

International Business Competency Profile Crosswalk Document

This document provides instructors and administrators with links between the competencies and the Show-Me Standards for students in Missouri public schools and the *National Standards for Business Education*.

For the *National Standards for Business Education*, a numbering system has been developed, as the originals used bulleted items. A sample numbered item is IB.II.A.1.1, which means International Business, Roman numeral II, Section A, Level 1, the first bulleted item.

These suggested competencies, developed by an advisory committee, are intended to provide a basis for the curriculum for each course. Each list is neither inclusive nor entirely required. You may select competencies from this list, combine those with competencies from other lists, and develop competencies of your own to define the outcomes you expect your students to achieve. The Show-Me Standards identified provide guides. If activities you choose better aligned with other Standards, you should align your competencies/objectives to those Standards instead of those shown.

Competencies	Show-Me Standards	<i>National Standards for Business Education</i> *
A. Investigate the Global Business Environment		
1. Describe how concepts (e.g., ethnocentrism, culture, social institutions, stereotyping, and cultural bias) affect conducting international business	2.3, 4.6, SS6	IB.II.A.1.1
2. Identify distinctive social and cultural factors that affect business activities/etiquette (e.g., gender, time, schedules, holidays, gifts, and attire)	1.10, 4.3, SS6	IB.II.A.3.2
3. Explain how a country's culture, history, and politics can influence ethical decisions	2.3, 4.4, CA7, SS6	IB.IV.3.3
4. Identify various types of government	1.2, 4.3, CA7, SS3	IB.II.B.1.1
5. Evaluate how the political environment and geographic location of a given country impact international business	1.6, 4.3, SS5	IB.II.B.4.1
6. Describe the differences between the legal systems of various countries and the United States (e.g., codes, statutes, and common law)	2.3, 4.3, CA6, SS4	IB.II.C.3.1
7. Discuss the effect of literacy level, technology, natural resource availability, and infrastructure on the level of a country's economic development	1.2, 1.9, CA6, SS4	IB.II.D.3.6
8. Determine the impact of geography on international business (e.g., climate, time zones, distance, topography, and social, economic, and natural resources)	3.1, 3.6, SS5	IB.I.B.3.2
9. Investigate the role of the United Nations	1.9, 4.1, SS6	IB.II.B.4.2
10. Describe how the process of negotiating can be affected by cultural differences	3.4, 3.6, CA7, SS6	IB.III.C.3.2

11. Explain the relationship between international events and business activities	1.8, 1.10, CA6, SS6	IB.I.A.2.3
12. Explain the role of international business at the local, state, and national levels	1.8, 1.10, CA6, SS6	IB.I.A.3.1
B. Explain International Business Structures		
1. Identify international business structures	1.2, 1.9, SS6	IB.V.A.2.1
2. Identify how the managing functions (e.g., planning, organizing, influencing, and controlling) affect international operations and production	3.1, 3.8, CA6, SS4	IB.VII.A.2.1
3. Describe various opportunities for conducting international business (e.g., exporting, franchising, and joint ventures)	3.8, 4.8, CA6, SS4	IB.V.C.3.1-4
4. Describe internal and external factors that influence a company's international expansion (e.g., cash flow, demand, and cost of labor resources)	1.8, 3.8, CA6, SS4	IB.V.C.3.3
C. Investigate International Finance		
1. Define terms related to international finance	1.5, 2.2, CA1, SS4	IB.IX.A.1.1
2. Describe how economic conditions, balance of payment situations, and political issues affect currency values	1.6, 3.5, CA6, SS4	IB.IX.A.3.1
3. Describe the international monetary systems and financial institutions (e.g., International Monetary Fund, World Bank, and Eurocurrencies)	1.8, 1.9, CA6, SS4	IB.IX.B.3.2
4. Research how a business finances trade with a business in another country	1.2, 1.4, SS4	IB.IX.C.3.1
5. Compare international financial markets	1.8, 2.3, CA6, SS4	IB.IX.B.4.1
6. Calculate currency exchange transactions	1.4, MA1, SS4	IB.IX.A.2.1
7. Explain how currency exchange rates affect international trade	1.6, 4.1, CA6, SS4	IB.IX.A.2.2
8. Explain how fluctuating interest rates affect international trade	1.6, 4.1, CA6, SS4	IB.IX.A.4.1
9. Describe the impact of direct foreign investments on local economies	2.3, 3.8, CA6, SS4	IB.I.A.3.2
10. Identify the risks associated with international business activities (e.g., commercial, political, and foreign exchange)	1.2, 3.1, SS4	IB.IX.D.3.1
D. Investigate International Trade		
1. Define terms related to trade	1.5, 2.2, CA1, SS4	IB.IV
2. Recognize the government's role and assistance in international trade	1.6, 4.3, SS3	IB.I.A.2.2
3. Explain why trade barriers are imposed by governments (e.g., quotas, tariffs, licensing requirements, and exchange rate controls)	1.6, 4.1, CA6, SS4	IB.VI.B.3.1
4. Analyze the effects of a trade barrier on the company, product category, and economics involved in a specific transaction	1.2, 1.8, CA6, SS4	IB.VI.B.4.1

5. Describe international trade agreements (e.g., GATT and NAFTA)	1.5, 2.2, CA6, SS4	IB.VI.B.3.2
6. Identify information and sources of financial assistance for facilitating the import/export process	1.2, 3.8, CA6, SS4	IB.VI.A.3.1
7. Define procedures and documentation associated with transportation of goods	1.2, 4.6, CA1, SS4	IB.VI.A.3.4
8. Describe risk management associated with the import/export process	1.5, 2.2, CA6, SS4	IB.VI.A.2.5
9. Describe the role of federal and state agencies and other agencies and organizations that provide export information and assistance	2.3, 4.3, CA6, SS3	IB.VI.A.3.7
10. Analyze a country's balance of trade and the specific conditions that can improve its trading potential	1.8, 3.8, MA3, SS4	IB.VI.C.4.1
E. Investigate International Marketing		
1. Define terms related to international marketing	1.5, 2.2, CA1, SS4	IB.V.III
2. Describe what a country must consider when marketing a product/service to other countries	3.6, 4.1, CA6, SS4	IB.VIII.A.2.1
3. Illustrate how social, cultural, technological, and geographic factors influence consumer buying behavior in different cultures	1.8, 2.3, SS4, SS6	IB.VIII.A.3.1
4. Describe how marketing mix elements need to be adapted for international marketing efforts	1.8., 4.6, CA6, SS4	IB.VIII.A.3.4
5. Describe how cultural differences can affect the way a product is advertised and/or marketed in different countries	1.10, 3.6, CA6, SS4	IB.VIII.A.3.5
6. Identify risks and rewards related to doing business in a foreign market	1.2, 3.8, CA1, SS4	IB.IX.D.3.1
F. Identify and Explore International Career Opportunities		
1. Define terms related to international careers	1.5, 2.2, CA1, SS4	
2. Identify international career and entrepreneurial opportunities	1.2, 1.9, CA6	IB.I.C.1.1
3. List the skills and qualifications needed to enter the global workplace	2.6, 4.8, CA1	IB.I.C.2.2
4. Identify the requirements for securing travel and employment documents	1.2, 4.5, CA1, SS6	IB.I.D.3.1
5. Identify local and state businesses involved in international trade	1.2, 1.4, CA1, SS6	IB.I.A.2.1

* National Standards for Business Education (Key)

A – Accounting
 BL – Business Law
 CD – Career Development
 C – Communication
 CO – Computation
 E – Economics

PF – Personal Finance
 EN – Entrepreneurship
 IT – Information Technology
 IB – International Business
 M – Management
 MKT – Marketing