made of the interrelationships among laws of different countries as these affect individuals and business organizations attempting to operate internationally. The course provides the future executive with an awareness of how legal problems and their solutions can influence the direction of international business, and an understanding of the role of the attorney.

WB-510 SEMINAR IN INTERNATIONAL ACCOUNTING (3 hours)

This seminar acquaints the students with domestic consolidations preparatory to translating foreign statements for consolidation in U.S. parent financial statements. It includes various international accounting management subjects such as: reporting problems, disclosures in statements, auditing and accounting practices in foreign countries, foreign base company income, minimizing foreign exchange losses, pricing policies, and methods of financing foreign operations. Prerequisite: WB-415 or equivalent, and permission of the instructor.*

WB-512 FINANCIAL STATEMENT ANALYSIS (3 hours)

This course presents a comprehensive treatment of the analysis of financial statements as an aid to investing and lending decisions. It focuses on understanding the financial statements of domestic, multinational and foreign organizations, as well as the methods by which they are analyzed and interpreted. Prerequisites: WB-415, and either WB-414 or WB-421 or equivalent, and permission of instructor.*
INTERNATIONAL BANKING (3 hours)
A survey of the organization, structure, function, and regulation of the international activities of U.S. banks. An examination is made of the role and impact of international financial and money market activities, along with a comparison of foreign banking structure and organization with those of U.S. banks. The international lending decision process is also analyzed. Prerequisite: WB-420, WB-429 or equivalent, and permission of the instructor.

WORKSHOP IN INTERNATIONAL FINANCE PROBLEMS (3 hours)
This is an intensive application of the theory of business finance to problems and cases with an international financial orientation. Macro topics include: balance of payments accounting and adjustments, foreign exchange markets, risks, risk reduction, and the international capital markets. Micro topics include: financing of international trade, capital budgeting in multinational enterprise, international taxation. Prerequisite: WB-420, WB-421 or equivalent, and permission of the instructor.

ADVANCED MULTINATIONAL CORPORATE PLANNING, OPERATIONS AND CONTROL (3 hours)
Pragmatic approaches to planning, operations, controls, problems and solutions of multinational corporations in both headquarters and overseas subsidiaries, with emphasis on the importance of close and continuing operation between R & D, engineering, production, marketing, finance and legal departments. The background, growth and future of American, European and Japanese multinationals are analyzed as well as how, why, when and where they make direct investments overseas because of trade patterns, economic blocs and a philosophy of "one world — one market." Managerial problems, resulting from varying cultural backgrounds, educational systems, labor movements, nationalism, and participation by governments in the industrial sector are also stressed. Prerequisites: WB-440 and permission of the instructor.

ORGANIZATION BEHAVIOR AND DEVELOPMENT (3 hours)
The course relates knowledge of human behavior to problems of organizational life, while examining such subjects as: individual behavior in organizations, group and social behavior in organizations, and methods for changing behavior in organizations such as organizational development. Prerequisites: WB-441 or equivalent and permission of the instructor.
INTERNATIONAL MARKETING PROJECTS (3 hours)
Joint student-faculty analysis is made of actual and current international marketing problems presented to American Graduate School by leading firms, banks and service agencies. Advanced marketing students have an opportunity to participate in the solution of worldwide marketing problems exactly as they may be doing in the future. Prerequisite: WB-450 or equivalent and permission of the instructor.*

MARKET ANALYSIS SEMINAR (3 hours)
The objective of the course is to develop an understanding by the future marketing manager of the main issues in collecting market data and to expose the student to the various analytical techniques available in interpreting the data. Prerequisite: WB-453 and permission of the instructor.*

BANK MARKETING (3 hours)
This is an in-depth examination of the range of marketing of banking services to domestic and international consumers: corporate banking, consumer finance, trust and investment services. Such individual services as automatic payroll, EFTS, cash management, accounts receivable financing, IRA, Keogh Plans, pension and profit-sharing plans, demand deposit accounts, money market instruments, letters of credit, bankers acceptances, car loans and leases, equipment leasing, savings accounts, certificates of deposit, and bank credit cards are reviewed from a customer marketing viewpoint. Prerequisites: WB-350, WB-429 or equivalent and permission of the instructor.* NOTE: Students should have a good knowledge of banking services since the course emphasizes the marketing function rather than the explication of services.

“INTERAD,” ADVANCED ADVERTISING (3 hours)
This is an advanced course for advertising career aspirants and for students whose direct corporate management responsibility may include major involvement in advertising. The course advances the educational concepts of WB-456 to the applied techniques of actual advertising procedure. Included is discussion of specific situations that arise in the management of advertising, and their solution, as well as other possible innovative approaches. There are out-of-class international projects performed by the students. The students form Ad Agency teams and present complete marketing and advertising campaigns for the introduction of a product or service into a foreign market. The presentations are conceptualizations of an agency proposing to its client. At semester's end, the presentations are judged by executives of leading international advertisers and agencies. Enrollment limited to
28 students. Prerequisite: WB-450, WB-456 or equivalent, (WB-450 may be taken concurrently), and permission of the instructor.*

WB-558 INTERAD PLANS BOARD (3 hours)
This is a special program open only to those 3 or 4 students acting as members of the Interad Plans Board for WB-557. Regularly scheduled consultations between student and instructor are required. Prerequisite: WB-557, permission of the instructor*, and approval of the Chairman of the Department.

WB-561 LEGAL FRONTIERS OF CONTEMPORARY BUSINESS (3 hours)
This seminar considers a sampling of contemporary problems facing international business. Class periods are devoted to discussions of selected materials assigned in advance. The readings principally utilize legal primary sources such as laws, legislative histories, treaties and government regulations. U.S. solutions and approaches are emphasized, reflecting both private and public sector alternatives. Foreign views are examined as contrasts, so that the student is offered a range of ideas for each of the units covered. Prerequisites: WB-460 or equivalent and permission of the instructor.* (Summer term only.)

WB-590 TOPICS IN WORLD BUSINESS: INDEPENDENT RESEARCH (1 to 3 hours)
This is a special program for independent research on an approved topic in the field of world business. Regularly scheduled consultations between student and instructor are required. This program is normally open only to third semester students with the acceptance of the instructor. The topic must be approved in the preceding semester. Prerequisite: Permission of the instructor*, and concurrence of the Chairman of the Department.

WB-591 INTERNSHIP (3 hours)
Internships are sponsored by several businesses, the U.S. Department of Commerce, and the Arizona Department of Economic Planning and Development. These projects are normally open only to third semester students. Arrangements for internships must be made in the semester preceding the actual project. Availability of internships is contingent on the
sponsoring agency with the approval of the instructor coordinating the programs and the Department Chairman. Only one internship will be allowed for credit during the period of a student's enrollment at AGSIM.

**WB-592**

**MASTER'S THESIS (4 hours)**

Rules and regulations pertaining to the writing of the Master's Thesis may be obtained from the Department, as each Department reserves the right to set its own standards with regard to content, subject matter, and form. A student wishing to write a thesis must be a candidate for the degree of Master of International Management. The subject of the thesis must be approved in the preceding semester. Application forms for the thesis may be obtained from the Office of Academic Affairs.

*NOTE: “Permission of the Instructor” means that students must make personal contact with the instructor of the course and obtain written permission prior to registration or preregistration.*
ALUMNI EDUCATIONAL COUNSELORS

Graduates of American Graduate School of International Management are in a good position to evaluate the objectives, facilities, effectiveness of the curriculum and life on the Campus as preparation for a future in international management. On the basis of their personal experiences, they can answer the many questions that arise in connection with such matters as expenses, social activities, and the many extracurricular events that are part of the program.

We are grateful to the many alumni who have volunteered to act as counselors to prospective students. They welcome visits from applicants to discuss the training offered and its usefulness in the light of the future plans of those interested in coming to the School.

Following is a partial list of domestic and international alumni counselors.

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<table>
<thead>
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<th>Location</th>
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<td>Administration Building</td>
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<td>Alumni Office</td>
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<td>Associated Students Legislative Council Office</td>
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AVENUES - RUN NORTH & SOUTH AND ARE WEST OF CENTRAL (FEW EXCEPTIONS)
STREETS - RUN NORTH & SOUTH AND ARE EAST OF CENTRAL (FEW EXCEPTIONS)
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