

Santa Ana College International Business

AA Degree Requirements

	Units
Core Class	12
Electives	3-4
International Law Track	3
International Logistics Track	4
International Finance Track	4
International Marketing Track	4
Import Track	2
General Ed Requirements	30
Total Units:	50-60

Classes Taught by International Business Professionals

Money, Travel & Adventure



Program Information

GBE Department website:

www.sacgbe.org

Faculty

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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.

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SANTA ANA COLLEGE

1530 W. 17th Street, Santa Ana, CA 92706 • www.sac.edu

International Business

A.A. DEGREE



CGBP Accredited Training Program

1530 W. 17th Street
Santa Ana, CA 92706

Santa Ana College

www.sac.edu/GBE

Start Here

Complete all of the core classes:

Bus 100 - Fundamentals of Business

Bus 106 - Kiss, Bow or Shake Hands

Bus 125 - International Business

Mgt 122/Bus 222 - Business Communications

Complete All Sequence Courses
Offered In Fall, Spring & Summer

Finish With

Select ONE elective class:

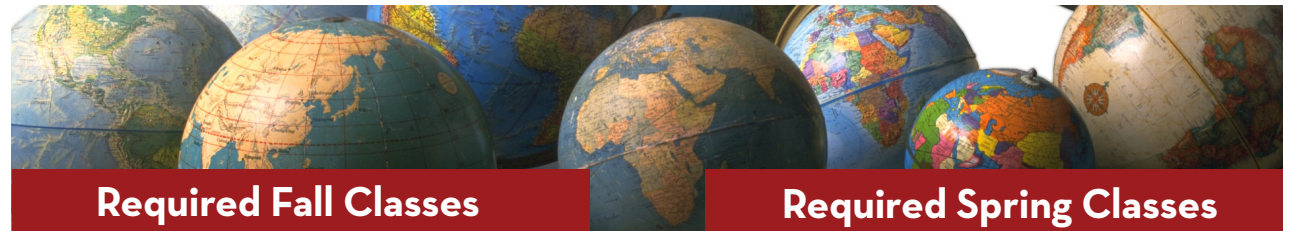
Acct 101 - Financial Accounting

Bus 120 - Principles of Management

Bus 127 - E-Commerce

Entr 100 - Introduction to Entrepreneurship

Mkt 113 - Principles of 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 - International Intellectual
Property Rights

Bus 149 - The Law of Global
Commerce

Required 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.