

The Perdue School of Business
of
Salisbury University
in cooperation with the
Technical University Berlin

proudly present

Winter Term Study Abroad
Berlin & London

January 3-24, 2007

Program and Scholarship Information/Application Packet

I. Academic Information

The Winter Term Study Abroad program is sponsored by the Perdue School of Business of Salisbury University and in cooperation with Technical University Berlin. The program begins with the first week of study at Salisbury University. Program participants then travel for two weeks to Berlin (10 days) and London (3 days). The final week of the course is completed back at SU. The following courses are being offered for the Winter Term Program and availability is subject to enrollment (please note any course prerequisites):

A. For Undergraduate Students (select only one):	B. For Graduate Students (select only one):
<p>BUAD 386 Business in its Global Setting (3 cr.) Study of the international aspects of business management and its cultural, economic and political environment in its actual setting. Topics include the economics of international trade, sociocultural environment, political risk and other major aspects of international business operations. Prerequisites: FINA 311, MGMT 320 and MKTG 330</p>	<p>BUAD 686 Global Business (3 cr.) Study of the international aspects of business management and the environment of international business. Topics selected from international finance, the economics of international trade, environmental factors and the major aspects of business operations in the global environment. Prerequisite: Admission to the MBA program</p>
<p>ACCT 435 Accounting in its Global Setting (3 cr.) Introduction to a variety of international accounting issues encountered by multinational organizations. Issues include financial accounting standards; consolidation of international operations; auditing standards and procedures; managerial accounting systems for information gathering, planning, control and performance measurement; and international taxation. Prerequisite: ACCT 304</p>	<p>ACCT 630 International Accounting (3 cr.) Introduces a variety of international accounting issues encountered by multi-national organizations. Prerequisites: Admission to the MBA program</p>

While in Berlin, students will attend classes in the morning, at the TU Berlin, taught by SU professors who will be joined by guest speakers to address topics related to doing business in Germany and the European Union. Afternoons are reserved for additional guest speakers, cultural activities such as museum and city tours as well as business site visits where students will have the opportunity to view first-hand how German and multinational companies operate. The students will also be able to discuss international business practices with local business executives and have an opportunity to meet German students.

II. Program Selection

In order to participate on this program, please read through the enclosed information and return the completed application, letters of recommendation, student release forms and essay to Dr. Hong Yao, Perdue School of Business by 4:30 p.m. on Friday, **April 7, 2006** (HH-004 or mailbox located on 1st floor of Holloway Hall-Perdue School).

Enrollment is limited to 30 participants and students will be selected based on the following criteria:

- Cumulative Grade Point Average
- Business Major
- Class Status
- Application Essay
- Recommendation letters
- Prerequisites
- Study/Travel Abroad Disciplinary Release Form

Those students who are not initially accepted for the program will be placed on a wait-list should there be any cancellations. Students will be notified by **April 21, 2006** of their acceptance into the program and any scholarship aid. If you have any questions or concerns with regard to this application and information enclosed, please contact: Dr. Hong Yao, 410-543-6327 or hxyao@salisbury.edu or Dr. Richard Hoffman, 410-548-5398 (ph), 410-546-6208 (fx) or rchoffman@salisbury.edu .

III. Trip Information:

A. Tentative Itinerary (subject to change):

March 7, 2006:	Interest meeting 3:30-5:00pm at HH114
December, 2006 (reading day)	Orientation TBA (MANDATORY)
January 3-4, 2007	Evening Classes at Salisbury University
January 6-7	Departure Orientation and travel to Berlin
January 8-12	Classes, site visits and cultural activities-Berlin
January 13-14	Free Weekend
January 15-16	Classes, site visit and cultural activities-Berlin
January 17-19	Transfer to London and cultural activities
January 20-21	Return to Salisbury University
January 22-24	Classes and Final exam at SU

B. Trip Costs [program (i.e. travel portion) and tuition costs are separate]

1. Travel Program (billed separately from tuition):

The cost for students for this program will be approximately **\$2,700** per person and the price includes:

- Round-trip air transportation
- Round-trip train transportation (Berlin-Paris city)
- All ground transportation via chartered bus (site visits, transfers)
- Subway pass
- Lodgings- double occupancy (tourist class hotels)
- Hotel transfers and taxes
- All Breakfasts
- Dinner - London
- Excursions-Walking tour and City bus tour
- Company site visits
- Guest Speakers
- Classroom/Computer facilities at TU Berlin
- Travel assistance (program staff will travel with group)

Upon acceptance into the program, a trip **deposit of \$1,000 will be required by May 5, 2006**. The final balance of the program cost (tuition cost is separate), **the remainder will be due by September 15, 2006**.

Refund policy: In the event that a student has to withdraw from the program after submitting the deposit, all efforts will be made to refund whatever portion of the non-refundable deposit is possible.

Notice of cancellation will be considered the day the written notice reaches Dr. Hong Yao (Holloway Hall Room 004)

N.B. The cost of the program has been calculated as carefully as possible. Should inflation rise or exchange rates fluctuate beyond the margin anticipated, actual costs may change. Trip price is based on 30-34 participants, should the number of participants decrease below 30, then an additional charge may be added.

2. Tuition and Fees (billed separately from program costs):

Tuition and fee costs (3 credit hours) for the study abroad program are extra and billed separately. The tuition and fee prices are listed below and subject to the deadlines required by the university (actual dates not available as of this printing).

Undergraduate Estimate		Graduate Estimate	
Resident	\$600		\$747
Fees	<u>24</u>		<u>24</u>
Total	\$624		\$ 771
Non-Resid- Ent	\$ 1,560		\$1,605
Fees	<u>24</u>		<u>24</u>
	\$ 1,584		\$1, 629

C. Scholarships

The scholarship application form is the same as the program application form. All students accepted for participation in the program will be considered for scholarships. Scholarships are provided by the Franklin P. Perdue School of Business and Peninsula Bank in the amount of \$500-\$1000 each. Scholarship selection is based on the following criteria and is conducted by the Student Activities Team of the Perdue School of Business:

Cumulative Grade Point Average
Business Discipline
Essay
Recommendation letters

Scholarship recipients will be notified in writing upon their acceptance into the program and must respond with a formal letter of acceptance to Dr. Hong Yao by **April 28, 2006**.

D. Essential Documents

Due to the international nature of this trip, once accepted, all participants will be **required** to have the following:

1. Valid Passport—additional cost and passport photos needed (\$85)
2. International Student Identity Card (ISIC)
-additional cost (\$22-available at SU)
3. Proof of Medical Coverage (or purchase trip medical insurance)*
4. Signed SU liability waivers (provided at orientation)

Optional➔ 1. Travel/Cancellation Insurance-additional cost (Contact the trip leader)

*You must check with your personal medical insurance company to assure that you are covered while overseas. If coverage does not extend overseas, then you must purchase medical insurance for this program. The ISIC card will provide you with repatriation and evacuation insurance which is required for this program.

E. Safety and Security

Every effort has been made to provide students with a safe and rewarding experience as a participant in this program. Trip leaders and organizers have worked diligently with foreign partners to establish a secure environment for students. Salisbury University, however, does not guarantee the safety of its participants. All students accepted into the program will be given security information and orientation materials as well as an on-site orientation to help assure the safety of program members. All trip applicants are required to sign a release of liability and disciplinary records forms to be eligible for this program.

