



BUSI 1701: Introduction to International Business

FALL 2025

Instructor	Jinsun Bae & Dunja Palic
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Class Times	Tuesdays, 2:35 – 5:25 pm
Modality	In-person
Office Hours	To be announced (TBA)
Office Location	TBA
TA Name/Email	TBA

Pre-Requisites & Preclusions:

Prerequisites: Restricted to B.I.B. students

Preclusions: Precludes additional credit for BUSI 2701, BUSI 2703.

Course Description/Instructor's Statement

Carleton Calendar Description

Introduction to the principles and practices of international business. Topics include the impact of culture and the political, economic, and legal systems on global strategy, international institutions, theories of cross-border trade, and the characteristics and effects of regional trade blocs.

Instructor's Description:

This course will introduce the students to basic theoretical concepts and practical aspects of international business and the management of firms operating in a global environment. Topics will include the international business environment (e.g., political, economic, legal, differences), international trade, foreign direct investments, regional integration, international strategies, modes of entry, and global marketing. This material is meant to provide an integrated framework that allows the student to understand various aspects of international business not as individual facts but as parts of a systematic whole. This course provides a basis for more advanced courses addressing specific aspects of international business and management.

Course Learning Objectives:

1. Understand the economic, legal, and political aspects of the environments in which multinational businesses operate.
2. Understand why countries and businesses engage in international trade and foreign direct investment.

3. Understand various factors influencing multinational companies' international strategies, modes of entry, and marketing.
4. Understand regional economic integration and international trade organizations and agreements

Required/Optional Materials & Prices

Title of Textbook

- Global Business Today, 7th Canadian edition; Charles W. L. Hill, Tomas McKaig, Frank Cota, and Jacqueline Musabende; Canada: McGraw-Hill Ryerson Ltd, 2024.
- An estimated cost for this textbook is CAD 69 before tax for the e-book available for 180 days (99 before tax for lifetime access) and 139.95 for the hard copy (before tax). We will not use Connect in this course.
- The link to the textbook publisher is: <https://www.mheducation.ca/product/global-business-today-9781264853526-can-group#tab-label-product-description-title>

Please purchase the textbook from the campus bookstore in Nideyinàn (formerly the University Centre), through the bookstore website (<https://carleton.ca/campus-services/the-bookstore/>) or from the publisher's website (for the ebook version).

Students can use a second-hand copy of the textbook as long as it is 7th edition.

Grading Scheme

Exam	30
CSAS Workshops	10
Group presentation	15
Group term paper	30
Engagements	15
TOTAL	100%

Important Dates to Note

Exam	Oct 14, 2025
CSAS Workshops	Nov 18, 2025
Group presentation	Nov 25 & Dec 2, 2025
Term paper	Dec 5, 2025
Engagements	Throughout the course

University Academic Calendar: <https://calendar.carleton.ca/academicyear/>

Policies & Accommodations

<https://students.carleton.ca/course-outline/>

<https://carleton.ca/pmc/current-students/academic-accommodations/>



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Methods of Evaluation

Individual	Exam	30%	Each exam is an in-class e-proctored assessment. Students should bring their laptops to class (read below for the <i>computing requirements</i>). Detailed instructions will be shared on Brightspace.
Individual	CSAS Workshops	10%	There are twelve workshops offered by the Centre for Student Academic Support for this semester. Completion of one workshop is worth 1.25% of your final grade. To earn the full 10%, you need to complete a minimum of eight workshops. Your completed workshops must include the following workshops: academic integrity, introduction to fundamentals of academic writing, critical thinking, and working in groups
Group	Term paper	30%	This is the end of the term paper due on December 5. Detailed instructions will be shared on Brightspace.
Group	Presentation	15%	A group will be formed in week 3 for this project. Detailed instructions will be shared on Brightspace.
Individual	Engagements	15%	10% of the final grade will be based on your participation in in-class group engagement exercises conducted during class time. <u>These exercises can only be completed during the scheduled class time. Make-up opportunities will not be provided for missed activities.</u> Further instructions will be given in class. The remaining 5% will be determined by your contributions to class discussions, questions asked, and regular attendance.
	Total	100%	

Computing Requirement for Exam

The minimum computing requirements for e-proctoring service are as follows:

- Hardware: Laptop
- OS: Windows 10, Mac OS 10.14, Linux Ubuntu 18.04
- Internet Browser: Google Chrome, Mozilla Firefox, Apple Safari, or Microsoft Edge

Note: Chromebooks, tablets (Android, iOS, Windows), and smartphones are not supported by CoMaS at this time. You must complete your exams using Windows-based or MacOS computers.

Late Assignment:

For the term paper, assignments submitted after the deadline will receive the following penalties: 0-24 hours late: 5% penalty / 24-48 hours late: another 5% penalty (5+5) / 48-72 hours late: another 5% penalty (5+5+5). Assignments are not accepted 72 hours after the deadline.

Deferred Examinations/Assignments:

In the event that you are unable to write an exam due to extenuating circumstances (such as a death in the family, illness, etc.), you must provide appropriate supporting documentation to your professor within three days after the scheduled exam date. Upon review, a deferred test may be offered. Please note that students who do not provide valid documentation or fail to offer a reasonable explanation for missing the exam will receive a grade of 0% for that test.

A deferral will be held on Monday, at 7:15 am. A specific date will be shared in class and on Brightspace.

Preparation and Participation:

Students are expected to read relevant chapters before coming to class because lectures cover only a selection of important concepts and discussions. Reading the assigned chapters in advance can prepare students to actively participate during class and excel in their in-class engagement exercises.

Course Schedule

Week #	Week of	Topic	Readings
1	Sep. 9	Course introduction & Globalization	Ch. 1
2	Sep. 16	Country differences in political economy	Ch. 2
3	Sep. 23	Cultural differences & Ethics in international business	Ch. 3 & 4
		Engagement #1	
4	Sep. 30	International trading theories	Ch. 5
		Engagement #2	
5	Oct. 7	Government policy and international trade	Ch. 6 & 8
		Regional economic integration	
6	Oct. 14	Foreign direct investment	Ch. 7
		Exam (in-class, e-proctored)	
	Oct. 21	Fall Break – No Class	
7	Oct. 28	The strategy of international business	Ch. 11
		Engagement #3	
8	Nov. 4	Entering developed & emerging markets	Ch. 12
		Engagement #4	
9	Nov. 11	Global marketing and R&D	Ch. 14
		Engagement #5	
10	Nov. 18	Global production, outsourcing & logistics	Ch. 15
		Engagement #6	
		CSAS workshops due	
11	Nov. 25	Group presentation	
12	Dec. 2	Group presentation	
		Term paper due date: Dec 5	

Contribution to Learning Goals of the Program ([BCom](#), [BIB](#)):

Program Learning Goal	Competencies Not Covered	Competencies Introduced (only)	Competencies Taught But Not Assessed	Competencies Taught and Assessed
BC1 Knowledge <i>Graduates will be skilled in applying foundational business knowledge to appropriate business contexts.</i>			✓	
BC2 Collaboration <i>Graduates will be collaborative and effective contributors in team environments that respect the experience, expertise and interest of all members.</i>		✓		
BC3 Critical Thinking <i>Graduates will be discerning critical thinkers, able to discuss different viewpoints, challenge biases and assumptions, and draw conclusions based on analysis and evaluation.</i>			✓	
BC4 Communication <i>Graduates will be effective and persuasive in their communications.</i>			✓	
BI5 Global Awareness (BIB ONLY) <i>Graduates will be globally-minded.</i>		✓		

ADDITIONAL INFORMATION

Course Sharing Websites

Materials created for this course (including presentations and posted notes, labs, case studies, assignments, and exams) remain the intellectual property of the author(s). They are intended for personal use and may not be reproduced or redistributed without prior written consent of the author(s).

Required calculator in BUSI course examinations.

If you are purchasing a calculator, we recommend any one of the following options: Texas Instruments BA II Plus (including Pro Model), Hewlett Packard HP 12C (including Platinum model), Staples Financial Calculator, Sharp EL-738C & Hewlett Packard HP 10bII

Group work

The Sprott School of Business encourages group assignments in the school for several reasons. They provide you with opportunities to develop and enhance interpersonal, communication, leadership, followership, and other group skills. Group assignments are also good for learning integrative skills for putting together a complex task. Your professor may assign one or more group tasks/assignments/projects in this course. Before embarking on a specific problem as a group, it is your responsibility to ensure that the problem is meant to be a group assignment and not an individual one.

Grading

In accordance with the Carleton University Undergraduate Calendar (p 34), the letter grades assigned in this course will have the following percentage equivalents:

A+ = 90-100	B+ = 77-79	C+ = 67-69	D+ = 57-59
A = 85-89	B = 73-76	C = 63-66	D = 53-56
A - = 80-84	B - = 70-72	C - = 60-62	D - = 50-52
F = Below 50			

Grades entered by Registrar:

WDN = Withdrawn from the course

DEF = Deferred

Academic Regulations

University rules regarding registration, withdrawal, appealing marks, and most anything else you might need to know can be found on the university's website, here:

<http://calendar.carleton.ca/undergrad/regulations/academicregulationsoftheuniversity/>

Requests for Academic Accommodation

Carleton is committed to providing academic accessibility for all individuals. You may need special arrangements to meet your academic obligations during the term. The accommodation request processes, including information about the *Academic Consideration Policy for Students in Medical and Other Extenuating Circumstances*, are outlined on the Academic Accommodations website (students.carleton.ca/course-outline).

You may need special arrangements to meet your academic obligations during the term. For an accommodation request, the processes are as follows:

Pregnancy Accommodation

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website: carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Religious obligation

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website: carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Academic Accommodations for Students with Disabilities

If you have a documented disability requiring academic accommodations in this course, please contact the Paul Menton Centre for Students with Disabilities (PMC) at 613-520-6608 or pmc@carleton.ca for a formal evaluation or contact your PMC coordinator to send your instructor your Letter of Accommodation at the beginning of the term. You must also contact the PMC no later than two weeks before the first in-class scheduled test or exam requiring accommodation (if applicable). After requesting accommodation from PMC, meet with your instructor as soon as possible to ensure accommodation arrangements are made. carleton.ca/pmc

Survivors of Sexual Violence

As a community, Carleton University is committed to maintaining a positive learning, working and living environment where sexual violence will not be tolerated, and its survivors are supported through academic accommodations as per Carleton's Sexual Violence Policy. For more information about the services available at the university and to obtain information about sexual violence and/or support, visit: carleton.ca/sexual-violence-support

Accommodation for Student Activities

Carleton University recognizes the substantial benefits, both to the individual student and for the university, that result from a student participating in activities beyond the classroom experience. Reasonable accommodation must be provided to students who compete or perform at the national or international level. Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. <https://carleton.ca/senate/wp-content/uploads/Accommodation-for-Student-Activities-1.pdf>

For more information on academic accommodation, please contact the departmental administrator or visit: students.carleton.ca/course-outline

Academic Integrity

Violations of academic integrity are a serious academic offence. Violations of academic integrity – presenting another's ideas, arguments, words or images as your own, using unauthorized material, misrepresentation, fabricating or misrepresenting research data, unauthorized co-operation or collaboration or completing work for another student – weaken the quality of the degree and will not be tolerated.

Process: If an alleged violation occurs, all relevant documentation will be forwarded to the Dean. If the allegation proves true, the penalties may include; a grade of Failure on the submitted work and/or course; academic probation; a refusal of permission to continue or to register in a specific degree program; suspension from full-time studies; suspension from all studies at Carleton; expulsion from Carleton, amongst others. **For a first offence, at a minimum, the penalty assigned will normally be a zero on the submitted work and at least a minimum full grade reduction of the final course grade. For a second offence, at a minimum, the penalty assigned will normally lead to a suspension from studies.**

Students are expected to familiarize themselves with and follow the Carleton University Student Academic Integrity Policy which is available, along with resources for compliance at: <https://carleton.ca/registrar/academic-integrity/>.

Sprott Student Services

The Sprott Undergraduate Student Services Office offers program advising and overall student success support. Our team is available to discuss your academic goals and your program progression plans. We can also work with you to develop strategies for success, including study skills for Business. If you experience any difficulty this term or if you would like to access support, please contact our team at bcom@sprott.carleton.ca or at bib@sprott.carleton.ca.

Centre for Student Academic Support

The Centre for Student Academic Support (CSAS) is a centralized collection of learning support services designed to help students achieve their goals and improve their learning both inside and outside the classroom. CSAS offers academic assistance with course content, academic writing and skills development. Visit CSAS on the 4th floor of MacOdrum Library or online at: carleton.ca/csas.

Important Information:

- Students must always retain a copy of all work that is submitted.
 - All final grades are subject to the Dean's approval.
 - For us to respond to your emails, we need to see your full name, CU ID, and the email must be written from your valid CARLETON address. Therefore, in order to respond to your inquiries, please send all email from your Carleton CMail account. If you do not have or have yet to activate this account, you may wish to do so by visiting <https://carleton.ca/its/get-started/new-students-2/>
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