IBUS5711 – International Marketing and Trade

Course Description
Models for understanding factors that influence buyer decisions in different markets. Product adaptation, distribution networks, promotion practices, cross-border pricing strategy and regulatory and other limitations. The macro and micro effects of culture provide a connecting theme.

Please visit our course outlines page for current, detailed course syllabi.

Applicants
The School places great emphasis on the hands-on integration of business theory and practice and actively encourages working professionals. Candidates applying for a Contract Instructor position must possess a minimum of a Master’s degree, or equivalent (e.g. CPA, CFA or other professional designation) and must have at least five years of recent relevant professional experience at a senior level. Preference* will be given to candidates with a PhD or equivalent with a strong record of research publications and productivity in a relevant area consistent with AACSB guidelines for a doctoral granting business school.

All qualified candidates are encouraged to apply. Individuals interested in teaching this course must complete an application and forward with CV (include all courses taught at Carleton University) to teaching@sprott.carleton.ca

*In accordance with Articles 16.3 and 16.4 in the CUPE 4600-2 Collective Agreement, the posted vacancies listed above are first offered to qualified applicants meeting the incumbency criterion. A link to the current CUPE 4600-2 Collective Agreement can be found at the Employment Agreements webpage on the Carleton University Human Resources website and the CUPE 4600-2 website.

Please note that successful incumbents of this posting may be required to support the Assurance of Learning (AOL) process for the course as part of the formal responsibilities of the position. More details and training will be provided as needed.

Closing date for this position is April 26, 2017.