

**Commerce 4SA3
International Business
Winter 2024 Course Outline
Strategic Management Area
DeGroote School of Business
McMaster University**

COURSE OBJECTIVE

1. To introduce the student to current theory and practice in international business and compare those practices with Canada.
2. To enhance the student's ability to produce *creative, action-oriented, practical* solutions to international business problems.
3. To improve the student's ability to communicate effectively, in writing and orally, in an international business context.

This course requires considerable reading and/or preparation of case studies for each class. Failure to adequately prepare will reduce the learning that this course can offer. Your ability to analyse information will be constantly challenged.

INSTRUCTOR AND CONTACT INFORMATION

Hongjin Zhu

Instructor

DSB226, ext. 20090

Office Hours: after class

E-mail: zhuhong@mcmaster.ca

Teaching assistants:

Core 01 (Thursday 8:30AM-11:10AM): Si Liu (lius278@mcmaster.ca)

Core 02 (Tuesday 8:30AM-11:10AM): Lan Yu (yul47@mcmaster.ca)

Core 03 (Friday 2:30PM - 5:10PM): Mingyao Song (songm45@mcmaster.ca)

Core 04 (Monday 8:30AM-11:10AM): Sana Mahamunkar (mahamuns@mcmaster.ca)

COURSE DESCRIPTION

This course provides a broad introduction to international business in the contemporary world. Accordingly, the course covers a wide range of materials touching on the international environment and on the operational issues encountered by firms doing business in the global marketplace. It will introduce how economic, political, social, and technological factors contribute to considerably different business environments across countries and how multinational enterprises (MNEs) adapt to distinct environments by adopting appropriate strategies and organizational structures. It will also seek to integrate and expand on the principles learned in core courses throughout the Commerce program.

LEARNING OUTCOMES

Upon completion of this course, students will be able to complete the following key tasks:

- Understand some of the complexities of doing business in foreign markets.
- Analyze the business environment of a foreign market and identify the business opportunities.
- Provide action-oriented plans to maximize opportunities that arise.
- Evaluate various entry strategies and co-ordinate the firm and the foreign market, in choosing between these strategies.
- Communicate effectively both orally in presentation form and in writing.

COURSE ELEMENTS

Credit Value:	3	Leadership:	Yes	IT skills:	Yes	Global view:	Yes
Avenue:	Yes	Ethics:	Yes	Numeracy:	Yes	Written skills:	Yes
Participation:	Yes	Innovation:	Yes	Group work:	Yes	Oral skills:	Yes
Evidence-based:	Yes	Experiential:	No	Final Exam:	Yes	Guest speaker(s):	Yes

REQUIRED COURSE MATERIALS AND READINGS

Textbook: International Business: Competing in the Global Marketplace (14th eds.) by Charles Hill, McGraw-Hill Ryerson

The cases and articles for discussion are available at Avenue to Learn of this course.
(Content → Courseware → eReserves)

Other Recommended Readings:

Harvard Business Review
The Economist

COURSE DELIVERY

This course has an e-learn at McMaster Avenue to Learn at <http://avenue.mcmaster.ca>. Your user id is the same as your MUSS e-mail id.

On this site you will find:

- Outline slides in PowerPoint
- Links to useful international business and other course-related websites
- Additional information about course evaluation components
- Course documents such as this syllabus, any amendments to the schedule
- Articles of interest

The Avenue is an important communication platform for this course. You should develop the habit of checking the course folder daily. It is your responsibility to ensure that your e-mail address and account settings in Avenue are correct for you to receive messages.

EVALUATION

Learning in this course results primarily from participation of the students in discussions with the instructor and in case analyses. The balance of the learning results from the work each student does in reading the text and articles, researching and evaluating his/her company of interest and in the interactions one has with members of his/her group. Work will be evaluated on both an individual and group basis. When group work is requested, group members will share the same grade adjusted by individual efforts in presentations and writings based on peer evaluations. Your final grade will be calculated as follows:

EVALUATIONS	WEIGHT	DESCRIPTION
Class Participation	10%	Attendance and engagement in weekly class and discussion
Country Presentation	15%	Presentation on a foreign country that is active in international business by a group of students
Mid-term Exam	10%	Completion of a timed exam in class
Interim Report	15%	Submission of a 10-page report on a group project
Final Presentation	20%	Presentation on the group project based on an improved interim report
Final Exam	30%	Completion of a timed exam

Students who meet the expectations as laid out in this outline on all components can expect a grade of B in this course.

Conversion

At the end of the course your overall percentage grade will be converted to your letter grade in accordance with the following conversion scheme.

LETTER GRADE	PERCENT	LETTER GRADE	PERCENT
A+	90 - 100	C+	67 - 69
A	85 - 89	C	63 - 66
A-	80 - 84	C-	60 - 62
B+	77 - 79	D+	57 - 59
B	73 - 76	D	53 - 56
B-	70 - 72	D-	50 - 52
		F	00 - 49

Since effective communication is a key to success in the business world, all marks will be based on not only the substance of your work, but also the quality of your written and oral communication. Particularly poor communication could result in a reduction of your overall mark as much as one grade point.

Communication and Feedback

Students that are uncomfortable in directly approaching an instructor regarding a course concern may choose to send a confidential and anonymous email to the respective Area Chair at:

<http://www.degroote.mcmaster.ca/curr/emailchairs.aspx>

Students who wish to correspond with instructors directly via email must send messages that originate from their official McMaster University email account. This protects the confidentiality and sensitivity of information as well as confirms the identity of the student.

CLASS PARTICIPATION

This refers to (1) the spoken comments that you make in class, which will normally be in the context of a case or article discussion, issues raised in lectures, or group presentation; and (2) the written comments you contribute to asynchronous discussions on Avenue to Learn. Your overall commitment and attitude toward this course, and your daily active participation in the discussions will be closely monitored by your instructor and the teaching assistant. Class participation is obviously a function of preparation, skills, attitude, and a willingness to actively commit yourself in front of your instructor and colleagues.

In grading class participation, I will look at both the **quality** and **quantity** of your contributions to in-class discussion and the discussion forum on Avenue to Learn. With regard to quality, the dimensions I look for include:

Relevance---Does the comment bear on the subject at hand?

Analysis---Is the reasoning employed consistent and logical?

Responsiveness---Does the comment react in an important way to what someone else has said?

Importance---Does the contribution further our understanding of the issue at hand?

Evidence---Have data from the case, from personal experience, from general knowledge been employed to support the assertions made?

Clarity---Is the comment succinct and understandable? Does it stick to the subject or does it wander?

At the end of each week, I score each of you using a 3 if you are present throughout the live session, a 2 if you are late (no more than 30 minutes), and a 1 if you leave early or arrive more than 30 minutes late. For efforts beyond attending the live session, I upgrade to a 4, 5, 6, 7, 8, 9, or 10 depending on the quality and quantity of your participation. Disturbance to the lectures and discussions in any form will result in a loss in participation points. Your final grade of class participation will be the aggregated scores of each week.

You get full participation marks in a week if you participate three times or more in class discussions and/or the online discussion forum.

There will be no other opportunity to make up the 10% awarded, to your individual participation, by doing an alternate assignment.

The assigned teaching assistant will make a note of each student's participation in every week. **It is your responsibility to ensure that your full name appears properly on your name tag in front of you.** You may also check after class to ensure your contributions have been accurately recorded. Credit will not be given to those students who are not adding value to the discussion or who cannot be identified by the teaching assistant.

The key to a high participation mark is making a quality contribution to in-class discussions and the discussion forum on Avenue to Learn. Marks will be awarded on **both** consistency and on quality. You are responsible to look up any terms or language that you are unfamiliar with before class. Some comments specifically regarding case discussions are in order. To prepare inadequately for them is to deny yourself much of the learning that this course offers. To prepare adequately is to *immerse yourself* in each case by reading it at least twice, the first reading to obtain an overview, the second to flush out the detail. Make handwritten notes to facilitate your contribution to the class discussion, especially regarding any discussion questions that your instructor leaves with you. *Be prepared to devote at least two hours of solid work to each case prior to the in-class discussion*. You will get next to nothing out of a case discussion if you are not fully prepared, and you run the risk of being embarrassed if the instructor calls upon you to contribute.

If, for any reason you are unable to attend your regularly scheduled session, you may attend an alternate session to make it up.

COUNTRY PRESENTATION

The last 50 minutes of each session will be presentations by two groups of students on two countries that are active in international business. Allow 20 minutes for each presentation and 5 minutes for discussion about the presentation. The presentation group is supposed to briefly introduce the country, provide detailed information about the international business activities conducted by the country, and more importantly, make in-depth and critical analysis about these activities. Extensive research is required here as you are not only learning about how to do research and presentations but also educating your fellow students about the country you choose. Make sure you are using **current** information. (e.g., Globe and Mail articles). Be critical in your assessment of your country. Do not rely solely on government provided information as it may be biased.

To allow each group a chance to do a presentation, these will begin the week of Jan. 22, in class #3. You should send the slides to the folder named “Country Presentation” in the “Assessments→Assignments” on Avenue 12-hour before the class. Please name your file with your core number and the name of the country (e.g., “Core 01-Japan”). At the same time, please prepare and submit a one/two-page summary of your presentation in Microsoft Word format to the folder named “Summary of Country Presentation” on Avenue. Please include group members’ names in your summary. To save space, please DO NOT include reference list in the summary. Linked videos, etc. need to be done ahead of time. As a contingency, your presentation should be e-mailed to one of your group members for back-up.

These presentations will be done in groups of 3 or 4 students depending on class size. I will make time available in the first class for you to form yourselves into teams for this assignment. You must make up a group from members who are registered in the same section as you. In other words, you may not cross over sections for the purpose of the Country Presentations. Selection of country is on a first come first served basis. You may sign up for any country and others will sign up with you or you can select a group and sign up as a group.

Material to be covered includes but is not confined to:

Geographic location - location on the world map

- climatic conditions
- natural resources
- relationship with neighbouring countries

Population demographics - income distribution

- employment statistics
- age, family size, income
- housing, etc.
- skill level of the labour force

Cultural issues - religion

- body language
- treatment of women
- education
- business customs

Political issues - type of government
- major political parties
and political figures

Currency - current value in relation to USD
- value volatility in relation to
USD in the past two years

Trade barriers - tariff and non-tariff

- government incentives targeting foreign investments
- World Trade Organization (WTO) membership

Balance of payments - top 5 imports

- top 5 exports
- major trading partners

Other issues - influential historical events

- infrastructure
- corruption

Please also include a comparison to Canada where appropriate to give meaning to the information. At the end of your presentation, you should give the class advice on whether to invest in your focal country.

Please include a list of the references you use in the end of your presentation slides.

Your country presentations will be evaluated based on the quality of your research, analytical skills, presentation skills, ability to stay at 20 minutes, and ability to answer and stimulate questions. At the same time, the evaluation will be conducted on a comparative basis, suggesting that presentations on a specific country will be compared across sections.

To do a good job in this task, you should know your country well enough and share your knowledge with the class in an interesting and impressive way. Be novel and creative in your approach. Try to avoid reading slides and/or notes, which will take away from the interest of your presentation and will reflect in your mark. Practice your presentation before you present to the class to overcome nervousness. Check your timing and ensure the PowerPoint operates well.

There is a required peer evaluation on page 17 of this outline to be e-mailed to the instructor after your presentation. One copy of the evaluation for your group is sufficient. You will receive your mark through e-mail within one week after your presentation.

The country selection and class numbers are as follows:

Class # & Presentation Date	COUNTRY
3 (Jan. 22 – Jan. 26)	Japan
3 (Jan. 22 – Jan. 26)	South Korea
4 (Jan. 29 – Feb. 2)	China
4 (Jan. 29 – Feb. 2)	Singapore
5 (Feb. 5 – Feb. 9)	United Arab Emirates (U.A.E.)
5 (Feb. 5 – Feb. 9)	India
6 (Feb. 12 – Feb. 16)	United Kingdom (U.K.)
6 (Feb. 12 – Feb. 16)	France
7 (Feb. 26 – Mar. 1)	Germany
7 (Feb. 26 – Mar. 1)	Switzerland
8 (Mar. 4 – Mar. 8)	United States (U.S.)
8 (Mar. 4 – Mar. 8)	Brazil
9 (Mar. 11– Mar. 15)	Russia
9 (Mar. 11 – Mar. 15)	Australia

TERM PROJECT

The project is a team exercise for which each team will consist of 5–6 members. Students are to prepare a complete strategic analysis of the current and future prospects for a real company engaging in international business activities. The objectives of the project are as follows:

- To give students the opportunity to deepen their understanding of a specific international business activity introduced in lectures and case discussions.
- To give students the opportunity to apply the knowledge learned in this course to analyse the antecedents and/or consequences of international business activities of a real company.
- To give students practice in presenting the results of a major project.
- To simulate the teamwork that is increasingly important in the business world.

Guidelines for the selection of companies for strategic analysis will be discussed in class. In general, the companies must conduct international business (e.g., export and import, cross-border merge and acquisition, international joint venture, licensing, global R&D, establishing facilities in foreign countries, marketing in foreign countries, etc.). Choose a major international business activity of the company of interest and make a systematic analysis of the antecedents and consequences of that activity. That activity is of course the focus of the considerable primary and secondary research that the project entails.

There are three key events for the completion of this term project. They are submission of your project proposal, handing in of interim report and presentation of your final project. Dates for these key events are shown in the SCHEDULE.

CHOOSING YOUR COMPANY AND IB ACTIVITY

These choices are critical. Past experience of supervising and marking student projects have taught me the following key points, which I pass on for your consideration:

Students are better motivated, and learn more, when the company, and its IB activity are of personal interest to them.

More secondary information is available on large companies than on small ones, and on listed companies than on unlisted ones.

Primary research is used to update, augment and give perspective to your secondary research.

Thus, it is helpful that you have solid primary sources within the company you are researching. By “solid” I mean relatives, friends, former or current employers, etc. However, a primary source is not required for this project.

Companies which students have worked with in the past will be acceptable only on approval of the instructor and after having received a complete copy of the previous paper.

PROJECT PROPOSAL due Jan. 26th

Please submit a soft copy of your proposal to the folder named “Project Proposal” in the “Assessments→Assignments” on Avenue by 5:00p.m. on Jan. 26th.

Think of your project proposal as a one-page (maximum) memo to me that achieves the following:

1) identifies the members of the group (names, sections and student numbers). Please also include the phone number of at least one group member so I can reach you with information pertaining to your project.

2) identifies the company and IB activity you have chosen, and states why you chose them.

3) identifies planned start and finish dates for key activities you will engage in to complete the project (e.g., select the topic, complete the interim report, group discussions).

I will discuss any concerns I have with your proposal as I see fit through e-mails. No discussion from me means proceed.

PEER EVALUATIONS

The result of this process is a true reflection of each group members’ contribution to the project.

You will be expected to resolve any residual conflict using the principle of FAIRNESS. Some members (i.e., those that contribute the most to the process) may find that their overall grade will go up as a result of the peer evaluation. Others may find that their overall project grade will go down. I recommend that this reward system be discussed during the first group meeting.

Past experience with groups has shown that most troubles arise because (a) individuals do not respect the group process, and (b) there is lack of proper communication among group members.

The first group meeting should happen in the first two weeks. This is a good time to set the parameters for group work such as: when the group will meet, attendance at group meetings including punctuality, and preliminary assignment of tasks. You should also make a calendar of all “good” and “bad” times for the group (i.e., when group members have commitments to work, tests, major assignments, social commitments, holidays, etc.). The worst thing you can do is surprise your group with a long-standing commitment at the last minute.

Peer evaluations not received will indicate an equal proportion of the work completed by each and every group member. They must be signed off by each and every group member in order to be used. I will accept individual evaluations from the members as long as there is agreement from the group or I deem it necessary to go this route. Try to work through group disharmony, and if you are unable to resolve any matters, set up a group meeting with me. I will be happy to assist in problem resolutions.

To assist you in coming to terms with group members who may not be performing up to standards, I am requiring one interim peer evaluation per group, signed by all group members to be handed in with the interim report. This is a good time to voice concerns and hopefully resolve them before the major portion of the project is done.

INTERIM REPORT (due Feb. 16th by 5:00p.m.)

A ten-page submission of an analysis on the data and information gathered up is required on Feb. 16th. Please prepare a preliminary report based on your analysis on the materials collected and submit it in Microsoft Word format to the folder named "Interim Report" in the "Assessments→Assignments" on Avenue by 5:00p.m. on Feb. 16th. Please name your file with your core number and your company (e.g., "Core 04-Walmart"). This is my opportunity to be in your group to provide you with feedback to ensure you are heading in the right direction and have a good deal of the work done at this point. Please provide in-depth analysis as much as possible so that I can provide comments and suggestions to help you further improve it for the final presentation. More details can be found in lecture slides entitled "About interim report" on Avenue.

Please make the report 12-point font in Times New Roman, double spaced. The 10-page limit does not include charts, figures, tables, pictures, and references. But please include only pertinent information in your appendices. Redundant or irrelevant appendices will negatively affect your score. You should use in-text citations and provide a bibliography at the end of the report. Citation format can be Chicago, APA, or MLA.

The interim report will be evaluated based on a clear objective or problem definition, the information on your company and country gathered as well as much of the analysis. Also try to apply the relevant IB concepts, theories and/or analytical frameworks when necessary.

LATE SUBMISSIONS

Late submission will result in a mark reduction of 25% of its value.

FINAL PRESENTATION (beginning on Mar. 25th)

You are supposed to continue your research on your company and its IB activity based on your increased knowledge of IB and my feedback on your interim report in the second half of the semester. In the final presentation, you are expected to show a much more in-depth and comprehensive analysis on your company's IB activity. There are many ways to improve your study, such as addressing your research questions more adequately, collecting additional data and information to support your arguments, providing creative and feasible suggestions to resolve the problems faced by your company.

The format of your final presentation depends a good deal on your choice of company and IB activity or chosen country. However, as a minimum, you will want to include the following sections:

Introduction / Objective

Company background and/or country analysis as it pertains to the chosen industry.

How the company is handling the activity currently.

Analysis and evaluation of current results. If your company has no experience in the international environment then find an alternate company to use for benchmarking purposes.

Analysis of the business environment in the host country as it pertains to your project.
Your recommendation for handling the IB activity. What would be the optimal strategy for the firm?
References

A copy of your slides needs to be sent to the folder called “Final Presentation” in the “Assessments→Assignments” on Avenue after your presentation. You must list your references on your power point presentation either on each slide or as a final slide. Remember, you will be presenting this to your client so make sure your presentation is to the best business standard and that you practice beforehand to work out the bugs. If your company sends a representative to watch the presentation then please also provide them with a copy of your PowerPoint slides.

In marking your presentation, I will use the following as an *approximate* breakdown:

- clear statement of objective20%
- research (amount and quality of primary and secondary data collected.25%
- analysis (your interpretation of the data you collect, how you relate it to IB concepts, the conclusions you draw short of recommended action)25%
- recommendations20%
- presentation skills10%

You have twenty-five minutes maximum, including time for questions and answers, to tell your story to your classmates and myself. In making your final presentation, keep in mind its objectives, as follows:

- To give you practice in preparing for, and delivering a presentation
- To make your classmates more effective business people
- To provide some useful information about a company and how it manoeuvres in the international arena.

Within these general parameters I leave the exact format of your presentation to you. All members of the group must participate to be awarded any marks for the project. Attendance during presentations is **mandatory**. I may ask you to evaluate your peer’s presentations.

MID-TERM EXAM

A timed mid-term exam is scheduled in the beginning of the class in the week of Feb. 26–Mar. 1. It will cover all course lectures, videos, and case discussions preceding the mid-term. Students who miss mid-term exam without prior arrangement will receive a grade of zero.

FINAL EXAM

The exam will consist of multiple-choice questions and short answer questions on a case (which will be provided in the exam paper). The exam will be cumulative, based on all materials covered in the course (i.e., lecture notes, textbook readings, case and article discussed, country presentations, and videos) throughout the semester. The text readings should be done prior to the lecture and not left to the end of the term.

COURSES WITH AN ON-LINE ELEMENT

This course uses on-line elements (e.g., e-mail, Avenue to Learn, etc.). Students should be aware that, when they access the electronic components of a course using these elements, private information such as first and last names, user names for the McMaster e-mail accounts, and program affiliation may become apparent to all other students in the same course.

The available information is dependent on the technology used. Continuation in a course that uses on-line elements will be deemed consent to this disclosure. If you have any questions or concerns about such disclosure please discuss this with the course instructor.

CONDUCT EXPECTATIONS

As a McMaster student, you have the right to experience, and the responsibility to demonstrate, respectful and dignified interactions within all of our living, learning and working communities. These expectations are described in the [Code of Student Rights & Responsibilities](#) (the “Code”). All students share the responsibility of maintaining a positive environment for the academic and personal growth of all McMaster community members, **whether in person or online**.

It is essential that students be mindful of their interactions online, as the Code remains in effect in virtual learning environments. The Code applies to any interactions that adversely affect, disrupt, or interfere with reasonable participation in University activities. Student disruptions or behaviour that interfere with university functions on online platforms (e.g., use of Avenue 2 Learn, WebEx or Zoom for delivery), will be taken very seriously and will be investigated. Outcomes may include restriction or removal of the involved students’ access to these platforms.

ACADEMIC ACCOMMODATION OF STUDENTS WITH DISABILITIES

Students with disabilities who require academic accommodation must contact [Student Accessibility Services](#) (SAS) at 905-525-9140 ext. 28652 or sas@mcmaster.ca to make arrangements with a Program Coordinator. For further information, consult McMaster University’s [Academic Accommodation of Students with Disabilities](#) policy.

ACADEMIC ACCOMMODATION FOR RELIGIOUS, INDIGENOUS OR SPIRITUAL OBSERVANCES (RISO)

Students requiring academic accommodation based on religious, indigenous or spiritual observances should follow the procedures set out in the [RISO](#) policy. Students should submit their request to their Faculty Office **normally within 10 working days** of the beginning of term in which they anticipate a need for accommodation or to the Registrar’s Office prior to their examinations. Students should also contact their instructors as soon as possible to make alternative arrangements for classes, assignments, and tests.

EXTREME CIRCUMSTANCES

The University reserves the right to change the dates and deadlines for any or all courses in extreme circumstances (e.g., severe weather, labour disruptions, etc.). Changes will be communicated

through regular McMaster communication channels, such as McMaster Daily News, A2L and/or McMaster email.

RESEARCH USING HUMAN SUBJECTS

All researchers conducting research that involves human participants, their records or their biological material are required to receive approval from one of McMaster's Research Ethics Boards before (a) they can recruit participants and (b) collect or access their data. Failure to comply with relevant policies is a research misconduct matter. Contact these boards for further information about your requirements and the application process.

McMaster Research Ethics Board (General board): <https://reo.mcmaster.ca/>

Hamilton Integrated Research Ethics Board (Medical board): <http://www.hireb.ca/>

COPYRIGHT AND RECORDING

Students are advised that lectures, demonstrations, performances, and any other course material provided by an instructor include copyright protected works. The Copyright Act and copyright law protect every original literary, dramatic, musical and artistic work, **including lectures** by University instructors.

The recording of lectures, tutorials, or other methods of instruction may occur during a course. Recording may be done by either the instructor for the purpose of authorized distribution, or by a student for the purpose of personal study. Students should be aware that their voice and/or image may be recorded by others during the class. Please speak with the instructor if this is a concern for you.

ACADEMIC INTEGRITY

You are expected to exhibit honesty and use ethical behaviour in all aspects of the learning process. Academic credentials you earn are rooted in principles of honesty and academic integrity. **It is your responsibility to understand what constitutes academic dishonesty.**

Academic dishonesty is to knowingly act or fail to act in a way that results or could result in unearned academic credit or advantage. This behaviour can result in serious consequences, e.g. the grade of zero on an assignment, loss of credit with a notation on the transcript (notation reads: "Grade of F assigned for academic dishonesty"), and/or suspension or expulsion from the university.

For information on the various types of academic dishonesty please refer to the [Academic Integrity Policy](https://secretariat.mcmaster.ca/university-policies-procedures-guidelines/), located at <https://secretariat.mcmaster.ca/university-policies-procedures-guidelines/>

The following illustrates only three forms of academic dishonesty:

- plagiarism, e.g., the submission of work that is not one's own or for which other credit has been obtained.
- improper collaboration in group work.
- copying or using unauthorized aids in tests and examinations.

REQUESTS FOR RELIEF FOR MISSED ACADEMIC WORK

In the event of an absence for medical or other reasons, students should review and follow the Academic Regulation in the Undergraduate Calendar “Requests for Relief for Missed Academic Term Work” and the link below:

<http://ug.degroote.mcmaster.ca/forms-and-resources/missed-course-work-policy/>

LECTURES

I have included a topic schedule and text readings for you on the next few pages. Please read the text pages **before** class as I will often times assume your understanding of the material and lecture from there. All materials in the text, cases, videos, country presentations, articles and class discussions are testable. Preparing yourself for class ahead of time will make the writing of the exam much easier and make the lecture time more interesting. That said, I leave what you get out of this course to you.

ACKNOWLEDGEMENT OF COURSE POLICIES

Your enrolment in Commerce 4SA3 will be an implicit acknowledgement of the course policies outlined above, or of any other that may be announced during lecture and/or on A2L. **It is your responsibility to read this course outline, to familiarize yourself with the course policies and to act accordingly.**

Lack of awareness of the course policies **cannot be invoked** at any point during this course for failure to meet them. It is your responsibility to ask for clarification on any policies that you do not understand.

COURSE SCHEDULE

This lecture schedule is based upon current university and public health guidelines and may be subject to changes during the term. Any changes to the schedule or course delivery will be communicated on the course announcements section on Avenue to Learn. Please check the announcements prior to attending class.

DATE	CLASS NO.	TOPIC AND ACTIVITIES	READINGS IN TEXT
Jan. 8 – Jan. 12	1	<u>Introduction to international business</u> : format of the course; nature of IB; putting Canada in the picture	Chapter 1
Jan. 15 – Jan. 19	2	<u>Trade theories</u> : Reasons for and against going international. Why restrict or promote trade? <i>Case discussion: The Indian IT, software, and service Industry</i>	Chapter 6
Jan. 22 – Jan. 26	3	<u>Political economy of international trade</u> : Tools used to restrict and promote imports and exports <u>International investment theories</u> <i>Country presentations: Japan; South Korea</i> Project proposals due by 5:00p.m., Jan. 26th	Chapters 7&8
Jan. 29 – Feb. 2	4	<u>Culture</u> : Determinants and consequences of national cultural differences; Hofstede's cultural model; implications of cultural differences for IB <i>Country presentations: China, Singapore</i>	Chapter 4
Feb. 5 – Feb. 9	5	<u>Firm strategy of international business</u> : Globalization and multi-domesticity <i>Case discussion: Disney in France</i> <i>Country presentations: U.A.E., India</i>	Chapter 13
Feb. 12 – Feb. 16	6	<u>Analysing international opportunities</u> : selecting target markets; differences between developed markets and emerging markets <i>Country presentations: U.K., France</i> <i>Case discussion: Global strategy at Lenovo</i> Interim report due by 5:00p.m. on Feb. 16th	Chapter 15
Feb. 19 – Feb. 25		MID-TERM RECESS	
Feb. 26 – Mar. 1	7	Mid-term exam <u>Economic integration</u> : different levels of regional integration; examples of integrated blocs around the world <i>Country presentations: Germany, Switzerland</i>	Chapter 9
Mar. 4 – Mar. 8	8	<u>Organizational structure of MNEs</u> : benefits and costs of various organizational designs; fitness between a MNE's organizational structure and internationalization strategy <i>Country presentations: U.S., Brazil</i>	Chapter 14

DATE	CLASS NO.	TOPIC AND ACTIVITIES	READINGS IN TEXT
Mar. 11 – Mar. 15	9	<u>Political systems</u> : understanding, assessing, and managing political risks resulting from different political systems <u>Economic systems</u> : Understanding major economic systems used in the world and their implications for IB <u>Sustainability and corporate social responsibilities of MNEs</u> <i>Country presentations: Russia, Australia</i>	Chapters 2&5
Mar. 18 – Mar. 22	10	<u>International monetary system</u> : foreign exchange market; foreign exchange risk; exchange rate regimes <i>Case discussion: The clock is ticking</i>	Chapters 10&11
Mar. 25 – Mar. 28	11	<u>Project presentations in C01, C02, and C04</u>	
Apr. 1 – Apr. 5	12	<u>Project presentations in C01, C02, C03, and C04</u>	
Apr. 8 or Apr. 9	13	<u>Project presentations in C03</u>	

Final Peer Evaluation (Optional)

Company Name: _____

Group Members Names in ABC
order

Allocation of
work done
(% to total)

Signature

[illegible]

Peer Evaluation for Country Presentation

(A copy of signed evaluation sheet on behalf of all group members should be sent to the instructor after the presentation)

Country Presented: _____

Date and Section: _____

Members' Names	Signature	Allocation of Work

Comments:
