



**BUSI 2701 F**  
*Fundamentals of International Business*  
*Winter 2017*

**Instructor:** Dennis Sakalauskas, M.Sc.  
**Office:** Dunton Tower  
**Office Hours:** By appointment  
**Email:** [dennis.sakalauskas@carleton.ca](mailto:dennis.sakalauskas@carleton.ca)

**Course meets:** Wednesday 6:05 pm – 8:55 pm Southam Hall 306

**Pre-requisites & precluded Courses:** N/A. Precludes additional credit for BUSI 1701 and BUSI 2702.

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**Course Calendar description from the 2016/2017 University calendar:**

Introduction to the context and operation of international business. Topics include international trade theory, trade agreements and blocs, international finance, global marketing, international human resource management and global strategy.

**Course Description:**

International business is an aspect of human enterprise that impacts most people, governments and institutions around the world. Whether you are a consumer of a product imported from a foreign nation, the government of a developing country hoping to create jobs through investment from a multinational corporation, or a domestic company suddenly experiencing competition from an offshore firm, you are affected by the laws, agreements and institutions that govern international business. This course will examine the conceptual and practical aspects of international business and the management of firms operating in an international environment. Topics will include international trade theory, the international business environment, trade agreements and regional economic integration, and global strategy and marketing.

**Learning Objectives:**

1. Understand why countries and businesses engage in international trade.
2. Understand the economic, legal, political and cultural aspects of the environments in which multinational businesses operate.
3. Become familiar with regional economic organizations / agreements such as the European Union and the North American Free Trade Agreement, and International Trade Organizations such as the World Trade Organization.
4. Understand how basic business functions (e.g. marketing) are affected when operations involve multiple countries and cultures.

**Textbook:** Global Business Today, 4<sup>th</sup> Canadian edition; Hill, Charles W. L., & McKaig, Thomas; Canada: McGraw-Hill Ryerson Ltd, 2015. ISBN 9781259024986. This required textbook has not been reserved at the Carleton bookstore. You can buy it online (print or e-book) or buy a used text (careful to buy the 4<sup>th</sup> edition though).

Additional reading material and weblinks will be posted on CuLearn.

**Course Requirements & Methods of Evaluation:**

<b>Individual</b>	Assignment #1	20%
<b>Individual</b>	Assignment #2	20%
	Midterm Exam	20%
	Formally Scheduled Final Exam	40%
	<b>Total</b>	<b>100%</b>

Your final course grade will be a weighted average of each of the grading scheme components.

**Assignments:**

Assignment #1 is an evaluation of a country for potential investment from Canada. Assignment #2 is an evaluation of a specific company engaged in international business. Detailed requirements for the assignment will be posted on CuLearn (**NOTE: See CuLearn for the list of countries to select for Assignment #1 and #2. Also, SEE APPENDIX #1 and APPENDIX #2 for details regarding requirements, expectations, and recommended format for each Assignment**).

Assignments must be uploaded on CuLearn before deadline (beginning of class on the due date indicated in the Course Schedule below). No hard copies and submissions by emails accepted. Please ensure that all submissions include name and student number.

**Late assignment policy:**

10% per day (note: for late submissions, an email version must be sent to the Professor, and only at the time will the time of submission occur).

**Midterm Test and Final Test**

The midterm test will be held during regular class time and will consist of multiple choice questions based on the textbook chapters assigned up to the test date and all lectures and materials covered in class. Students who are unable to write the midterm exam due to a certified illness will have the weight of the midterm exam added to their final test. Students missing the midterm for a certified illness must notify me - before the midterm if possible, otherwise within 48 hours following the midterm - otherwise the weight of the midterm will not be shifted to the final exam. The final test will be held during the formal exam period and will be based on the textbook chapters and all lectures and materials covered in class (with an emphasis on material covered subsequent to the midterm for multiple choice questions).

### Communications

Information will be communicated during class on a regular basis. In addition, this information will be posted on CuLearn. This site will be the primary source for course materials including announcements, assignments, supplemental lecture slides, etc. Therefore, please check the course CuLearn site very regularly. In case of class cancellation due to inclement weather or other unforeseen circumstances, an announcement will be posted on CuLearn as soon as possible.

### Email Policy

- Please only use your Carleton University account. Any other email might be treated as spam and might not be read.
- Once again, note that Carleton University requires that you use your Carleton email account.
- Clearly indicate course and section in the subject line.
- Albeit emails will be responded at the earliest, plan accordingly as emails might take up to 24 hours for a response.

### Wireless Devices and Laptop Usage

Please bring a laptop device to class, which will only be allowed for activities related to the course. Inappropriate use of your wireless/laptop will not be tolerated.

### Course Schedule:

Lecture	Date	Topics/Agenda	Readings
1	Jan 11	Introduction & Course outline Globalization	Text Ch. 1
2	Jan 18	Globalization & International Business Objectives	Text Ch. 1
3	Jan 25	Country Differences: Political, Economic, Legal, Cultural	Text Ch. 2, 3, 4
4	Feb 1	International trading Theories & Systems	Text Ch. 5 & 6
5	Feb 8	Foreign direct investment	Text Ch. 7
6	Feb 15	Regional economic integration and Global Strategy <b>Assignment #1 due</b>	Text Ch. 8 & 11
	Feb 22	<b>Reading Week – NO classes</b>	

7	March 1	Global Strategy (continued)	Text Ch. 11
8	March 8	<b>Midterm exam</b>	
9	March 15	Entering Foreign Markets	Text Ch. 12, 13
10	March 22	Global marketing and R&D	Text Ch. 14
11	March 29	Global Production, Outsourcing and Human resource management	Text Ch. 15 & 16
12	April 5	Global Human Resource Management & Final Exam Preparation <b>Assignment #2 due</b>	

**FND:**

To reduce instances of miscommunication Carleton introduced a grade FND (Failure with No Deferral) to be assigned to students who fail to meet the minimum in-term performance standards explicitly set out in the outline and applied consistently (i.e., there are no other hidden criteria).

**Satisfactory In-term Performance**

1. To pass the course students must achieve a mark of at least 40% on each of the papers and the mid-term exam.
2. To pass the course students must achieve at least 50% on the final exam.
3. Students who fail to meet these requirements will receive a mark of FND.

## 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

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he 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](mailto: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*). **Requests made within two weeks will be reviewed on a case-by-case basis.** After requesting accommodation from PMC, meet with me to ensure accommodation arrangements are made. Please consult the PMC website ([www.carleton.ca/pmc](http://www.carleton.ca/pmc)) for the deadline to request accommodations for the formally-scheduled exam (*if applicable*).

### *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 and instructors can confirm accommodation eligibility of a religious event or practice by referring to the Equity Services website (<http://carleton.ca/equity/accommodation/religious-observances/>) for a list of holy days and Carleton's Academic Accommodation policies. If there are any questions on the part of the student or instructor, they can be directed to 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://carleton.ca/studentaffairs/academic-integrity>.

### **Sprott Student Services**

The Sprott 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 Sprott 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://sprott.carleton.ca/students/undergraduate/learning-support/>  
Be in the know with what's happening at Sprott: Follow @SprottStudents and find us on Facebook SprottStudents Sprott.

### **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/>
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