



Course IMS 3310.006 International Business
Professor George Barnes
Term Fall 2013 – August 27-December 10 (plus Final exam)
Meetings Tues/Thurs 10:00-11:15am, SM 2.902

Professor's Contact Information

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Other Information

Retired faculty member, International Management Studies, UT/D Jindal School of Management. Previous course teaching: Legal Aspect of International Business Transactions, International Marketing, Export Market Development, and International Finance. Corporate positions in international business with Citibank (in Middle East) and Mobil Oil (international planning and extensive international travel). Consulting on investment-attraction and market entry strategies. Cross-cultural trainer to prepare individuals for overseas assignments. Affiliations with international trade associations: North American Small Business International Trade Educators, and North Texas District Export Council (U.S. Department of Commerce appointment). U.S. Navy supply corps officer during Vietnam era. Masters degree from the Fletcher School of Law & Diplomacy, Tufts University.

General Course Information

Pre-requisites, Co-requisites, & other restrictions

Catalog description: IMS 3310 International Business (3 semester hours) Examination of worldwide patterns of trade and investment. Overview of financial, managerial, and marketing problems confronted by multinational firms. Prerequisites: ECON 2301 and MATH 1326 or MATH 2414 or MATH 2419.

Practical pre-requisites: Marketing Management, and Business Finance or Financial Accounting. Course is best taken as a senior or junior in order to draw on previous cross-functional coursework.

Course Description

This is a survey course in international business. Faced with increasing global competition, firms must expand their market penetration, assess the forces of change affecting their business, and develop strategic and functional responses to manage truly global operations. In this context, the course will examine worldwide patterns of and motivations for trade and investment, identify the institutions and environments affecting international business, reveal framework for strategy and its influence on market entry modes, and investigate how multinational firms adapt functional business areas - - finance, manufacturing, marketing, human resources - - for global competitive advantage.

Consistent with the School of Management's undergraduate degree program objectives, the following learning goals are applicable:

- Learning Outcomes**
1. Demonstrate understanding of multicultural aspects of societies and be familiar with knowledge and methods to deal with related business problems. Measurement: exam essay question dealing with cultural frameworks (e.g., Hofstede's dimensions)
 2. Develop a regard for human values and the ability to make judgments based on ethical considerations. Measurement: exam questions dealing with business ethics, bribery, employment practices, human rights and environmental degradation.

Required Text & Materials *Global Business Today*, C. Hill (McGraw-Hill, 2011, 7th edition). **Note:** same chapter sequence by topic as 6th edition, but all cases are different.

eLearning course website: Organized into 3 Modules, with 15 Units. Course materials include: lectures in downloadable slides; supplemental readings; case studies not in textbook and guidelines for all cases; financial problems; exam review topics, sample essays and self-tests.

Note: instructor uses eLearning for Announcements and Messages, and uploads course materials not available outside of eLearning. To be engaged in this course: “**make an eLearning habit,**” or consider enrolling in a different section.

Additional Resources Internet: Assignments and discussion topics will require students to use resources on the Internet. Students should become familiar with the UTD Library's electronic databases, and other international business resources and publications available through the Internet.

Useful Internet resources include <http://globaledge.msu.edu> and the National Trade Data Bank (NTDB) Country Commercial Guides for country, industry, trade and regulatory information. Access to NTDB is free only when using UTD library electronic database: <http://www.utdallas.edu/library/help/somtutorials/NTDBreplacement.htm>

For **country profile assignment:** NTDB and see also CIA World Factbook, World Bank, Export.gov and other relevant global websites.

Assignments & Academic Calendar

[Topics, Reading Assignments, Due Dates, Exam Dates]

Approach to course

Lectures:

- will deal with selected (but not all) topics from assigned chapters
- will be supplemented by group case study presentations, videos, current events and Instructor's international business experience
- are available in downloadable slide sets.

Students are responsible for all information in assigned chapters as well as supplemental information included in lectures.

Assignments

1. Case Study

Students will work in groups of 4, and each group will be responsible for preparing a case study analysis. Case locations are:

- at end of textbook chapters as the "Closing Case" (identified by Ch #)
- in applicable Unit in eLearning course (identified by Unit #).

For cases from textbook, DO NOT answer questions from text, but refer instead to Guidelines in applicable Unit for questions and other written report suggestions.

Presentation

Each case study group will select a spokesperson to make a brief (5-6 minute) presentation using the following format:

- 1- brief recap of case (do not assume anyone else has read it)
- 2-devote most of time to case questions: analysis, answers, and/or recommendations as appropriate.

Spokesperson should plan and rehearse a presentation and may use power-point slides (probably not more than 4-5 slides). Following the brief presentation, instructor will offer comments, and class members will be invited to ask questions.

Alternate approach to presentation – if 2 groups are assigned the same case, Group A spokesperson will present brief case background and answers to the questions; Group B spokesperson will follow **presenting only answers to questions that differ** from Group A.

Preliminary answers to questions – submit to instructor by UTD email or using Messages feature of eLearning course, *at least one week before case is due*, a **preview of the answers to case questions** (approximately 2 pages), and also a list of resources/references used that support case question answers. The intention of this preliminary submission is to demonstrate research effort and to receive instructor's feedback. This submission will receive 10% of case grade. Submissions over 3 days late will receive a grade of zero and instructor may cancel class presentation. If plagiarism is detected (e.g., the use of a solutions manual), a grade of zero will result.

Written report

Prepare written report (typed, double-spaced, 12 point font, 1” margins) organized into clearly identifiable sections with suitable headings as follows:

-page 1: summary of key case information including applicable company background at time of the case

-pages 2-5: answers to questions organized into separate sections, question by question, demonstrating research and analysis, and tie-in to applicable chapter topic(s), or previous chapter topics if applicable

-page 6: update on company (is it still doing what is represented in case, has it changed, what is different?) See also case Guidelines for any specific recommendations about company update.

-page 7: group’s principal international business learning experience(s) or “take-away value” from analyzing this case

-page 8: resources used for research, a minimum of 4 (not including textbook). No footnotes are required in the report but may be included to more clearly show tie-in to resources.

Correct format for research obtained from the Internet: cite name of author/institution, title of article/study/survey, and date (as well as URL).

Peer evaluation

Each case will be graded on the expectation that it is a collaborative effort. Group members should submit individual confidential peer evaluations (template is at eLearning course site) ***no later than the day after the case is due.*** Submit as hard copy in class or as attachment to a UTD email or as eLearning course Message.

Case approach

Case information may be open-ended and incomplete. In order to derive benefit, it is essential that you mentally “get inside” the case.

When developing your analysis:

-outside **research is required**

-repeating facts of the case does not qualify as research or analysis

-recognize that case **draws on specific chapter topic(s)**

-be guided by **Guidelines** in applicable eLearning Unit for all cases.

Case grading perspective

Content is the most important part of the report as it shows group’s ability to find, sift through and compile information pertinent to the case. It also shows analytical ability, understanding of relevant issues, and the use of alternatives to reach recommendations.

Process refers to readability, flow, logic, organization, internal consistency and quality.

Group discussion area is available accessed from home page at eLearning course site for each group to use for communicating and file sharing. Ask instructor to set up group by its case study name.

2. Research task or Joint Venture (Individual assignment: choose

either A or B below)

A. **Research Task** - Submit a 1-2 page answer to one of the following globalEDGE research tasks (found at end of applicable chapters):

Chapter	Research Task #	Chapter	Research Task #
2	1 or 2	11	2
3	1	12	2
4	1	14	1
7	1 or 2	15	1

B. **Globalization/Joint venture** (from business publication article, Internet news source)

Pick a joint venture between firms from two different countries that occurred since 2010. (Note: one firm does NOT have to be from the U.S.; not eligible for selection are joint ventures involving Boeing, GE, GM or Walmart.) Answer the following 3 questions (cite at least one source):

1. Identify the two companies/nationalities and date of joint venture
2. Briefly describe the purpose of the joint venture (e.g., market entry/expansion, technology sharing, outsourcing components or finished products, marketing/distribution synergies, etc.)
3. From your understanding of the term “globalization,” briefly explain how this joint venture responds to the *globalization* trend.

Due: any time but no later than submission date in Academic Calendar.

3. Country Profile (individual assignment) - Use template at eLearning website home page. For guidance, refer to applicable chapters, e.g., Political Economy, FDI, Regional Economic Integration, etc. Countries eligible for selection are from the following regions:

- bordering on the south of the Mediterranean Sea from Morocco east to Egypt, plus Turkey
- in South Asia either Pakistan or India
- in SE Asia one of the ASEAN countries
- in Sub-Saharan Africa (excluding Somalia and any country ranked by the World Bank #174-183), or
- in South America.

Country profile may be submitted anytime but no later than due date in Academic Calendar.

Examinations

There will be 3 exams: two during class periods each covering the first and second Modules of the course, and a longer Final exam covering Module 3. Exams will have both multiple choice questions and short essays. Bring to exams a **Scantron card 882-E** (50 questions on a side).

Key topics for review and sample essay questions are posted in each Module at the course website. Self-tests (ungraded and accessed either in eLearning Unit or Assessment tool) consist of multiple choice questions similar to those in actual exams. Self-tests may be taken twice.

No.	Date	Unit	Topic	Chap	Assignment
1	8/27		Introduction/eLearning website		
2	8/29	1	Globalization	1	Select case study groups
3	9/3	1	Globalization-video	1	
4	9/5	2	Political economy	2	
5	9/10	2	Political economy	2	
6	9/12	3	Ethics	4	
7	9/17	3	Ethics	4	Case: Russian Puzzle (Unit 2) Case: Siemens (Ch 4)
8	9/19	4	Trade theory (*)	5	
9	9/24	5	Political economy of trade	6	In-class: Logitech questions (closing case Ch 5)
10	9/26	1-5	Exam #1	1,2,4,5,6	
11	10/1	6	Exam #1 returned Culture	3	
12	10/3	6	Culture	3	
13	10/8	6	Hofstede	3	Case: Panasonic (Ch 3)
14	10/10	7 7	BOP (*) Foreign Direct Investment (*)	5 App 7	
15	10/15	7	FDI	7	Cases: Cemex (Unit 7), Spain Telefonica (Ch 7)
16	10/17	8	Regional economic integration	8	
17	10/22	11	Strategy (*)	11	(note: out of sequence)
18	10/24	9	International monetary system	10	
19	10/29	6-9	Exam #2	3, 5 App. 7-8, 10	
20	10/31	10	Exam #2 returned Foreign exchange market	9	
21	11/5	10	Foreign exchange market	9/Supp	
22	11/7	12	Entering foreign markets	12	Case: GE Joint Ventures (Ch 12)
23	11/12	12	Entering foreign markets	12	Case: GM China (Unit 12) In class: Wal-Mart case discussion (Unit 12)
24	11/14	13	Production and outsourcing	14	Case: Boeing (Ch 14) Country Profile due
25	11/19	13	Production and outsourcing Global marketing (Segmentation)		Case: Li&Fung (Unit 13)
26	11/21	14	Global marketing (Product, Promotion & Distribution)	15	

	11/25-30	15	Winter break & Thanksgiving Human resource management (*)	14 16	
27	12/3	14	Global marketing (Pricing & Transfer pricing)	15	Case: Domino's (Unit 14)
28	12/5	15	Human resource management Labor trends	16	Cases: Female Executives and Molex (Unit 15)
29	12/10	10	Financial management Review game	9/Supp	Optional problems due (see Unit 10) GlobalEdge or JV due
	12/19 11am-1pm	10-15	Final exam	9/Supp 11-12, 14-16	

(*) online lecture

Communications

Use eLearning Discussions to "Ask the professor," or "Student lounge" to post general information or questions about the course for all to share. Use Messages feature for private contact with the course Instructor (or you may reach the instructor using his UTD email).

Course Policies

Grading (credit) Criteria	<p>Most grades will be based on a 100 point scale.</p> <p>30% exam 1 <u>or</u> 2 (best grade)</p> <p>30% final exam (may be augmented by maximum of 6 bonus points)</p> <p>20% group case study (individual grade depends on peer evaluations)</p> <p>20% participation</p> <ol style="list-style-type: none"> 1) attendance* (10 points) 2) globalEDGE research task, JV/Globalization (5 points) 3) country profile (5 points) <p>* each unexcused absence after the first one will result in a deduction of one point from attendance</p> <p>Cheating or plagiarism will result in no points on applicable assignment or exam. In certain situations, suspected plagiarism may be referred to a UTD Judicial Affairs officer.</p> <p>Numerical grade correlation (no rounding up)</p> <p>Grade of A = 91+</p> <p>A- 89.1-90.9</p> <p>B+ 85.1-89</p> <p>B 81-85</p> <p>B- 79.1-80.9</p> <p>C+ 75.1-79</p> <p>C 71-75</p>
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	<p>C- 69.1-70.9 D+ 65.1-69 D 60-65 F below 60</p>
Make-up Exams	<p>A student may request a make-up exam one week <u>prior</u> to the scheduled exam. Instructor will approve or disapprove on the merit of the extenuating circumstances; having more than one exam on the same day is not a valid reason nor a UTD policy. Make-up exams will be taken at the UTD Student Success Center.</p>
Extra Credit	<p>Earn extra credit by submitting the answer to one <u>or more</u> of the following financial management problems (in website Unit 10). Prepare by reading chap 9, and in eLearning Unit 10 see supplemental slide set about hedging, supplemental reading on Financial Management, and excerpt from an international finance text on money market hedges.</p> <p>A maximum of 6 bonus points applied to final exam may be earned - see distribution below:</p> <ul style="list-style-type: none"> Problem 1 – 1 point (must show calculation) Problem 2 – 2 points (must explain reasoning) Problem 3 – 3 points (must answer B1 <u>and</u> B2 to qualify) Payable hedge – 4 points (must show payable hedge calculations to qualify) <p>Solutions are due at the beginning of class designated in Academic Calendar.</p>
Late Work	<p>No late assignments are accepted. This restriction may be waived under special circumstances, but maximum grade for a late assignment is 80%.</p>
Class Attendance	<p>Attendance will be taken from time to time, usually, but not always, in the form of an ungraded review quiz.</p>
Classroom Citizenship	<p>Please arrive on-time to avoid disrupting class, turn off cell phones, use laptops only to follow lecture slides/take notes or as instructed, and be respectful of others during class discussions.</p>
UTD Policies	<p>The information contained in the following link constitutes the University's policies and procedures segment of the course syllabus. Please go to http://go.utdallas.edu/syllabus-policies for these policies.</p>

UTD eLearning online course site

This course is available in UTD eLearning - an online course management system. The online dimension is intended to enhance your learning and participation experience. Go to the following URL: <http://elearning.utdallas.edu> and log on using your UTD-assigned Net-account User ID and password; click on this course. Student who don't currently have a Net ID account, please initiate your account at: <http://netid.utdallas.edu>. For help: call computer help desk 972-883-2911, or email assist@utdallas.edu. For 24/7 UTD eLearning support, please go to: <http://www.utdallas.edu/elearninghelp>.

For eLearning getting started information including technical requirements and browser configuration on using the eLearning course system, please see this page on UTD Distance Learning web site: <http://www.utdallas.edu/elearning/students/cstudents.htm>.

Features of your International Business eLearning online course this semester

- Syllabus

- Announcements (for use by Instructor)

- Calendar (Instructor will post key dates; students may personalize Calendar with "private" entries)

- Homepage
 - 1) Modules 1, 2, and 3 (each with applicable Units and exam topics/sample essays)

Units in each Module are organized by course topics and have downloadable lecture slides, online lectures (as applicable), textbook reading chapter numbers, supplemental readings, case studies not in textbook, guidelines for all cases, financial management problems (see applicable unit), video clips, and multiple choice self-tests

 - 2) Peer evaluation form (to be used by case study groups)
 - 3) Country Profile template

- Communications
 - 1) Messages (used by instructor or students to communicate one-on-one or to groups)
 - 2) "Ask the professor" and "Student lounge" in Discussions
 - 3) Group Discussion area under each group page (click the Group name under My Group to access your group page) for teams to use for communicating, exchanging files.

- Assessments (self-tests also accessible in applicable Units)

- My Grades

The descriptions and timelines above are subject to change at the discretion of the Professor.