



**Carleton**  
University

**Sprett**  
School of Business

CARLETON UNIVERSITY  
BUSI 1701A  
Fall 2023  
**Introduction to International Business**

**Instructor:** Daniel Gulanowski, Ph.D.  
**Office:** Nicol Building 7015  
**Office Hours:** By appointment  
**Email:** [daniel.gulanowski@carleton.ca](mailto:daniel.gulanowski@carleton.ca)  
**TA:** To be determined

**Course meets:** Fridays 8:35 am – 11:25 am (Nicol Building 3020)

**Modality: In person**

**Pre-requisites & precluded Courses:** Restricted to B.I.B. students. Precludes additional credit for BUSI 2701, BUSI 2703.

**Course Calendar description from the 2023/2024 University calendar:**

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 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.



**Learning Outcomes:**

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.

**Reading(s)/Textbook(s)/Required Materials:**

**Global Business Today**, 6<sup>th</sup> Canadian edition; Charles W. L. Hill, G. Tomas M. Hult, Thomas McKaig, Frank Cotae; Canada: McGraw-Hill Ryerson Ltd, 2021. ISBN 978-1260326864.

**NOTE:** You can buy this textbook online (print or e-book). Note that we will not use Connect in this course. The link to the textbook publisher is: <https://www.mheducation.ca/global-business-today-9781260326864-can-group>

Additional reading material and web links will be posted in Brightspace.

**Course Requirements & Methods of Evaluation (including due dates):**

<b>Individual</b>	Midterm Test	15%	October 13
<b>Individual</b>	CSAS Workshops	10%	November 3
<b>Group</b>	Presentation	15%	November 10
<b>Individual</b>	Final Test	25%	November 24
<b>Group</b>	Term Paper	30%	December 1
<b>Individual</b>	Participation	5%	December 1
	<b>Total</b>	<b>100%</b>	

Your final grade will be a weighted average of each grading scheme component.

No grades are final until the Dean has approved them.

**Participation, Tutorials, Workshops, and Group Project:**

Detailed requirements will be posted on Brightspace.

All work must be uploaded on Brightspace before the deadline (beginning of class on the due date indicated in the Course Schedule below).

**Late assignment policy:**

Late assignments are not accepted and result in an automatic 0%.

**Midterm Test and Final Test:**

The midterm test will be held during regular class time and based on the textbook chapters and all lectures and materials covered in class. Students who cannot write the midterm exam for valid

reasons (medical emergency or family emergency) will have the option to write a makeup exam or have the weight of the midterm exam added to their final exam.

The final test will be held during regular class time, based on the textbook chapters and all lectures and materials covered in class (emphasizing material covered after the midterm).

### **Communications:**

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

### **Email Policy:**

This course will use Carleton emails only to communicate. Note that I will not monitor or reply to Brightspace chats. I generally answer emails within 24 hours. However, for questions already covered in class, please review the course outline and other documents posted on Brightspace. Note that Carleton University requires that you use your Carleton email account. **Indicate the course and section in the subject line to speed up replies.** I expect professionally written business emails. Inappropriate emails will be returned, unanswered, to the sender.

### **Course Copyright:**

Classroom teaching and learning activities, including lectures, discussions, presentations, etc., by both instructors and students are copyright protected and remain the intellectual property of their respective author(s). All course materials, including PowerPoint presentations, outlines, and other materials, are protected by copyright and remain the intellectual property of their respective author(s).

Students registered in the course may take notes and make copies of the course materials for their educational use only. Students are not permitted to reproduce or distribute lecture notes and course materials publicly for commercial or non-commercial purposes without express written consent from the copyright holder(s). Recordings are also protected by copyright. The recordings are for your educational use, but you are not permitted to publish them on third-party sites, such as social media and course materials.

**Course Schedule:**

<b>Lecture</b>	<b>Date</b>	<b>Topics/Agenda</b>	<b>Readings</b>
1	Sep 8	Introduction & Course Outline Globalization	Text Ch. 1
2	Sep 15	Country Differences: Political Economy & Cultural Environment	Text Ch. 2, 3
3	Sep 22	International trading system Group Project	Text Ch. 6
4	Sep 29	Foreign direct investment & Regional economic integration	Text Ch. 7, 8
5	Oct 6	Global Strategy Entering Foreign Markets	Text Ch. 11, 12
6	Oct 13	<b>Midterm Test</b>	
7	Oct 20	Global marketing and R&D	Text Ch. 14
	Oct 27	<b>NO CLASS - Fall break</b>	
8	Nov 3	Global Production, Outsourcing & Logistics <b>CSAS Workshops</b>	Text Ch. 15
9	Nov 10	<b>Presentations</b>	
10	Nov 17	<b>Presentations</b>	
11	Nov 24	<b>Final Test</b>	
12	Dec 1	<b>Presentations</b> <b>Term Papers due</b>	

**NOTE:** This schedule is tentative and may change during the term. **Due dates will NOT change though.** I will communicate changes in classes and on Brightspace.

**Contribution to Learning Goals of the Program:**

Program Learning Goal	Competencies Not Covered	Competencies Introduced (only)	Competencies Taught But Not Assessed	Competencies Taught and Assessed
<b>CHECK (X) ONE PER ROW</b>				
<b>BC1 Knowledge</b> <i>Graduates will be skilled in applying foundational business knowledge to appropriate business contexts.</i>			<b>X</b>	
<b>BC2 Collaboration</b> <i>Graduates will be collaborative and effective contributors in team environments that respect the experience, expertise and interest of all members.</i>			<b>X</b>	
<b>BC3 Critical Thinking</b> <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>			<b>X</b>	
<b>BC4 Communication</b> <i>Graduates will be effective and persuasive in their communications.</i>				<b>X</b>
<b>BI5 Global Awareness (BIB ONLY)</b> <i>Graduates will be globally-minded.</i>		<b>X</b>		

## 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, 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.

### 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

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](https://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](https://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](mailto: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](https://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](https://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](https://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](mailto:bcom@sprott.carleton.ca) or at [bib@sprott.carleton.ca](mailto: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](http://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 emails 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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