



A M B R O S E

**BUS 360 International Business
(3 credit hours)**

Winter 2011

Class Schedule

Time: Wednesdays & Fridays, 1:00-2:15pm

Location: Room L2091

Instructor Information

Instructor: Jeff Huebner, MBA

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Email: JHuebner@ambrose.edu

Office: Room #2057

Office hours: Wed & Fri 2:15-3:15pm or by appointment

Course Description & Objectives

This course examines how global economic, political and cultural factors affect the strategies of firms involved in international business and trade. The first half of the course focuses on elements of global economics while the second half deals more specifically with international business strategy at the firm-level. Topics include: globalization and international business strategy, foreign direct investment, free trade and regional economic integration, currencies and foreign exchange, social and cultural differences in national markets, international management and organizational structure.

Objectives:

Students will develop a better understanding for the topics covered and be able to:

- Explain how globalization trends are impacting business
- Identify the major regional markets that dominate the world economy
- Explain the concept and various aspects of national competitive advantage
- Identify some of the social, cultural, economic, legal, political and ethical factors that act as barriers to trade
- Discuss trends in global and regional economic integration that aim to overcome these barriers and facilitate international trade
- Discuss various strategies and forms of international business structure that firms can employ
- Develop a better understanding of the main aspects of managing an international business
- Improve skills in case study analysis, writing and presentation

Required Text & Materials

Textbook:

Daniels, John D., Lee H. Radebaugh and Daniel P. Sullivan, *International Business*, 13th edition. Pearson Prentice Hall, 2010.

Supplemental Reading:

The Globe & Mail newspaper
The Economist magazine

The textbook is available in the bookstore. In addition, news articles, audio visual presentations and guest speakers may also be used occasionally to supplement lectures and course materials.

Course Requirements

Course grading and evaluation will be conducted according to the following elements:

Midterm exam	15%
Final exam	20%
Hand-in assignments:	
Country briefing report	10%
Research paper	20%
Business case study	10%
In-class presentation of case study	10%
Class participation & discussion	15%

Examinations:

A mid-term examination will be held in class, encompassing topics covered in the first half of the course. Further details will be provided at a later date. The course will conclude with a final examination covering all topics in the course, with a focus on those presented in the second half since the mid-term exam. The final exam will take place during the exam period in April as scheduled by the Registrar's Office. All requests for exam changes must be arranged through the Registrar's Office.

Final exam date: 1-4pm on Thurs, April 21st, 2011

The last day to request a change in the exam schedule is Monday, April 4th.

Please note that graded examinations will only be made available for supervised review, at the request of the student, and will remain on-file with the course professor rather than being returned to each student's possession.

Country Briefing Report:

Within the first few weeks of the course, each student will select a foreign country of particular interest to them and develop a briefing report (4-5 pages in length: 12 point font, 1½ line spacing) for that country. The report should assess the

primary cultural, economic, political, legal, social and/or ethical factors that characterize the country in relation to Canada or its regional neighbours, while linking to the concepts presented in chapters 1-6 of the textbook. Further details regarding the country briefing reports will be provided in class.

Research Paper:

Students will be required to develop and write a research paper (approximately 10-12 pages in length: 12 point font, 1½ line spacing) on a topic of their choice that relates to an area of international business. All topics must be approved through submission of an initial 1-page proposal. The papers will provide an overview and background to the topic, a summary of current developments and academic research in the field, what impact the topic is having on global business and key stakeholders (i.e., Canada, a particular country or region, multinational firm, etc.), analysis and application to principles presented in the course, and future direction or outlook for the topic. Students are encouraged to pick a topic of particular personal or career interest.

Case Study & Class Presentation:

One of the objectives of the course is for students to improve their skills in the analysis, writing and presentation of business case studies. In order to achieve this, a key component of the course will require students to write a formal case study report on a particular company or business scenario. Students will select their case from a given list and follow a standard methodology for the write-up. The report must be brief (5-6 pages maximum in length: 12 point font, 1½ line spacing) while still covering all necessary information and areas of analysis, and applying principles presented in the course. Students will be challenged to write effectively and succinctly, presenting their ideas and recommendations in a style suitable for business executives to read and understand within a short period of time.

In addition to the written report, students will also develop a presentation (10-15 minutes in length) to deliver in-class that summarizes their findings and recommendations from the case study. The format for this presentation will typically include PowerPoint or overhead slides along with hand-outs for the group. However, other creative elements such as audio/visual materials, simulations, etc., may also be utilized.

Class Participation & Discussion:

Group discussions and analysis of course topics will be a key component of learning throughout the term. Students are expected to attend all classes, having prepared for class through the text readings and actively participate in these discussions. Time will also be allowed throughout the term for discussion of current events and topics in the news that relate to international business. In addition, students may occasionally be required to complete take-away assignments prior to the next class that will assist in the learning and reinforcement of course material. If external circumstances or illness prevent you from attending or adequately preparing for a class, please let the professor know

so that this can be taken into account, as repeated absences from class will negatively impact a student's individual participation grade.

Grading

The available letters for course grades are as follows:

<i>% Grade</i>	<i>Letter Grade</i>	<i>Description</i>
95% to 100%	A+	
90% to 94%	A	Excellent
85% to 89%	A-	
80% to 84%	B+	
76% to 79%	B	Good
72% to 75%	B-	
68% to 71%	C+	
64% to 67%	C	Satisfactory
60% to 63%	C-	
55% to 59%	D+	
50% to 54%	D	Minimal Pass
0% to 49%	F	Failure

To pass the course, students must achieve an overall grade of at least 50%. Failure to submit an assignment or write an exam on the assigned date without legitimate reason (i.e. evidenced illness) or prior approval of the instructor may result in a failed grade for the course. In the case of legitimate or approved absence, and at the instructor's discretion, the assigned date may be rescheduled to a later date, or if this is not practically possible, the marks reallocated to other components of the course grade.

All hand-in assignments and exams must include the student's name, ID number and school mailbox number.

Important Dates for Registration, Withdrawal, and Course Auditing

January 21st, 2011, is the last day to enter a course without permission or to withdraw from a course without incurring a financial penalty in terms of tuition refund.

March 18th, 2011, is the last day to voluntarily withdraw from a course or change to audit without academic penalty.

Course withdrawal forms are available from the Registrar. Students who do not follow the proper withdrawal procedures will be recorded as having failed the course.

In-class Use of Electronic Devices

The use of personal electronic devices by students in-class is purely at the discretion of the instructor. The use of music players, earphones, cell phones, PDAs, or any other personal entertainment devices will not be allowed in-class at any time. Typically, laptop or notebook computers may be utilized only for taking notes or reviewing course materials if necessary. However, if laptop use becomes a distraction for other students in the class, or is used for activities that are not class-related (i.e. Internet browsing, playing games, watching videos, emailing, chatting, etc.), the instructor will ask the student to stop using the laptop and put it away, and make a deduction to the student's course participation grade – 20% deduction for first instances; additional 40% deduction and loss of laptop use for the remainder of the semester for any repeat instances.

Audio or video recording of class lectures is strictly prohibited without the prior expressed consent of the instructor.

Important Notes

Students are advised to retain this syllabus for their records. It is the responsibility of all students to become familiar with and adhere to academic policies as stated in the Student Handbook and Academic Calendar. Personal information, that is information about an individual that may be used to identify that individual, may be collected as a requirement as part of taking this class. Any information collected will only be used and disclosed for the purpose for which the collection was intended. For further information contact the Privacy Compliance Officer at privacy@ambrose.edu.

Although extensions to coursework in the semester are at the discretion of the instructor, students may not turn in coursework for evaluation after the last day of the scheduled final examination period unless they have received permission for a "Course Extension" from the Registrar's Office. Requests for course extensions or alternative examination time must be submitted to the Registrar's Office by the appropriate deadline (as listed in the Academic Calendar <http://www.ambrose.edu/publications/academiccalendar>). Course extensions are only granted for serious issues that arise "due to circumstances beyond the student's control."

Academic dishonesty is taken seriously at Ambrose University College as it undermines our academic standards and affects the integrity of each member of our learning community. Any attempt to obtain credit for academic work through fraudulent, deceptive, or dishonest means is academic dishonesty. Plagiarism involves presenting someone else's ideas, words, or work as one's own. Plagiarism is fraud and theft, but plagiarism can also occur by accident when a student fails or forgets to give credit to another person's ideas or words. Plagiarism and cheating can result in a failing grade for

an assignment, for the course, or immediate dismissal from Ambrose. Students are expected to be familiar with the policy statements in the current academic calendar and the student handbook that deal with plagiarism, cheating, and the penalties and procedures for dealing with these matters. All cases of academic dishonesty are reported to the Academic Dean and become part of the student's permanent record.

Course changes, including adding or dropping a course, may be made during the Registration Revision period, as outlined in the Calendar of Events. All course changes must be recorded on a Registration form, available from the Office of the Registrar. Due to circumstances such as class size, prerequisites or academic policy, the submission of a Registration form does not guarantee that a course will be added or removed from a student's registration. Students may change the designation of any class from credit to audit up to the date specified in the Calendar of Events, although students are not entitled to a tuition adjustment or refund after the Registration Revision period.

Withdrawal from courses after the Registration Revision period will not be eligible for tuition refund. Students intending to withdraw from some or all of their courses must submit a completed Registration form to the Registrar's office. The dates by which students may voluntarily withdraw from a course without penalty are listed in the Calendar of Events. A grade of 'W' will be recorded on the student's transcript for any withdrawals from courses made after the end of the Registration Revision period and before the Withdrawal Deadline (also listed in the Calendar of Events). 'W' grades are not included in grade point average calculations. A limit on the number of courses from which Academic a student is permitted to withdraw may be imposed. Students wishing to withdraw from a course, but who fail to do so by the applicable date, will receive the grade earned in accordance with the course syllabus. A student obliged to withdraw from a course after the Withdrawal Deadline because of health or other reasons may apply to the Registrar for special consideration.

An appeal for change of grade on any course work must be made to the course instructor within one week of receiving notification of the grade. An appeal for change of final grade must be submitted to the Office of the Registrar in writing within 30 days of receiving notification of the final grade, providing the basis for appeal. A review fee of \$50.00 must accompany the appeal to review final grades. If the appeal is sustained, the fee will be refunded.

**BUS360 International Business
Weekly Reading Schedule**

Date	Class Topic	Text chapters
Jan 12 th	Introduction and course overview	
Jan 14 th	Globalization and modes of international business	1
Jan 19 th	Cultural influences	2
Jan 21 st	Political and legal environments	3
Jan 26 th	Economic indicators and factor conditions Assignment: Selection of country for briefing report	4
Jan 28 th	International trade, factor mobility and comparative advantage	6
Feb 2 nd	Government influence on trade and barriers	7
Feb 4 th	Global and regional economic integration: WTO Assignment: Country briefing reports due	8
Feb 9 th	Regional economic integration: The EU, NAFTA	Hand-outs
Feb 11 th	Foreign exchange and capital markets	9
Feb 16 th	Exchange rates and interest rates Assignment: Research paper topic proposals due	10
Feb 18 th	Mid-term exam	
Feb 23 rd –25 th	No class – Reading Week Break	
Mar 2 nd	International social responsibility and ethics Social issues and development economics: Microfinance	5 Hand-outs
Mar 4 th	Discussion of international business topics in the news <i>Review and discussion of mid-term exam</i>	
Mar 9 th	No class – Ambrose Global Impact Day	
Mar 11 th	Assignment: In-class report on research paper articles	
Mar 16 th	Guest Speaker – Stacey Toews, Founder, Level Ground	

	Trading Ltd. Social issues and development economics: Fair trade	Hand-outs
Mar 18 th	International business strategy: global integration vs. local responsiveness; multi-national, global and transnational strategies	11
Mar 23 rd	Country analysis and international risk assessment Assignment: Research papers due	12
Mar 25 th	International trade strategy: exporting and importing Assignment: Business case study selections due	13
Mar 30 th	<i>Business case & skills development class:</i> Effectively writing and presenting a business case study	Case Hand-out
Apr 1 st	Foreign direct investment (FDI) and collaborative arrangements	14
Apr 6 th	Organizational structure: vertical and horizontal differentiation Assignment: Business case study reports due	15
Apr 8 th	Student in-class presentations Assignment: Presentations of case studies	
Apr 13 th	<i>Discuss case study presentations & review for final exam</i>	

Note: The dates and order of topics outlined in this schedule may be subject to change at the instructor's discretion throughout the term. Any changes will be communicated in advance.