

# Santa Ana College International Business

## Certificate Requirements

	Units
International Business	3
Kiss, Bow or Shake Hands	3
International Law Track	3
International Logistics Track	4
International Finance Track	4
International Marketing Track	4
<b>Total Units:</b>	<b>21</b>

### Finish in 1 Year!

Take classes Tuesday, Wednesday & Thursday  
Evenings

## Classes Taught by International Business Professionals

### Money, Travel & Adventure



## Program Information

**GBE Department website:**  
[www.sacgbe.org](http://www.sacgbe.org)

### Faculty

**Glenn Doolittle**  
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[www.nasbitecgbp.org](http://www.nasbitecgbp.org)

SAC IB classes prepare students to take the CGBP exam and obtain a nationally recognized credential. SAC is an Accredited CGBP training program.

Funded by Carl D. Perkins Career and Technical Education Act of 2006 grant 09-C01-042, awarded by the California Community Colleges Chancellor's Office to Rancho Santiago Community College District.

### SAC Nondiscrimination Policy Statement

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**SANTA ANA COLLEGE**

1530 W. 17th Street, Santa Ana, CA 92706 • [www.sac.edu](http://www.sac.edu)

# International Business CERTIFICATE



CGBP Accredited Training Program

1530 W. 17th Street  
Santa Ana, CA 92706

# Santa Ana College

[www.sac.edu/GBE](http://www.sac.edu/GBE)

# International Business CERTIFICATE

Start Here

Complete these two 3 unit/full semester classes:

## Bus 125 - International Business

A Survey course of international marketing, finance, law & logistics. Looks at how & why companies go global & how products are made, transported & sold around the world.

## Bus 106- Kiss, Bow or Shake Hands

An introduction to different cultures & how people across the globe do business. Analysis of cross cultural attitudes towards management, status, rules, relationships, motivating employees & negotiating.

Complete All Sequence Courses  
Offered In Fall, Spring & Summer

**International** Logistics  
**International** Law  
**International** Finance  
**International** Marketing



## Required Fall Classes

### Sequential Classes

#### International Logistics Track

**Tuesday nights 6 - 10 pm**

**Bus 110** - Export Pricing, Quotations & Terms of Sale

**Bus 111** - International Business Documentation

**Bus 113** - International Transportation

**Bus 114** - International Documentation & Supply Chain Management

#### International Law Track

**Thursday nights 6 - 10 pm**

**Bus 147** - International Commercial Agreements & Distribution Law

**Bus 148** - Intellectual International Property Rights

**Bus 149** - The Law of Global Commerce

## Optional Summer Classes

#### Import Track

(2 weeks- 1 unit each)

**Bus 180** - Finding & Evaluating Products for Import

**Bus 182** - Clearing US Customs

## Required Spring Classes

### Sequential Classes

#### International Finance Track

**Tuesday nights 6 - 10 pm**

**Bus 166** - Financing an Import/Export Business

**Bus 165** - International Trade Finance & Insurance

**Bus 164** - Alternative Financing Techniques for International Trade

**Bus 163** - International Methods of Payment & Letters of Credit

#### International Marketing Track

**Thursday nights 6 - 10 pm**

**Bus 141** - The Globalization of Marketing

**Bus 142** - International Market Research & Planning

**Bus 143** - Promoting Products & Services for Export

**Bus 145** - Channels of Distribution in International Markets



NOTE: Sequential classes run 4 weeks each. Take all of the classes in a track and you will finish the entire sequence in 1 semester.