



**Carleton University
Sprott School of Business**

BUSI 1701 A:

INTRODUCTION TO INTERNATIONAL BUSINESS
Fall 2015

Instructor: Abdulghany Mohamed, Ph.D.

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Class-room:

(1) Lectures:

(2) Tutorials (BUSI 1701 A1):

Class Days and Times:

(1) Lectures: Wednesdays & Fridays (4:35 – 5:55pm)

(2) Tutorials: Fridays (1:35 – 2:25pm)

Office Hours: 3:00 – 4:00pm or by appointment

This course outline provides you with most of the information you will need to know in order to organize yourself for the lectures and tutorial, prepare for group project, and complete individual assignments. It is, therefore, important that you:

Please read carefully all the information provided in this course outline.

If in doubt please consult the course instructor.

PREREQUISITE

Prerequisite(s): registration in B.I.B; must also register in tutorial BUSI 1701 A1.

COURSE DESCRIPTION

An 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.

COURSE OBJECTIVES/LEARNING OUTCOMES

As an introduction to the broad field of international business this course will particularly focus on the principles and practices of international business. A wide range of international business topics will be covered including: theories of international trade and investment, characteristics of international business environments and the impacts of culture and the political, economic, ethical and legal systems on global corporate strategy as well as the influence of international institutions, the characteristics and effects of regional trade blocs.

Specifically, the aims of this course are four-fold:

- (a) First, the course will provide the student with a broad and systematic overview of international business field by introducing the student to basic theoretical, conceptual, empirical and methodological traditions that underpin the context, operation and flow of international business. This discussion includes the conduct of international trade, the institutions and agreements that provide structure for global commerce and the organizations, both large and small, which facilitate international business. 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 provides a basis for more advanced courses that address specific aspects of international business and international management.
- (b) The second objective of the course is to heighten students' awareness of current issues in the field and how they are related to the theories and practices on international business. Awareness by international business managers of current issues is crucial because every country has to address concerns with international trade and foreign investment. While many of these issues persist over time, their importance varies in unpredictable ways with profound implications for management. As such, international business students (prospective managers) require an understanding not only of basic principles but of how global forces, events and trends impact on countries, businesses and individuals on a daily basis. Discussion in class, informal quizzes and country analyses will highlight these issues.
- (c) The third objective of the course is to enhance the student's individual and group oriented learning tools and skills, including research, analytical, critical thinking and team work skills necessary to comprehend, evaluate, critique, and present material in the international business field.
- (d) The fourth aim of the course is to refine students' communication skills. Success in university and in the student's later career will depend largely on their ability to

communicate ideas clearly and convincingly. Facility in communication goes beyond being able to read and write clearly. The capacity to reason systematically, to analyze complex issues and to evaluate and integrate information from multiple sources is the basis for effective communication. As part of the course students will write two papers of varying length which will be evaluated on how well they are crafted as well as on their content. Each paper will be critiqued with information provided on how they can be improved. Students will also participate in an oral presentation of their term project.

COURSE STRUCTURE AND DELIVERY

Meeting on scheduled days/dates in 2 one-hour and a half lecture sessions per week and a weekly one-hour tutorial this course will be structured on a lecture format and tutorials around five (5) broad activities:

(a) Class Engagement

Students are expected to be actively engaged in all lecture and tutorial sessions. Students will in each tutorial session critically examine and discuss the assigned readings and issues. In fact, each tutorial session will begin by engaging students in a discussion of the key readings and a recap of the previous session's material. All participants will be expected to take an active role in discussions. As such, each participant will be expected to have read all the required readings and be prepared to discuss the assigned readings and issues raised in the readings and class discussion. And, most importantly, class participation is predicated on the premise that class attendance for each and every student is mandatory throughout the semester.

(b) Individual Assignment

Each student will hand in a written analysis on **one** chapter-based assignment (case study, management focus or country focus) from the textbook as randomly assigned on Sessions 1 and 2 of the semester. Individual written reports (in both hard and soft copy versions) will be due during the respective session a student is assigned. Assignment selections will close on Week Four of the semester. Assignment guidelines and a schedule of individual case allotments will be posted on cuLearn.

(c) Mid-term Test (in-class).

Students will be required to sit an in-class mid-term test on a scheduled date (**Session 8: October 23rd, 2015; there will be no tutorial class on this date**).

(d) Final Exam

Students will be required to sit a written formal final examination as scheduled by the university.

(e) Term Group Project:

Course participants will be required to take part in a group-based project. This assignment, to be undertaken in four phases/stages, will entail an in-depth assessment of a multi-national corporation/enterprise (MNC/MNE) to determine its strengths and weaknesses in the context of the global economy. The detailed requirements of this

project – specified in a set of guidelines and marking rubrics -- are provided separately on cuLearn.

TEXT BOOK AND OTHER RESOURCES:

The following textbook and course companion are required for this course:

- (1) **Hill, Charles W. and Thomas McKaig (2015) Global Business Today, 4th Canadian edition, McGraw-Hill Ryerson.**
- (2) **Suder, Gabriele (2009) International Business, Thousand Oaks, CA, SAGE Publications Inc.**

In addition to the textbook and the course companion, key/required readings are assigned from other sources (e.g., periodicals, etc.) as deemed appropriate. Moreover, throughout the semester/course students will be encouraged to read the current business press with a keen eye on thought provoking topics on international business. Supplementary readings will be posted separately on cuLearn.

ASSESSMENT

(1) Class Participation	15 %
(2) Individual Assignment	10 %
(3) Mid-term Test (In-class)	10 %
(4) Final Examination	25 %
(5) Term Group Project: MNE Assessment	
(i) Phase 1: MNE Selection	5%
(ii) Phase 2: Data Collection and Preliminary Analysis	10%
(iii) Phase 3: Preliminary Report Presentation	10%
(iv) Phase 4: Final Report	15%
Total	100%

NOTE:

- (1) **Satisfactory in-term performance:**
 - (a) **Unless otherwise stated below in item (b), the requirement for Satisfactory Performance is set at 50% of all, not each, pre-final work (i.e., assignments, participation marks, tests, etc.).**
 - (b) **Students must participate and receive a mark (above zero) in each of the five evaluation components in order to receive a passing grade.**
 - (c) **Unsatisfactory in-term performance in this course will lead to failure in this course regardless of the performance at the Final Exam or term project.**
 - (d) **A Failure with No Deferral (FND) grade will be assigned in this course in case of missed Final Exam or Term Project.**

- (2) **If you must miss the mid-term test due to verifiable illness (or, in rare cases, some other circumstances beyond your control) you may apply to**

shift the weight of the mid-term to the final exam by submitting a medical certificate or other verifiable documentation to me—the instructor—no later than five (5) calendar days after the midterm date. Please use the medical certificate form found at:

http://www1.carleton.ca/registrar/ccms/wp-content/ccms-files/med_cert1.pdf

BUSI 1701 A – Fall 2015 - Course Topics, Mid-term Test and Project Due Dates

Session	Date	Time	Topic	Key Readings/Deadlines
Session 1	Wednesday, September 2 nd , 2015	4:35- 5:25 pm	Introduction and Course Overview	<ul style="list-style-type: none"> Individual case selection Project Groups formation
	Friday, September 4 th , 2015	1:35- 2:25 pm	No Tutorial class	
	Friday, September 4 th , 2015	4:35- 5:25 pm	No class	
Session 2	Wednesday, September 9 th , 2015	4:35- 5:25 pm	History, significance and future of international business	Instructor's Lecture Notes
	Friday, September 11 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, September 11 th , 2015	4:35- 5:25 pm	Globalization	Hill & McKaig (2015) Chapter 1 Suder (2009):11-14
Session 3	Wednesday, September 16 th , 2015	4:35- 5:25 pm	Country Differences in Political Economy	Hill & McKaig (2015) Chapter 2 Suder (2009):31-37
	Friday, September 18 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, September 18 th , 2015	4:35- 5:25 pm	The Cultural Environment Ethics in International Business	Hill & McKaig (2015) Chapter 3 & 4 Suder (2009): 15; 26-31& 37-38
Session 4	Wednesday, September 23 rd , 2015	4:35- 5:25 pm	International Trade Theories	Hill & McKaig (2015) Chapter 5 Suder (2009):16-25 Term Project: Phase #1 due
	Friday, September 25 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, September 25 th , 2015	4:35- 5:25 pm	The Political Economy of International Trade	Hill & McKaig (2015) Chapter 6 Suder (2009):31-38
Session 5	Wednesday, September 30 th , 2015	4:35- 5:25 pm	Foreign Direct Investment	Hill & McKaig (2015) Chapter 7 Suder (2009):25-26; 56-65
	Friday, October 2 nd , 2015	1:35- 2:25 pm	Tutorial	
	Friday, October 2 nd , 2015	4:35- 5:25 pm	Regional Economic Integration	Hill & McKaig (2015) Chapter 8 Suder (2009):39-46
Session 6	Wednesday, October 7 th , 2015	4:35- 5:25 pm	The Foreign Exchange Market	Hill & McKaig (2015) Chapter 9 Suder (2009):47-55
	Friday, October 9 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, October 9 th , 2015	4:35- 5:25 pm	The Global Monetary System	Hill & McKaig (2015) Chapter 10 Suder (2009):47-55

Session 7	Wednesday, October 14 th , 2015	4:35- 5:25 pm	Global Strategy	Hill & McKaig (2015) Chapter 11 Suder (2009):66-75
	Friday, October 16 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, October 16 th , 2015	4:35- 5:25 pm	Entering Foreign Markets	Hill & McKaig (2015) Chapter 12 Suder (2009):56-62
Session 8	Wednesday, October 21 st , 2015	4:35- 5:25 pm	Exporting, Importing, and Countertrade	Hill & McKaig (2015) Chapter 13 • Term Project: Phase #2 due
	Friday, October 23 rd , 2015	1:35- 2:25 pm	Mid-term Test	For scope of readings for Mid-term Test see notes posted on cuLearn.
	Friday, October 23 rd , 2015	4:35- 5:25 pm	Global Marketing and R&D	Hill & McKaig (2015) Chapter 14 Suder (2009): 77-78;81-86
FALL BREAK	October 26-30, 2015		CLASSES SUSPENDED	
Session 9	Wednesday, November 4 th , 2015	4:35- 5:25 pm	Global Production, Outsourcing and Logistics	Hill & McKaig (2015) Chapter 15 Suder (2009):75-77
	Friday, November 6 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, November 6 th , 2015	4:35- 5:25 pm	Global Human Resource Management	Hill & McKaig (2015) Chapter 16 Suder (2009):62-64
Session 10	Wednesday, November 11 th , 2015	4:35- 5:25 pm	International Business in Developing Countries	Prahalad, C.K. and Allen Hammond (2002) “Serving the World’s Poor, Profitably”, <i>Harvard Business Review</i> 80 (9): 48-57. Bremmer, I. (2005) “Managing Risk in an Unstable World”, <i>Harvard Business Review</i> 83 (6): 51-59.
	Friday, November 13 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, November 13 th , 2015	4:35- 5:25 pm	Group Presentations (Phase 3) for assigned teams	Term Project: Phase 3 (hard and soft copy) for presenting groups due in class.
Session 11	Wednesday, November 18 th , 2015	4:35- 5:25 pm	Group Presentations (Phase 3) for assigned teams	Term Project: Phase 3 (hard and soft copy) for presenting groups due in class.
	Friday, November 20 st , 2015	1:35- 2:25 pm	Tutorial	
	Friday, November 20 st , 2015	4:35- 5:25 pm	Group Presentations (Phase 3) for assigned teams	Term Project: Phase 3 (hard and soft copy) for presenting groups due in class.

				Final reports (Phase 4; hard and soft copy) for groups that presented on Nov. 13 are due in class.
Session 12	Wednesday, November 25 th , 2015	4:35- 5:25 pm	Group Presentations (Phase 3) for assigned teams	Term Project: Phase 3 (hard and soft copy) for presenting groups due in class. Final reports (Phase 4; hard and soft copy) for groups that presented on Nov. 18 are due in class.
	Friday, November 27 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, November 27 th , 2015	4:35- 5:25 pm	Group Presentations (Phase 3) for assigned teams	Final reports (Phase 4; hard and soft copy) for groups that presented on Nov. 21st, are due in class.
Session 13	Wednesday, December 2 nd , 2015	4:35- 5:25 pm	Group Presentations (Phase 3) for assigned teams	Term Project: Phase 3 (hard and soft copy) for presenting groups due in class. Final reports (Phase 4; hard and soft copy) for groups that presented on Nov. 25th, are due in class. Final reports (Phase 4; hard and soft copy) for groups that present on this date are due in the Instructor's Office on December 4th, 2015 at 3:00 pm.
	Friday, December 4 th , 2015	1:35- 2:25 pm	Tutorial	
	Friday, December 4 th , 2015	4:35- 5:25 pm	Course Wrap Up	Final reports (Phase 4; hard and soft copy) for groups that presented on Nov. 27th, are due in class.

IMPORTANT ADDITIONAL INFORMATION

Course Sharing Websites

Student or professor 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, follower-ship 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.

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			

WDN = Withdrawn from the course

ABS = Student absent from final exam

DEF = Deferred (See above)

FND = (Failed, no Deferred) = Student could not pass the course even with 100% on final exam

Academic Regulations, Accommodations, Etc.

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 Accommodations

For Students with Disabilities:

The Paul Menton Centre for Students with Disabilities (PMC) provides services to students with Learning Disabilities (LD), psychiatric/mental health disabilities, Attention Deficit Hyperactivity Disorder (ADHD), Autism Spectrum Disorders (ASD), chronic medical conditions, and impairments in mobility, hearing, and vision. If you have a disability requiring academic accommodations in this course, please contact PMC at 613-520-6608 or pmc@carleton.ca for a formal evaluation. If you are already registered with the PMC, contact your PMC coordinator to send me your Letter of Accommodation at the beginning of the term, and 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 me to ensure accommodation arrangements are made. The deadlines for contacting the Paul Menton Centre regarding accommodation for final exams for the December 2015 exam period is November 6, 2015 and for the April 2016 exam period is March 6, 2016.

For Religious Obligations:

Students requesting academic accommodation on the basis of religious obligation should make a formal, written request to their instructors for alternate dates and/or means of satisfying academic requirements. Such requests should be made during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist, but no later than two weeks before the compulsory event.

Accommodation is to be worked out directly and on an individual basis between the student and the instructor(s) involved. Instructors will make accommodations in a way that avoids academic disadvantage to the student.

Students or instructors who have questions or want to confirm accommodation eligibility of a religious event or practice may refer to the Equity Services website for a list of holy days and Carleton's Academic

Accommodation policies, or may contact an Equity Services Advisor in the Equity Services Department for assistance.

For Pregnancy:

Pregnant students requiring academic accommodations are encouraged to contact an Equity Advisor in Equity Services to complete a letter of accommodation. The student must then make an appointment to discuss her needs with the instructor at least two weeks prior to the first academic event in which it is anticipated the accommodation will be required.

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. Penalties may include; a grade of Failure in 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. 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: <http://www2.carleton.ca/sasc/advisingcentre/academic-integrity/>.

Spratt Student Services

The Spratt student services office, located in 710 Dunton Tower, offers academic advising, study skills advising, and overall academic success support. If you’re having a difficult time with this course or others, or just need some guidance on how to successfully complete your Spratt degree, please drop in any weekday between 8:30am and 4:30pm. Our advisors are happy to discuss grades, course selection, tutoring, concentrations, and will ensure that you get connected with the resources you need to succeed! <http://spratt.carleton.ca/students/undergraduate/support-services/> Be in the know with what’s happening at Spratt: Follow @SprattStudents and find us on Facebook SprattStudents Spratt.

Important Information:

- Students must always retain a hard 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, it would be easier to respond to your inquiries if you would send all email from your Carleton account. If you do not have or have yet to activate this account, you may wish to do so by visiting <http://carleton.ca/ccs/students/>

Important Dates and Deadlines – Fall 2015

Graduate, Undergraduate and Special Students

Sessions:

- Fall term: September 2, 2015 – December 7, 2015
- Winter term: January 6, 2016 – April 8, 2016
- Fall/winter: September 2, 2015 – April 8, 2016

May 25

The registration timetable planning tool is available for the 2015-2016 academic year. The Student Registration Assistance service becomes available to all students.

June 4

Carleton Central opens at 8:30 a.m. for registration for new first year undergraduate students (see Timeticket schedule for your registration start time).

June 22

Carleton Central opens at 8:30 a.m. for registration for returning students (see Timeticket schedule).

August 7

Carleton Central opens at 8:30 a.m. for registration for Special Students (see Timeticket schedule).

August 25

Payment deadline date for your entire student account. Click here for important payment information. Late charges may be applied to the student account any time after this date.

August 29-30

Residence move in weekend. Students will be advised in July of their assigned move in date.

August 31
Orientation for Teaching Assistants.

September 1
Last day for receipt of applications from potential fall (November) graduates.
Academic orientation.
All students are expected to be on campus. Class and laboratory preparations, departmental introductions for students and other academic preparation activities will be held.

September 2
Fall term begins.
Fall and fall/winter classes begin.

September 4
Classes follow a Monday schedule.

September 7
Statutory holiday. University closed.

September 18
Last day of registration for fall term and fall/winter courses.
Last day to change courses or sections (including auditing) for fall/winter and fall term courses.
Graduate students who have not electronically submitted their final thesis copy to the Faculty of Graduate and Postdoctoral Affairs will not be eligible to graduate in Fall 2015 and must register for the Fall 2015 term.

September 25-27
Summer deferred final examinations held.

September 30

Last day to withdraw from fall term and fall/winter courses with a full fee adjustment. Withdrawals after this date will create no financial change to Fall term fees (financial withdrawal).

October 9

December examination schedule (fall term final and fall/winter mid-terms) available online.

October 12

Statutory holiday. University closed.

October 15

Last day for receipt of applications for admission to an undergraduate degree program for the winter term from applicants whose documents originate from outside Canada or the United States.

October 26-30

Fall break. Classes are suspended.

November 6

Last day to submit Formal Examination Accommodation Forms to the Paul Menton Centre for Students with Disabilities for December examinations.

November 15

Last day for receipt of applications for admission to an undergraduate degree program for the winter term.

November 24, 2015

Last day for tests or examinations in courses below the 4000-level before the final examination period (see Examination Regulations in the Academic Regulations of the University section of this Calendar).

November 25

Final Payment Deadline. [Click here](#) for important payment information. Late charges may be applied to the student account any time after this date.

December 1

Last day for receipt of applications from potential winter (February) graduates.

Last day to upload your Master's or PhD thesis for your thesis defence in order to graduate this winter.

December 7

Fall term ends.

Last day of fall-term classes.

Last day for academic withdrawal from fall term courses.

Last day for handing in term work and the last day that can be specified by a course instructor as a due date for term work for fall term courses.

Last day for receipt of applications for undergraduate degree program transfers for winter term.

Last day to pay any remaining fall tuition fees to avoid a hold on access to marks through Carleton Central and the release of transcripts and other official documents.

December 8

No classes or examinations take place.

December 9 – 21

Final examinations in fall term courses and mid-term examinations in fall/winter courses may be held. Examinations are normally held all seven days of the week.

December 15, 2015

Fall Co-op Work Term Reports due.

December 22, 2015

All take home examinations are due.

December 25 to January 3

University closed