

The University of Texas at Dallas
Naveen Jindal School of Management

Fall 2017

IMS 3310.501 International Business

Mon & Wed 5:30pm - 6:45pm

JSOM 12.214

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(the quickest way to reach me is through email)

Course Description

Globalization is the worldwide trend of business expanding beyond their domestic borders. To compete in today's global economy, managers need to be able to apply management principles across countries and cultures with suitable adaptation in the process. Adopting a truly global perspective of management, this course presents current thinking in international business theory and practice. The course will cover topics such as international trade theories, country environments (e.g., political, legal, and economic), culture, foreign direct investment, international strategy, and business ethics. Among others, the course has two main objectives: (1) developing a regard for human values and the ability to make judgments based on ethical and environmental considerations, and (2) understanding the multicultural aspects and international dimensions of the world in which we live and be familiar with knowledge necessary to deal with related problems.

Textbook

M. W. Peng (2016). *Global Business* (4th Ed.) by South-Western Cengage Learning. Both ISBNs refer to the same book: ISBN-13: 978-1305500891 and ISBN-10: 130550089X.

It is available at UTD Bookstore (800 West Campbell Road, 972-883-2665). You can also buy on Amazon.com. Please notice that neither eTextbook nor textbook-sharing is allowed in tests. But, in other regular lectures, you can use an eTextbook and can share textbooks with your classmates.

Suggested References

Following resources are helpful for group projects: newspaper/magazines such as The Wall Street Journal, Bloomberg Business Week, The Economist, as well as business journals such as Harvard Business Review. All these resources are freely available to you using the UTD library electronic databases. Hardcopies of most of these resources are also available in the library.
<http://www.utdallas.edu/library/>

eLearning and Communication

You will need to have access to eLearning for use during this class. This syllabus, lecture slides, additional instruction sheets for tests and group/individual projects, notes on tests and classes, and other relevant course-related materials will be posted on eLearning. In addition, you are advised to check your messages on eLearning and in email regularly. This will be the main way of disseminating any message or instruction related to the course. A university policy to protect student privacy directs that faculty are not required to answer student emails unless they are from a UTD account. So, it is advised that you use your UTD email to contact the instructor.

Technical Support

If you experience any problems with your UTD account you may send an email to: assist@utdallas.edu or call the UTD Computer Helpdesk at 972-883-2911.

Course Schedule

Topic 0 (Aug 21)

Introduction and administrative matters

Topic 1 (Aug 23 & Aug 28)

Rules of Game

(Chapter 2 – Understanding Formal Institutions: Politics, Laws, and Economics)

Topic 2 (Aug 30 & Sep 6) (Sep 4, Labor Day, no class)

Implicit Rules

(Chapter 3 – Emphasizing Informal Institutions: Cultures, Ethics, and Norms)

Submission of topic for group country profile presentation

Topic 3 (Sep 11 & Sep 13)

The Firm

(Chapter 4 – Leveraging Resources and Capabilities)

Submission of topic for individual MNC profile report

Topic 4 (Sep 18 & Sep 20)

Entry Modes

(Chapter 10 – Entering Foreign Markets)

Topic 5 (Sep 25 & Sep 27)

Foreign Direct Investment

(Chapter 6 – Investing Abroad Directly)

No class (Oct 2 & Oct 4)

For students to prepare for the first test

Test review materials will be posted on eLearning

First test (Oct 9)

Group country profile presentations (Oct 11)

Group country profile presentations (Oct 16)

Group country profile presentations (Oct 18)

Topic 6 (Oct 23 & Oct 25)

Acquisitions and Alliances

(Chapter 12: Making Alliances and Acquisitions Work)

Topic 7 (Oct 30 & Nov 1)

International Trading

(Chapter 5 – Trading Internationally)

Topic 8 (Nov 6 & Nov 8)
Foreign Exchange
(Chapter 7 – Dealing with Foreign Exchange)

Topic 9 (Nov 13 & Nov 15)
Ethics
(Chapter 17 – Managing Corporate Social Responsibility Globally)

Fall break (Nov 20 & Nov 22, no class)

No class (Nov 27 & Nov 29)
For students to refine individual MNC profile report and prepare for the second test
Test review materials will be posted on eLearning

Second test (Dec 4)
Submission of individual MNC profile report (Dec 4)

Grading Policy

The final grade will be determined as follows:

First test	100 points	20% weight
Second test	100 points	20% weight
Individual MNC profile report	100 points	30% weight
Group country profile presentation	100 points	15% weight
Group country profile presentation peer evaluation	100 points	5% weight
Attendance	100 points	5% weight
Participation in discussions	100 points	5% weight

See details of grading and evaluation of the above course components below. The weighted average score calculated from the above components is converted into a letter grade as follows:

<u>Score</u>	<u>Grade</u>
97 – 100	A+
94 – < 97	A
90 – < 94	A-
87 – < 90	B+
84 – < 87	B
80 – < 84	B-
77 – < 80	C+
74 – < 77	C
70 – < 74	C-
67 – < 70	D+
64 – < 67	D
60 – < 64	D-
0 – < 60	F

Course and Instructor Policies

Individual MNC profile report

Students choose a real MNC of any nationality and analyze how it adapts its operations overseas (foreign country/countries it has already invested in), based on the concepts and theories learned in this course. The length of the report should be about 2,500 words. More details will be given in a separate instruction sheet.

Group country profile presentation

Each group of students assume themselves to be in the top management team of a real U.S. MNC exploring the opportunity of investing in a new foreign country. The group has to identify a country that they plan to invest in and make a presentation on the investment environment of the country to the board of directors. More details will be given in a separate instruction sheet.

This course adopts a policy of punishing freeloading. Students will evaluate each of their group members. More details will be given in a separate instruction sheet.

Tests

The open-book first test consists of short essay questions. It is handwritten and of one hour duration. Requests for rescheduling the first test will be considered only with timely notification and appropriate documentation, such as a written excuse from a medical doctor or the academic dean. The format of a rescheduled first test will be up to the instructor's discretion. The close-book second test consists of multiple choice questions and is of one hour duration. Students should bring scantron sheets, pencils, and erasers for the test. *No make-up tests will be given.*

Class attendance and participation

Regular attendance is expected from students of this course. Absence is strongly discouraged. Random roll call will be carried out in the lessons, including three sessions of group country profile presentations. The number of roll calls and the timing of roll call in each lesson are up to the instructor's discretion. The instructor will evaluate each student's overall participation in class discussions based on case studies, lectures, and questions-and-answers sessions of group country profile presentations.

If a student is absent from or late to a class meeting, it will be his or her responsibility to catch up with all the missed materials including announcement made while the student was absent. No make-up tests or lectures will be given. It will also be the student's responsibility to accept any consequences that may result from absences.

Final grade

Following the university's guideline for grade distribution, the final grade of a student will be based on the relative standing of his or her total credit points accumulated from all the requirements as compared with the rest of the class. In compliance with the university's policy of confidentiality, no grade information will be transmitted via phone or e-mail.

Other policy issues

Throughout the semester, each student is expected to follow the university's guideline on student conduct with regard to cheating and other dishonorable behaviors. Severe consequences can occur if such rules are not followed. The instructor also reserves the right to deduct scores from the final grade of a student if the student has shown severe non-constructive behavior in class (such as disrupting the class or abusing another individual), in addition to other disciplinary actions.

It is the student's responsibility to read the syllabus thoroughly, and keep track of all the important dates and requirements, as well as any subsequent changes to the syllabus. Experience shows that answers to most questions that students ask can in fact be found in the syllabus.

Student Conduct & Discipline

The University of Texas System and The University of Texas at Dallas have rules and regulations for the orderly and efficient conduct of their business. It is the responsibility of each student and each student organization to be knowledgeable about the rules and regulations which govern student conduct and activities.

The University of Texas at Dallas administers student discipline within the procedures of recognized and established due process. Procedures are defined and described in the Rules and Regulations of the Board of Regents of the University of Texas System, Part 1, Chapter VI, Section 3, and in Title V, Rules on Student Services and Activities of the Course Syllabus Page 8, University's Handbook of Operating Procedures. Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations (SSB 4.400, 972-883-6391).

A student at the university neither loses the rights nor escapes the responsibilities of citizenship. He or she is expected to obey federal, state, and local laws as well as the Regents' Rules, university regulations, and administrative rules. Students are subject to discipline for violating the standards of conduct whether such conduct takes place on or off campus, or whether civil or criminal penalties are also imposed for such conduct.

Academic Integrity

The faculty and administration of the School of Management expect from our students a high level of responsibility and academic honesty. Because the value of an academic degree depends upon the absolute integrity of the work done by the student for that degree, it is imperative that a student demonstrates a high standard of individual honor in his or her scholastic work. We want to establish a reputation for the honorable behavior of our graduates, which extends throughout their careers. Both your individual reputation and the school's reputation matter to your success.

The Judicial Affairs website lists examples of academic dishonesty. Dishonesty includes, but is not limited to cheating, plagiarism, collusion, facilitating academic dishonesty, fabrication, failure to contribute to a collaborative project and sabotage. Some of the ways students may engage in academic dishonesty are:

- Coughing up and/or using visual or auditory signals in a test;
- Concealing notes on hands, caps, shoes, in pockets or the back of beverage bottle labels;
- Writing in blue books prior to an examination;
- Writing information on blackboards, desks, or keeping notes on the floor;
- Obtaining copies of an exam in advance;
- Passing information from an earlier class to a later class;
- Leaving information in the bathroom;
- Exchanging exams so that neighbors have identical test forms;
- Having a substitute take a test and providing falsified identification for the substitute;
- Fabricating data for lab assignments;
- Changing a graded paper and requesting that it be regraded;
- Failing to turn in a test or assignment and later suggesting the faculty member lost the item;
- Stealing another student's graded test and affixing one's own name on it;
- Recording two answers, one on the test form, one on the answer sheet;
- Marking an answer sheet to enable another to see the answer;
- Encircling two adjacent answers and claiming to have had the correct answer;
- Stealing an exam for someone in another section or for placement in a test file;
- Using an electronic device to store test information, or to send or receive answers for a test;
- Destroying or removing library materials to gain an academic advantage;
- Consulting assignment solutions posted on websites of previous course offerings;
- Transferring a computer file from one person's account to another;
- Transmitting posted answers for an exam to a student in a testing area via electronic device;
- Downloading text from the Internet or other sources without proper attribution;
- Citing to false references or findings in research or other academic exercises;
- Unauthorized collaborating with another person in preparing academic exercises;
- Submitting a substantial portion of the same academic work more than once without written authorization from the instructor.

<http://www.utdallas.edu/judicialaffairs/UTDJudicialAffairs-Basicexamples.html>

Plagiarism on written assignments, especially from the web, from portions of papers for other classes, and from any other source is unacceptable. On written assignments, this course may use turnitin.com, which searches the web for plagiarized content and is over 90% effective.

Students in this course suspected of academic dishonesty are subject to disciplinary proceedings, and if found responsible, the following sanctions will be applied:

- Individual MNC profile report – Zero for the assignment
- Group country profile presentation – Zero for the assignment for ALL group members
- Tests – Zero for the test

These sanctions will be administered only after a student has been found officially responsible for academic dishonesty, either through waiving their right for a disciplinary hearing, or being declared responsible after a hearing administered by Judicial Affairs and the Dean of Students' Office.

In the event that the student receives a failing grade for the course for academic dishonesty, the student is not allowed to withdraw as a way of preventing the grade from being entered on their record. Where a student receives an F in a course and chooses to take the course over to improve their grade, the original grade of F remains on their transcript, but does not count towards calculation of their GPA.

The School of Management also reserves the right to review a student's disciplinary record, on file with the Dean of Students, as one of the criteria for determining a student's eligibility for a scholarship.

Judicial Affairs Procedures

Under authority delegated by the Dean of Students, a faculty member who has reason to suspect that a student has engaged in academic dishonesty may conduct a conference with the student in compliance with the following procedures:

1. the student will be informed that he/she is believed to have committed an act or acts of academic dishonesty in violation of University rules;
2. the student will be presented with any information in the knowledge or possession of the instructor which tends to support the allegation(s) of academic dishonesty;
3. the student will be given an opportunity to present information on his/her behalf;
4. after meeting with the student, the faculty member may choose not to refer the allegation if he/she determines that the allegations are not supported by the evidence; or
5. after meeting with the student, the faculty member may refer the allegations to the dean of students along with a referral form and all supporting documentation of the alleged violation. Under separate cover, the faculty member should forward the appropriate grade to be assessed if a student is found to be responsible for academic dishonesty;
6. the faculty member may consult with the dean of students in determining the recommended grade;
7. the faculty member must not impose any independent sanctions upon the student in lieu of a referral to Judicial Affairs;
8. the faculty member may not impose a sanction of suspension or expulsion, but may make this recommendation in the referral documentation.

If the faculty member chooses not to meet with the student and instead forwards the appropriate documentation directly to the dean of students, they should attempt to inform the student of the allegation and notify the student that the information has been forwarded to the Office of Dean of Students for investigation.

The student, pending a hearing, remains responsible for all academic exercises and syllabus requirements. The student may remain in class if the student's presence in the class does not interfere with the professor's ability to teach the class or the ability of other class members to learn. (See Section 49.07, page V-49-4 for information regarding the removal of a student from class).

Upon receipt of the referral form, class syllabus, and the supporting material/documentation from the faculty member, the dean shall proceed under the guidelines in the Handbook of Operating Procedures, Chapter 49, Subchapter C. If the respondent disputes the facts upon which the allegations are based, a fair and impartial disciplinary committee comprised of UTD faculty and students, shall hold a hearing and determine the responsibility of the student. If they find the student in violation of the code of conduct, the dean will then affirm the minimum sanction as provided in the syllabus, and share this information with the student. The dean will review the student's prior disciplinary record and assess additional sanctions where appropriate to the circumstances. The dean will inform the student and the faculty member of their decision.

Copyright Notice

The copyright law of the United States (Title 17, United States Code) governs the making of photocopies or other reproductions of copyrighted materials, including music and software. Copying, displaying, reproducing, or distributing copyrighted works may infringe the copyright owner's rights and such infringement is subject to appropriate disciplinary action as well as criminal penalties provided by federal law. Usage of such material is only appropriate when that usage constitutes "fair use" under the Copyright Act. As a UT Dallas student, you are required to follow the institution's copyright policy (Policy Memorandum 84-I.3-46). For more information about the fair use exemption, see <http://www.utsystem.edu/ogc/intellectualproperty/copypol2.htm>.

Email Use

The University of Texas at Dallas recognizes the value and efficiency of communication between faculty/staff and students through electronic mail. At the same time, email raises some issues concerning security and the identity of each individual in an email exchange. The university encourages all official student email correspondence be sent only to a student's UT Dallas email address and that faculty and staff consider email from students official only if it originates from a UTD student account. This allows the university to maintain a high degree of confidence in the identity of all individual corresponding and the security of the transmitted information. UTD furnishes each student with a free email account that is to be used in all communication with university personnel. The Department of Information Resources at UT Dallas provides a method for students to have their UT Dallas mail forwarded to other accounts.

Withdrawal from Class

The administration of this institution has set deadlines for withdrawal of any college-level courses. These dates and times are published in that semester's course catalog. Administration procedures must be followed. It is the student's responsibility to handle withdrawal requirements from any class. In other words, I cannot drop or withdraw any student. You must do the proper paperwork to ensure that you will not receive a final grade of "F" in a course if you choose not to attend the class once you are enrolled.

Student Grievance Procedures

Procedures for student grievances are found in Title V, Rules on Student Services and Activities, of the university's Handbook of Operating Procedures.

In attempting to resolve any student grievance regarding grades, evaluations, or other fulfillments of academic responsibility, it is the obligation of the student first to make a serious effort to resolve the matter with the instructor, supervisor, administrator, or committee with whom the grievance originates (hereafter called "the respondent"). Individual faculty members retain primary responsibility for assigning grades and evaluations. If the matter cannot be resolved at that level, the grievance must be submitted in writing to the respondent with a copy of the respondent's School Dean. If the matter is not resolved by the written response provided by the respondent, the student may submit a written appeal to the School Dean. If the grievance is not resolved by the School Dean's decision, the student may make a written appeal to the Dean of Graduate or Undergraduate Education, and the dean will appoint and convene an Academic Appeals Panel. The decision of the Academic Appeals Panel is final. The results of the academic appeals process will be distributed to all involved parties.

Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations.

Incomplete Grade Policy

As per university policy, incomplete grades will be granted only for work unavoidably missed at the semester's end and only if 70% of the course work has been completed. An incomplete grade must be resolved within eight (8) weeks from the first day of the subsequent long semester. If the required work to complete the course and to remove the incomplete grade is not submitted by the specified deadline, the incomplete grade is changed automatically to a grade of F.

Disability Services

The goal of disability services is to provide students with disabilities educational opportunities equal to those of their non-disabled peers. Office hours are Monday and Thursday, 8:00 a.m. to 5:30 p.m.; and Friday, 8:00 a.m. to 5:00 p.m.

The contact information for the Office of Student AccessAbility (OSA) is:

The University of Texas at Dallas
Student AccessAbility
800 W. Campbell Rd., SSB3.200
Richardson, TX 75080
972-883-2098 Office
972-883-6561 Fax
studentaccess@utdallas.edu
<http://www.utdallas.edu/studentaccess/>

If you anticipate issues related to the format or requirements of this course, please meet with the Coordinator of OSA. The Coordinator is available to discuss ways to ensure your full participation in the course. If you determine that formal, disability-related accommodations are necessary, it is very important that you be registered with OSA to notify them of your eligibility for reasonable accommodations. Disability Services can then plan how best to coordinate your accommodations.

It is the student's responsibility to notify his or her professors of the need for such an accommodation. OSA provides students with letters to present to faculty members to verify that the student has a disability and needs accommodations. Individuals requiring special accommodation should contact the professor after class or during office hours.

Religious Holy Days

The University of Texas at Dallas will excuse a student from class or other required activities for the travel to and observance of a religious holy day for a religion whose places of worship are exempt from property tax under Section 11.20, Tax Code, Texas Code Annotated.

The student is encouraged to notify the instructor or activity sponsor as soon as possible regarding the absence, preferably in advance of the assignment. The student, so excused, will be allowed to take the exam or complete the assignment within a reasonable time after the absence: a period equal to the length of the absence, up to a maximum of one week. A student who notifies the instructor and completes any missed exam or assignment may not be penalized for the absence. A student who fails to complete the exam or assignment within the prescribed period may receive a failing grade for that exam or assignment.

If a student or an instructor disagrees about the nature of the absence [i.e., for the purpose of observing a religious holy day] or if there is similar disagreement about whether the student has been given a reasonable time to complete any missed assignments or examinations, either the student or the instructor may request a ruling from the chief executive officer of the institution, or his or her designee. The chief executive officer or designee must take into account the legislative intent of TEC 51.911(b), and the student and instructor will abide by the decision of the chief executive officer or designee.

Off-Campus Instruction and Course Activities

Off-campus, out-of-state, and foreign instruction and activities are subject to state law and University policies and procedures regarding travel and risk-related activities. Information regarding these rules and regulations may be found at the website address given below. Additional information is available from the office of the school dean. These descriptions and timelines are subject to change at the discretion of the Professor.

http://www.utdallas.edu/BusinessAffairs/Travel_Risk_Activities.htm

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