

# DC Semester Program

## Fall 2019

### *International Commercial Diplomacy*

*Taught by Professor Don Rahtz*

*“All the world is becoming commercial. Was it practicable to keep our new empire separated from them we might indulge ourselves in speculating whether commerce contributes to the happiness of mankind. But we cannot separate ourselves from them.” - Thomas Jefferson in a letter to George Washington on March 15, 1784*

**International Commercial Diplomacy (ICD)** is the fusion of three areas of study: **Public Policy, Business, and International Relations**. Its focus is on mastering an understanding of the interactions between private entities from one country and public entities from another. In addition, **the course integrates Public Policy, Cultural Intelligence, and International Relations** with the study of **Business** including **Finance, Marketing, Accounting, and Management** and provides a prism through which decision makers can view the complexities of the global commercial environment. Today's globalized world environment demands that individuals who are successful in international commercial diplomacy understand the generalities and nuances regarding goals and perspectives of both public and private actors to facilitate mutually beneficial endeavors.

#### **Washington Program Internship**

- *6 credit hours: INTR 499*

Students will work at a wide variety of institutions that deal with the intersection of Public Policy, Business, and International Relations. Examples include: **World Bank, IMF, Inter-American Development Bank, United Nations, US Departments of Treasury, Labor, and Commerce, USAID, US Trade Representative, Millennium Challenge Corporation, Institute for International Economics, Center for Global Development, Carnegie Endowment for International Peace, Council for Foreign Relations, Brookings Institution, UPS, FEDEX, US-ASEAN, US-INDIA, US-CHINA, etc. Business Councils**

#### **Global Business Analysis**

- *4 credit hours: BUAD 412, PUBP TBD, INRL TBD, COLL 300 tentative*

The world is seeing physical, economic and social environments reshaped by the growth of human populations, climate change, technology, new industries, and resource demands. In this course, we examine business decisions that affect all the stakeholders of the global community, and we will gain the ability to collect, analyze and use what we see (and don't see) in making our decisions. The primary objectives of this course are to: 1) introduce students to the interactive concepts of business decision making in the global environment, 2) enable students to understand the cultural issues at the corporate, national and transnational levels, 3) provide insights on effective decision making in unfamiliar or cross-cultural settings, 4) provide frameworks and methods to allow the collection and synthesis of information to facilitate those insights, and 5) give students unique experiences with global analysis and cultural understanding.

#### **International Commercial Diplomacy**

- *4 credit hours: BUAD TBD, PUBP TBD, INRL TBD, COLL 300 tentative*

Students will be introduced to the demands and requirements of both private and public sectors and will gain a better understanding in how to operate in the space that exists both within and between these crucial sectors. Participants from the social sciences will link their studies in **Public Policy, Government, and International Relations** with training in Business concepts and studies of corporate strategy in a global world. Participants from the Business School will link their studies in **Finance, Accounting and Management** with training in **Political Economy, market failures, and business-government relations**. All participants will be challenged to learn how to integrate and apply their evaluative and decision-making skills in a series of case studies, site visits, exercises, and projects.