《1+2+1中美人才培养计划》
山东大学威海分校与美国特洛伊大学
国际商务专业本科教学计划
Shandong University at Weihai and Troy University
Academic Plan of Bachelor Degree
in International Business Major

一、培养目标和要求:
Cultivation Goal and Requirements

本计划旨在说明了获取美国特洛伊大学和山东大学威海分校的工商管理双学位的要求。

一、业务培养目标：
本专业培养的学生应比较系统地掌握马克思主义经济学基本原理和国际经济、国际贸易的基本理论，掌握国际经济的基本知识与基本技能，了解当代国际经济贸易的发展现状，熟悉通行的国际贸易规则和惯例，以及中国对外贸易的政策法规，了解主要国家与地区的社会经济情况，能在涉外经济贸易部门、外资企业及政府机构从事实际业务、管理、调研和宣传策划工作的高级专门人才。

二、业务培养要求：
本专业学生主要学习马克思主义经济学和国际经济、国际贸易的基本理论和基础知识，受到经济学、管理学的基本训练，具有理论分析和实务操作的基本能力。

This 1+2+1 plan outlines the program requirements for a dual degree in Business Administration from Troy University and Shandong University at Weihai.

The objective of this plan is to cultivate senior specialized talents who systemically master principles of Marxism economics, international economy and international trade, grasp basic knowledge and skills of international trade, know the latest development of international economic, be familiar with general rules and regulations of international business and China’s foreign trade, grasp main countries and regions’ economic situation. The students are also expected to be qualified to do actual business, management, investigation, propaganda and planning in foreign oriented economic enterprises, China and foreign joint ventured companies and governments.

Students will grasp basic theories and knowledge of Marxism economics, international economy and international trade, receive main training in economics and management methods and skills, and further acquire the essential ability in theory analyzing and practical operation.

二、学位要求
Degree Requirements

《1+2+1中美人才培养计划》为中国高素质学生服务。学生进入美国特洛伊大学学习专业课程，托福成绩至少500分（或相等的 IELTS成绩）。如果托福成绩在475至500分之间，则学生应在修ESL（非母语英语课程）的同时修专业课程，以作为过渡。

如果学生的正式TOFEL或IELTS成绩不是在抵达美国特洛伊之前由美国特洛伊大学直接获得，那么，该学生
将必须参加英文水平考试，以决定该学生是修ESL（非母语英语课程），还是可直接修专业课程。

1+2+1 学生需要在美国特洛伊大学修满 62 个学分，其中至少 48 个学分是专业课程学分才能获得美国特洛伊大学学士学位。

1+2+1 学生需要修满 209 学分（包含在美国特洛伊大学完成的 62 学分），并完成所有学位课程才能获得山东大学威海分校学士学位。

学生在（进入美国特洛伊大学之前）山东大学威海分校学习的第一年，必须成功修完下列课程且成绩不得低于“C”（70 分）：高等数学(MTH2201)，计算机应用基础(IS2241)，统计学(QM2241)，微观经济学(ECO2252) 和会计学基础(Act2291)。

如果在进入美国特洛伊大学之前，上述任何一门核心课程在第一年内在山东大学威海分校未完成，学生将必须在美国特洛伊大学完成这些课程。

在美国特洛伊大学完成的、成绩需要在“C”及以上的课程是：英文写作 1 和英文写作 2(ENG1101 和 ENG1102) 和微观经济学(ECO2251)。

在美国特洛伊大学或山东大学威海分校的任何课程成绩不及格，则必须重修。

1+2+1 学生回到国内的最后一年，将需要完成一篇学位论文。论文题目将由山东大学威海分校和美国特洛伊大学的教师共同选定并指导。

美国特洛伊大学将开展学生与企业的合作计划，该活动也许可以满足山东大学威海分校对学生毕业实习的要求。对于这样的实践经验，学生在事先需征得山东大学威海分校专业教师的同意，而且实践时间不能少于八周。

所有的学生必须按照美国特洛伊大学和山东大学威海分校的规定完成所有课程和学分。美国特洛伊大学要求学生所有的课程和主要课程成绩达到 2.0 以上（含 2.0）。

本计划是以 2005-2006 年教学计划为基础的。两所大学之间每一年将彼此联络，核实计划情况，一旦有课程改变，将修正本计划。

The 1+2+1 freshmen to this program in China are advanced high-caliber students, and a TOEFL score of at least 500 (or the equivalent IELTS) must be achieved to take all academic courses or a score of 475 to “bridge” — take both ESL and academic courses simultaneously.

All students will be required to take a English placement exam upon arrival at TROY if an official TOEFL or IELTS score is not received directly from ETS prior to the student’s arrival. Results from this exam will determine placement in ESL or academic courses.

The 1+2+1 student will have 67 hours with 48 hours in Major Requirements at Troy University to receive a TROY degree.

The 1+2+1 student will have 209 credit hours including 67 hours at TROY and complete all academic degree courses to receive a Shandong University at Weihai degree.

The students first year at Shandong University at Weihai prior to enrollment at TROY must include the following courses completed successfully with a grade no lower than the equivalent of “C” Advanced Mathematics (MTH2201), Foundations of Computer Applications (IS2241), Statistics (QM2241), Microeconomics (ECO2252) and Accounting (Act2291). Courses completed at TROY that require a “C” or better are English Composition 1 and 2 (ENG1101 and ENG1102), Accounting II (ACT2292), Macroeconomics (ECO2251), and Legal Environment for Business (LAW2221).

If any of the above business core courses are not fulfilled in the first year at Shandong University at Weihai prior to the student’s arrival at TROY, the student will have to take the course(s) at TROY.
Any course completed at TROY or SDUN with a grade of “F” must be repeated.

1+2+1 students will be required to complete a thesis during their final semester in China. The thesis topic will be selected and research conducted with participation from faculty at both SDUN and TROY.

TROY will work on developing corporate partnership so that 1+2+1 students can work experience that may satisfy the graduation practice requirement of SDUN. For such practical experience to be granted credit by Shandong University at Weihai, the length of employment must be full time for eight weeks and the faculty of SDUN must approve the placement in advance.

All students must complete all curriculum and credit requirements from both TROY and Shandong University at Weihai to earn degrees from their respective universities. In order to graduate from TROY, students must earn a 2.0 GPA in all college coursework as well as a 2.0 in all major courses and take the Sorrell College of Business exit exam.

The articulation plan is based on the 2006-2007 catalogs. Each university shall contact each other to verify the plan each academic year or to modify the plan if the curriculum changes.

三、1+2+1国际商务专业教学计划与课程安排
Sample Schedule for 1+2+1 B.S. in International Business

第一学年（在山东大学威海分校上课）
First academic year (at Shandong University at Weihai)

<table>
<thead>
<tr>
<th>学期 Semester</th>
<th>课程代码 Course Code</th>
<th>课程名称 Course Name</th>
<th>课时 Hours</th>
<th>中方 Credit China</th>
<th>美方 U.S.A.</th>
</tr>
</thead>
<tbody>
<tr>
<td>第一学期</td>
<td>95001000</td>
<td>道德与法律 Morality and Laws</td>
<td>54</td>
<td>3</td>
<td>3 Language requirement</td>
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<tr>
<td></td>
<td>82007020</td>
<td>数学分析 (一) Calculus I</td>
<td>90</td>
<td>5</td>
<td>3 MTH2201</td>
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<tr>
<td></td>
<td>92001040</td>
<td>大学英语 (一) College English I</td>
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<td>4</td>
<td>0</td>
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<tr>
<td></td>
<td>94002000</td>
<td>计算机文化基础 Fundamentals of Computer Culture</td>
<td>56</td>
<td>3</td>
<td>3 IS2241</td>
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<tr>
<td></td>
<td>62064001</td>
<td>管理学 Management</td>
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<td>4</td>
<td>3 MGT3371</td>
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<tr>
<td></td>
<td>93001040</td>
<td>体育 (一) Physical Education I</td>
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<td>95002000</td>
<td>军事理论 Military Theory</td>
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### 第二学期（在美国特洛伊大学上课）

**Second academic year (at Troy University)**

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<th>课程代码 Course Code</th>
<th>课程名称 Course Name</th>
<th>课时 Hours</th>
<th>学分 Credit</th>
<th>中方 China</th>
<th>美方 U.S.A.</th>
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<tr>
<td>第一学期 Semester I</td>
<td>语言 1101 ENG1101</td>
<td>英语写作（一） English Comp I</td>
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<td></td>
<td>会计 2292 ACT2292</td>
<td>会计学（二） Accounting II</td>
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<td>3</td>
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<td></td>
<td>经济 2251 ECO2251</td>
<td>宏观经济学 Macroeconomics</td>
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<td>3</td>
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<td>统计 2241 QM2241</td>
<td>商业统计学（一）</td>
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### 第二学期 Semester II

<table>
<thead>
<tr>
<th>课程代码 Course Code</th>
<th>课程名称 Course Name</th>
<th>课程简介 Course Description</th>
<th>课时 Hours</th>
<th>学分 Credit</th>
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<tbody>
<tr>
<td>TROY1101</td>
<td>Orientation</td>
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<td>英语 1102 ENG1102</td>
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<td></td>
<td>Marketing elective</td>
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<td></td>
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<tr>
<td>运营管理 MGT3373</td>
<td>Operations Management</td>
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<td>54</td>
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<tr>
<td>统计 3341 QM3341</td>
<td>Business Statistics II</td>
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<td>54</td>
<td>3</td>
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<tr>
<td>选一门 Select one</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>化学 1142 CHM1142</td>
<td>Chemistry &amp; lab</td>
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<td>90</td>
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<tr>
<td>地理及实验 SCI2234</td>
<td>Earth science &amp; lab</td>
<td></td>
<td>90</td>
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<tr>
<td>物理 2252 PHY2252</td>
<td>Physical &amp; lab</td>
<td></td>
<td>90</td>
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</tr>
<tr>
<td>物理科学实验 SCI2233</td>
<td>Physical science &amp; lab</td>
<td></td>
<td>90</td>
<td>4</td>
</tr>
<tr>
<td>小计 Total</td>
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<td></td>
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<td>16</td>
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Summer during Second year (at Troy University)

<table>
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<tr>
<th>学期 Semester</th>
<th>课程代码 Course Code</th>
<th>课程名称 Course Name</th>
<th>课时 Hours</th>
<th>学分 Credit</th>
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<tbody>
<tr>
<td></td>
<td>FIN3331</td>
<td>Managerial Finance I</td>
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<tr>
<td></td>
<td>MUS1131</td>
<td>Music Appreciation</td>
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<td>小计 Total</td>
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第三学年（在美国特洛伊大学上课）

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<table>
<thead>
<tr>
<th>学期 Semester</th>
<th>课程代码 Course Code</th>
<th>课程名称 Course Name</th>
<th>课时 Hours</th>
<th>学分 Credit</th>
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<tbody>
<tr>
<td>第一学期 Semester Ⅰ</td>
<td>英语 2241</td>
<td>英语演讲 Speech</td>
<td>54</td>
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<td></td>
<td>商务 3382</td>
<td>商业沟通 Business Communication</td>
<td>54</td>
<td>3</td>
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<tr>
<td></td>
<td>金融 3332</td>
<td>管理金融（二） Managerial Finance II</td>
<td>54</td>
<td>3</td>
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<tr>
<td></td>
<td>选修课 Select two</td>
<td>International elective (Group A: MGT4478, MKT4468, ACT4435, FIN4435, ECO4451)</td>
<td>54 each</td>
<td>6 total</td>
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<td>ART1133</td>
<td>Visual Arts</td>
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<td></td>
<td>17</td>
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<tr>
<td>第二学期 Semester Ⅱ</td>
<td>管理 4476</td>
<td>战略管理学 Strategic Management</td>
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<td></td>
<td>选修课 Select one</td>
<td>From unselected courses in Group A</td>
<td>54</td>
<td>3</td>
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<tr>
<td></td>
<td>选修课 Select one</td>
<td>Choose one of the courses from Business Consulting and Research, Transportation Management, Business Logistics (as Marketing elective)</td>
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<td></td>
<td>BI01100</td>
<td>原理与生物学 Principles of Biology</td>
<td>54</td>
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<td></td>
<td>BIOL100</td>
<td>原理与生物学实验室 Principles of Biology Lab</td>
<td>36</td>
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<tr>
<td></td>
<td>LAW2221</td>
<td>法律环境与商务 Legal Environment for Business</td>
<td>54</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>小计 Total</td>
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<td>16</td>
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</table>
### Fourth academic year (at Shandong University at Weihai)

<table>
<thead>
<tr>
<th>学期 Semester</th>
<th>课程代码 Course Code</th>
<th>课程名称 Course Name</th>
<th>课时 Hours</th>
<th>学分 Credit</th>
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<tr>
<td></td>
<td>62247001</td>
<td>证券投资学 Portfolio Investment</td>
<td>54</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>62411000 + 62124001</td>
<td>国际商法 Law of International Trade + 进出口业务 International Trade Affairs</td>
<td>36 + 36</td>
<td>2 + 2</td>
</tr>
<tr>
<td></td>
<td>62134001</td>
<td>领导学 Study of Leadership</td>
<td>36</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>62168000 + 62060000</td>
<td>企业诊断 Business Consulting + 管理思想史 History of Management Thought</td>
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<td>2 + 2</td>
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<tr>
<td>第一学期 Semester</td>
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<td>中国文化与企业管理 Chinese Culture and Business Management</td>
<td>36</td>
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<td></td>
<td>62177000</td>
<td>商务谈判 Business Talk</td>
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<td>2</td>
</tr>
<tr>
<td></td>
<td>62252000</td>
<td>中国经济改革与发展 China's Reform &amp; Development</td>
<td>54</td>
<td>3</td>
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<td></td>
<td>91001000</td>
<td>马克思主义原理 Marxism Principles</td>
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<td></td>
<td>62075001</td>
<td>国际贸易 International Trade</td>
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<tr>
<td></td>
<td>世界文学（一） World Literature I</td>
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<td>3</td>
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<tr>
<td></td>
<td>世界历史（一） World History I</td>
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</tr>
<tr>
<td>小计 Total</td>
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<td></td>
<td>世界文学（二） World Literature II</td>
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<tr>
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<td>世界历史（二） World History II</td>
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</tr>
</tbody>
</table>

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四、课程描述
Course Descriptions
第一学年（First academic year）

1. 道德与法律 (课程代码 95001000)

   **Morality and Laws [Course Code 95001000]**

   本课程目的是帮助学生培养正确的世界观，生活和价值观，培养他们完整的道德行为规范。法律课程集中详述了基本法律原理和社会主义法律，介绍有关中国宪法，行政法，民法等法律的基本知识。

   This course aims to help students to foster a correct world outlook and correct views on life and values, cultivate their moral integrity and norms of conducts. The law course focuses on the expatiation upon general principles of law as well as the socialist laws, introducing to the basic knowledge concerning Chinese constitution, administrative law, civil law, etc.

2. 微积分 (一) (课程代码 82007020)

   **Calculus I [Course Code 82007020]**

   介绍微分和积分的基本观点和技术，尤其是在涉及函数的最大值和最小值问题及边际分析中的应用。An introduction to the basic ideas and techniques of differential and integral calculus, especially as they relate to problems involving maximum and minimum values of functions and marginal analysis.

3. 大学英语 (一) (课程代码 92001040)

   **College English I [Course Code 92001040]**

   本课程内容包括精读、泛读、语法、听力、写作等。在该课程的帮助下，提高学生的英语读写和会话能力。This course includes intensive reading, extensive reading, grammar, listening, writing, etc. With the help of this course, college students are expected to improve their reading and writing skills as well as their oral English.

4. 计算机文化基础 (课程代码 94002000)

   **Fundamentals of Computer Culture [Course Code 94002000]**

   这门课对微型计算机基本知识、电子数据表、数据库、文字处理、商务图表和国际互联网等进行跨学科介绍。This course provides an interdisciplinary introduction to microcomputer literacy, word processing, spreadsheets,
database, business graphics and the internet.

5. 管理学 [课程代码 62064001]

Management [Course Code 92001040]

概述管理功能、管理原理和管理技巧。这门课通过对组织内部的领导及控制的计划、组织和影响进行讨论。

An introduction to management functions, principles, and techniques. The course includes a discussion of planning, organizing, influencing through leadership, and control within the organization.

6. 体育 (一) [课程代码 93001040]

Physical Education I [Course Code 92001040]

本课程是必修课，一年级学生在普通体育有选择性体育课的表现，包括体育理论、健康标准和体育俱乐部。选择性体育课提供给学生对于某一具体运动的知识和技能。普通体育课为二年级的学生开设的，它介绍运动的原理和方法。目的是帮助学生以科学的方法进行锻炼。

This course is compulsory for all the students. Freshmen are evaluated according to their performance on General PE or an integration of Option PE, PE theories, health standard and PE clubs. Option PE provides the students with the basic knowledge and skills of a specific sport. General PE is for freshmen and sophomores without an adept sport. It introduces the principles and methods of exercise. The purpose is to help students to exercise in a scientific way.

7. 军事理论 [课程代码 95002000]

Military Theory [Course Code 95002000]

本课程学生进行军事常识及国防教育，介绍军事理论。

This course introduces military knowledge of national defense and military theory.

8. 军事训练 [课程代码 95002600]

Military Training [Course Code 95002600]

本课程对学生产行军事训练，培养学生爱国意识、集体主义的思想情操，锻炼学生顽强的意志品质。

This course cultivates students' virtue of patriotism and collectivism, the quality of indomitable characters.

9. 微积分 (二) [课程代码 82007020]

Calculus II [Course Code 82007020]

本课程介绍线性代数、几何学、网络科学、集合学和统计学的概念、技巧和应用。

This course includes techniques, and applications of systems of linear equations, geometric linear programming, mathematics of finance, combinatorics, probability, and descriptive statistics.

10. 线性代数 [课程代码 82008001]

SHANDONG & TROY academic plan for International Business, page 9 of 20 – FINAL PLAN (4-22-07)
Linear Algebra [Course Code 82008001]

This course includes concept of determinant; matrix and calculation; equivalent transformation of matrix and system of linear equations; linear correlation of vector sets; and similar matrix and quadratic form.

11. 大学英语 (二) [课程代码 92001040]

College English II [Course Code 92001040]

This course includes intensive reading, extensive reading, grammar, listening, writing, etc. With the help of this course, college students are expected to improve their reading and writing skills as well as their oral English.

12. 微观经济学 [课程代码 62216001]

Microeconomics [Course Code 62216001]

This course introduces subject of microeconomics, theories of demand and supply, flexibility, purchaser's behavior, production, cost, market structure, manufacture equilibrium, factor-price making, and allocation of revenue, theory of general equilibrium, welfare economics, policies of microeconomics, etc.

13. 市场营销学 [课程代码 62194001]

Marketing [Course Code 62194001]

Decision making and policy formulation relative to the cultural, social, political, legal and economic aspects of marketing. Study customer demand at the market and how enterprises satisfied with customer demanding on products and labor service, there is very strong application.

14. 会计学 (一) [课程代码 62103001]

Accounting I [Course Code 62103001]

An introduction to accounting emphasizing the basic principles underlying the accounting cycle. Includes the preparation of reports to management and external users of financial statements.

15. 数据库与信息管理 [课程代码 62198200]

Database and Information Management [Course Code 62198200]

This course includes multilayer database concepts, introduction to databases in global and local business, application of basic concepts, etc.

SHANDONG & TROY, academic plan for International Business, page 10 of 20 – FINAL PLAN (4-22-07)
This course is a comprehensive study of multi-user database concepts. It also provides the basic concepts of the use of information technology in business, both globally and locally, to collect, organize, distribute, and present information in a business environment.

16. 体育(二) [课程代码 93001040]

Physical Education II [Course Code 93001040]
通过传授健康知识、体育技能，培养学生自主锻炼的习惯和体育欣赏的能力，帮助学生形成个人体育专长，增进学生身心健康。
Introducing to healthy knowledge and sports skills, training the students to self-exercise, and sports appreciation, helping students develop personal expertise, enhance physical and mental health of students.

第2学年 (Second academic year)

17. 英语写作 (一) [课程代码 英语 1101]

English Composition I [Course Code ENG 1101]
本课程集中加强写作技巧，重点讲授如何组织说明性和辩论性论文的结构和内容，（一般要写6到8篇论文），强调语法、标点和词汇的学习。
Intensive instruction in the writing process. Focuses on organization of ideas in well-developed expository and argumentative essays (usually 6 to 8 essays), with stress on grammar, punctuation, and vocabulary development.
Prerequisites: Placement testing.

18. 会计学 (二) [课程代码 会计学 2292]

Principles of Accounting II [Course Code ACT2292]
本课程为以企业债务、现金流转、计划、预算和控制的现代金融和管理的会计理论和实务。
Modern financial and managerial accounting theory and practices applies to an organization's liabilities, cash flows, planning, budgeting, and control.

19. 宏观经济学 [课程代码 经济学 2251]

Principles of Macroeconomics [Course Code ECO2251]
本课程内容：国民经济的宏观经济学理论，着重介绍收入、就业、货币银行和公共财政政策。
Macroeconomics theory of the national economy with an emphasis on income, employment, banking and public policy.

20. 商业统计 (一) [课程代码 统计 2241]

Business Statistics I [Course Code QM2241]
介绍描述性和推论性的统计概念和方法。课题包括数据集合，中心趋向和离散的测量，概率概念和分布，抽样调查，统计预测，以及统计假设测试。
An introduction to descriptive and inferential statistical concepts and methods. Topics include grouping of data, measures of central tendency and dispersion, probability concepts and distributions, sampling, statistical estimation, and statistical hypothesis testing.

21. 学校简介 [课程代码 校史 1101]

University Orientation [Course Code TROY1101]
本课程对学校的资源、服务、政策和程序作简要介绍。介绍的内容包括：学校的目标和目的、学校的规

SHANDONG & TROY, academic plan for International Business, page 11 of 20 – FINAL PLAN (4-22-07)
The primary purpose of this course is to assist entering students in acquiring the necessary knowledge and skills to manage effectively the Troy University campus environment in order to maximize their potential for success at the University, in their careers, and throughout their lives.

22. English Composition II [Course Code ENG1102]

Text-based analyses and application of principles and tools of research in writing short research papers.

23. Marketing Elective (from list in undergraduate catalog)

Do you want to list all the possibilities? Or, do you want to select a few to choose from?

24. Operations Management [Course Code MGT3373]

A study of how organizational processes add value as they convert inputs to outputs. Topics covered include the strategic relationship of operations with other functional organizations, value chain concepts, quantitative methods of operations, including forecasting models, inventory models, statistical process control, process models and project management methods. The course also provides a review of current supply chain philosophies such as JIT, MRP, and EOQ inventory management methods.

25. Business Statistics II [Course Code QM3341]

A continuation of basic business statistics. Topics include comparison involving means and proportions, ANOVA, simple linear regression and correlation, multiple linear regression, chi-squared applications, nonparametric methods, and simple decision analysis.

26. Chemistry & Lab [Course Code CHM1142 & L142]

Emphasis is placed on the periodic table and stoichiometry, including chemical properties, physical states, and structure. Experiments dealing with the periodic table, atomic structure, the gas laws, and stoichiometry.

27. Earth Science & Lab [Course Code SCI1234 & L234]

Basic geology for non-science majors. Laboratory experiments in basic geology.
28. 物理及实验 [课程代码 物理 2252]
   General Physics & lab [Course Code PHY2252 & L252]
   介绍力学、热力学和波动定律。着重对课程内容的基本原理作实验验证，使用测量仪器，以及解释实验数据。
   An introduction to the laws of mechanics and thermodynamics. Laboratory work emphasizing basic principles of mechanics and thermodynamics, the use of measuring instruments, and the interpretation of data.

29. 自然科学及实验 [课程代码 自然科学 2233]
   Physical Science & lab [Course Code SCI2233 & L233]
   为非自然科学专业的学生介绍基本的物理和化学知识。内容包括长度的测量、时间、速度、牛顿第二定律、声速、波动、热量测定、分子结构、酸，以及其他实验。
   Basic chemistry and physics for non-science majors. Laboratory experiments in basic chemistry and physics.

30. 管理金融 (一) [课程代码 金融学 3331]
    Managerial Finance I [Course Code FIN3331]
    本课程主要介绍公司的内部与外部融资决策的分析、策划和控制。
    Analysis, planning and control of internal and external finance decisions of a firm with emphasis on corporate structure.

31. 音乐欣赏 [课程代码 04210118 (MUS1131)]
    Music Appreciation [Course Code 04210118 (MUS1131)]
    声乐作品、乐器、音乐形式、音乐的历史发展和音乐作品欣赏指导。这门课的学分不能记入音乐专业的学生的学分中。
    Orientation, vocal and instrumental media, forms, historical development and guided listening. Credit for this course does not apply toward any program in music.

第三学年 （Third academic year）

32. 英语演讲 [课程代码 演讲 2241]
    Fundamentals of Speech [Course Code SPH2241]
    学习各种领域口头表达的基本原理及实践。
    Study of the principles and practices basic to all areas of oral communication.

33. 商业沟通 [课程代码 商务 3382]
    Business Communication [Course Code BUS3382]
    分析和组织企业和个人的沟通，包括运用文件和备忘录等形式沟通的技巧和内容。
    Analysis and composition of business and personal communications including mechanics and content of letters and memoranda.

34. 管理金融 (二) [课程代码 金融 3332]
    Managerial Finance II [Course Code FIN3332]
    管理金融的第二门课程。是 FIN3331 的继续，重点学习 FIN3331 没有包含的内容。
    Second course in a sequence of managerial finance. Continuation of FIN 3331 with focus on topics in financial management not covered in FIN 3331.
35. International Accounting [Course Code ACT4435]

An overview of emerging issues related to international accounting and reporting of financial information across national boundaries. The course will address topics such as accounting and auditing standards, disclosure practices, and financial reporting in a global business environment.

36. International Banking and Finance [Course Code FIN4435]

A comprehensive introduction and overview of international finance with emphasis upon multinational corporation management, international trade, foreign exchange, and international financial markets, institutions, and instruments.

37. International Management [Course Code MGT4478]

A survey and analysis of topics important to successfully managing internationalized business operations. Included in the course are considerations of environmental analysis, modes of entry, planning and cross-cultural issues in directing, decision-making, organizing and staffing operations in multinational enterprises.

38. International Marketing [Course Code MKT 4468]

Decision making and policy formulation relative to the cultural, social, political, legal and economic aspects of marketing in global environments.
Small business research and problem-solving with related field experience. Prerequisite: Permission of the instructor.

42、运输管理 [课程代码 市场营销学 3363]
Transportation Management [Course Code MKT3363]
交通管理须考虑的各种交通模式的选择及对其的有效利用。
Management considerations in selection and effective utilization of various modes of transportation.

43、物流 [课程代码 营销 4465]
Business Logistics [Course Code MKT4465]
介绍与配送体系的设计、运作和控制有关的订购、仓储、运输等活动。
A study of the procurement, warehousing, and transportation activities related to distribution system design, operation, and control.

44、生物学原理 [课程代码 生物学 1100]
Principle of Biology [Course Code BIO1100]
生物学原理学习，包括生命化学、细胞结构和功能、生物能、细胞再生、遗传和生态学的学习。
Biological principles including chemistry of life, cell structure and function, bioenergetics, cell reproduction, heredity, and ecology.

45、生物学原理实验 [课程代码 生物学 L100]
Principles of Biology Lab [Course Code BIO L100]
测量、显微镜、生态学、细胞结构、生物能、细胞再生和遗传。
Measurements, microscopy, ecology, cell structure, bioenergetics, cell reproduction, and heredity.

46、商法环境 [课程代码 法律 2221]
Legal Environment for Business [Course Code LAW 2221]
本课程对介绍在企业经营管理过程中必须遵循的法规与法律，了解相关的法律法规对企业经营决策的影响。
The course introduces the environment of business, including legal and ethical issues and the regulatory and global environment of business that affect business policies and decisions.

第四学年：（Fourth academic year）

47、证券投资学 [课程代码 62247001]
Portfolio Investment [Course Code 62247001]
投资的金融分析，包括市场、机构和工具，强调安全分析、资产组合分析和财务计划。
Financial analysis of investments, including markets, institutions, and instruments with emphasis on security analysis, portfolio analysis, and financial planning.
48. 国际商法 [课程代码 64111000]

Law of International Trade  [Course Code 64111000]

本课程介绍在国际经营管理过程中必须遵循的法规与法律，了解相关的法律法规对企业经营决策的影响。
This course introduces the environment of international business, including legal and ethical issues and the regulatory and global environment of business that affect business policies and decisions.

49. 进出口业务 [课程代码 62124001]

International Trade Affairs  [Course Code 62124001]

本课程介绍进出口贸易的理论，设计到结出进出口贸易模型和贸易结构，商业进出口贸易和商务政策带来的利益。
This course introduces theory of international trade affairs, alternative approaches for explaining the pattern and terms of trade as well as an examination of the gains from the trade and commercial policy.

50. 领导学 [课程代码 62134001]

Study of Leadership  [Course Code 62134001]

本课程让学生了解组织中的领导行为和协调、控制和计划职能以及如何进行相应的雇员管理，了解领导与雇员的关系。
The course lets the student understand leadership, direction, and empowerment of employees and emphasis on dyadic relationships and ethical behavior.

51. 企业诊断 [课程代码 62168000]

Enterprise Diagnosing  [Course Code 62168000]  [in the plan the title is Business Consulting; here the title is Enterprise Diagnosing——make consistent]

企业诊断是一门综合性应用课程。其主要内容包括：经营战略诊断、企业内部控制制度、企业弊端、企业诊断程序与方式、销售弊端诊断、生产弊端诊断、财务弊端诊断、管理弊端诊断等。
This course is a comprehensive applied one which includes management strategy diagnosis, enterprise control system, enterprise ills and the process and ways of its treatment, ills in marketing, production, finance and management as well as its diagnosis and treatment.

52. 管理思想史 [课程代码 62060000]

History of Management Thought  [Course Code 62060000]

本课程主要介绍管理学发展历史和主要思想。
This course mainly introduces the development history and main theories of management.

53. 中国文化与企业管理 [课程代码 62254000]

Chinese Culture and Business Management  [Course Code 62254000]

本课程主要介绍中国文化的历史发展，中国治学和传统思想，中国文化的当代变化以及在企业管理中的运用等。

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This course aims to provide an understanding of the historical development of Chinese culture, China's philosophy and traditional thoughts, as well as the modern changes of Chinese culture and the application in business management.

54. 商务谈判 [课程代码 62177000]

Business Talk [Course Code 62177000]

本课程介绍商务谈判的概念、原则、案例和不同技能，目的是提高学生谈判的能力。
This course introduces concept, principle, examples and different skills of business talk. The purpose is to enhance the students' ability in business talk.

55. 中国经济改革与发展 [课程代码 62252000]

China’s Reform & Development [Course Code 62252000]

本课程主要用来帮助学生理解中国经济系统和改革发展情况。课程目标是给学生提供对经济原理的一般理解和它们应用到中国经济目前的问题。
This course is designed to help the students acquire an understanding of China’s economic system and its reform and development. The objective of the course is to provide students with a general understanding of economic principles and how they are applied to issues facing the current situation.

56. 马克思主义原理 [课程代码 91001000]

Marxism Principles [Course Code 91001000]

主要介绍马克思主义政治经济原理，了解马克思的相关经济理论与分析方法和原理。
This course aims to introduce the basic concepts of principles of Marxism Politics and economics, which help students understand some theory of politics and economics in order to be further familiar with practical operation.

57. 国际贸易 [课程代码 62075001]

International Trade [Course Code 62075001]

国际贸易与国际金融的基本原理。
Principles underlying international trade and international finance.

58. 世界文学（一） [课程代码 XXX] [put Shandong’s course code for this course]

World Literature I [Course Code XXX]

概述从古代到中世纪和文艺复兴时期的世界文学巨著的人生态度、人生哲学和反思。
Introduction to attitudes, philosophies, and reflections of life in world literary masterpieces from the ancient world, Middle Ages, and Renaissance. Requires demonstration of acceptable writing skills.

59. 世界历史（一） [课程代码 XXXX] [put Shandong’s course code for this course]

World History I [Course Code XXXX]

SHANDONG & TROY, academic plan for International Business, page 17 of 20 – FINAL PLAN (4-22-07)
This course surveys the growth, development, and character of the major centers of civilization from the earliest civilizations to the present. The course focuses on the growing interconnections among societies around the globe in politics, economics, culture, and technology and examines the wide processes leading to the emergence of the present world.

60、世界文学 (二) [课程代码 XXX] [put Shandong’s course code for this course]
World Literature II [Course Code XXX]
从启蒙运动到现在的世界文学名著中的生活态度、人生哲学和反思。
Introduction to attitudes, philosophies, and reflections of life in world literary masterpieces from the Enlightenment to the present.

61、世界历史 (二) [课程代码 XXX] [put Shandong’s course code for this course]
World History II [Course Code XXX]
概述1500年之后到现在的主要文明发源地的起源、发展、特点。这门课程强调全球各个社会之间的在政治、经济、文化和科技之间的相互联络，并考察现代社会形成的过程。
This course surveys the growth, development, and character of the major centers of civilization from 1500 to the present. The course focuses on the growing interconnections among societies around the globe in politics, economics, culture, and technology and examines the wide processes leading to the emergence of the present world.

62、实习 [课程代码 62188001]
Practice [Course Code 62188001]
实习是学生在毕业前进行的社会性实践。培养学生综合运用所学专业的基本理论、基本技能，独立分析问题、解决问题的能力，取得专业工作的经验。
Social practice for pre-graduation students is to train students’ abilities of integrated use of specialties basic theory, basic skills, independent analysis and solving issues, enable them acquire professional work experience.

63、毕业（论文）设计 [课程代码 620088000]
Graduation (Thesis) Design [Course Code 620088000]
在论文开题报告基础上，实现研究方案和计划、理论联系实际，完成课题预定的任务。写出毕业论文。
On the base of opening report of research project, students finish design and implementation of the research plan and write the graduation thesis.

64、数据分析实务 [课程代码 62262000]
Data Analyzed Practice [Course Code 62262000]
本课程主要介绍在商业环境中如何运用统计和数据分析方法进行决策，经常会用到计算机软件。讨论的

SHANDONG & TROY, academic plan for International Business, page 18 of 20 – FINAL PLAN (4-22-07)
An introduction to decision making in the business environment using statistical and data analysis procedures. Computer software is used extensively. Topical coverage includes discrete and continuous probability distributions, sampling distributions, estimation and hypothesis testing.

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SHANDONG & TROY, academic plan for International Business, page 19 of 20 – FINAL PLAN (4-22-07)
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[CCIEE has this info]