



# Lincoln University

## BA 416 – International Management COURSE SYLLABUS

Fall, 2022

**Instructor:** Dr. A. Angus Ahanotu  
**Lecture Schedule:** Tuesday, 9:00 AM – 11:45 AM  
**Credits:** 4 units (3 units / 45 lecture hours + 1-unit individual research project)  
**Level:** Mastery 2 / Research (M2R)  
**Office Hours:** Thursday, 12:00 Noon – 1:30 PM  
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**Textbooks:** **International Business: Challenge of Global Competition**  
13th Edition, by Ball, Geringer, Minor&McNett, McGraw-Hill,  
NY,NY, ISBN-13:978-0-07-811263-8

**Prerequisites:** *BA 110 or BA 302*  
**Last Revision:** August, 2022

### CATALOG DESCRIPTION

An analysis of economic forces and government actions affecting international business; determinants of policy with regard to entering foreign markets and evaluation of foreign environments, organizational control, compensation, pricing, relations with government agencies and public interest issues in the management of multinational corporations. A one-unit written research project and its oral presentation are required for the course.

*Prerequisite: BA 110 or BA 302*

### COURSE LEARNING OUTCOMES<sup>1</sup>

	Course LO	Program LO	Institutional LO	Assessment Activities
1	Students will understand how to manage regional, national, local and organizational cultural differences in an international or multinational work environment.	PLO 1	ILO 1c and 2c	Homework, Written Project.

<sup>1</sup> Detailed description of learning outcomes and information about the assessment procedure are available at the [Center for Teaching and Learning](http://ctl.lincolnuca.edu) website (ctl.lincolnuca.edu).

2	Students will be able to apply professional managerial ethical reasoning in decision making in international setting.	PLO 2	ILO 2c, ILO 7c	Homework, Written Project.
3	Students will be able to identify and effectively manage important cross-cultural business negotiations issues thorough knowledge of the national and international constraints.	PLO 4	ILO 4c, ILO 7c	Oral Group Presentation.
4	Students will learn leadership, legal differences, employee motivation and international human resource management challenges in developing mkts.	PLO 6	ILO 3c	Homework, Written Group Project, Oral Presentation.

### INSTRUCTIONAL METHODS

Lecture method is used in combination with international management case studies. Every student must participate in an intensive classroom activity. Assignments and projects require students to actively use resources of the library. Detailed guide to business *resources of the library* as well as the description of Lincoln University approach to *information literacy* are available at the [Center for Teaching and Learning](http://ctl.lincolnuca.edu) website (ctl.lincolnuca.edu).

### COURSE PROJECT

Every student in the class, must complete a research project for in-class presentation. Final project is due last day of the class. The detailed instruction about the research project will be provided later in class.

### REQUIREMENTS/HOMEWORK

Continuous assessment is emphasized. Reading, writing and “business case study” assignments will be scheduled throughout the course. Students must complete all assignments and take-home exams on the dates scheduled. Plagiarism will result in the grade “F” and a report to the administration.

### ATTENDANCE

Students are expected to attend each class session. If you cannot attend a class due to a valid reason, please notify the instructor prior to the class. There will be no make-up assignments.

### EXAMS

Both midterm and final exams are structured as written essays to answer the given questions. Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class.

### GRADING POLICY

Class Questions	25 points
Mid-term exam	20 points
Final exam	30 points
Course Project	- Written 15 points Oral 10 points
Total	<u>100 points</u>

**GRADING POLICY**

All assignments, quizzes, projects, and exams are evaluated using the indicated system:

94-100	A	73-76	C
90-93	A-	70-72	C-
87-89	B+	67-69	D+
83-86	B	60-66	D

**CLASS SCHEDULE**

<b>Date</b>	<b>Focus of Discussion</b>	<b>Assignment</b>
Week 1:	Globalization linkages to international management	Read Chapters: 1, 2
Week 2:	Cultural Forces that affect international management	Read Chapters 4, 5
Week 3:	Econ/Political forces that affect international mngt.	Read Chapters: 7, 8
Week 4:	Legal issues and international management	Read Chapters: 9,10
Week 5:	International Labor issues	Read Chapters: 11, 12
Week 6:	Comparative international management issues	Assigned Readings
Week 7:	(a) Review (b) Midterm Exam	
Week 8:	Organizational Design & Control	Read Chapter: 13
Week 9:	HR and Accounting Review	Read Chapters: 19, 20
Week 10:	Analyzing Markets & Entry Modes	Read Chapters: 14, 15
Week 11:	Export & Import	Read Chapter: 16
Week 12:	Marketing, Operations & Supply Chain	Read Chapters: 17, 18
Week 13:	Comprehensive Class Review	Instructor Presentations
Week 14:	Final Exam Written Course Project Due	
Week 15:	Oral Presentation of Course Project	

**COMMENTS**

- \* Participation is required. What you put into the class will determine what you get out of it - and what others get out of it.
- \* Please come on time. Late arrivals disturb everyone else.
- \* If you miss a class, you are responsible for getting notes on the material covered from a classmate.
- \* To avoid distracting noise in class, cellular phones must be turned off or the ringing mode silenced.
- \* Questions and comments during the class are strongly welcome.

**MODIFICATION OF THE SYLLABUS**

The instructor reserves the right to modify this syllabus at any time during the semester. Announcements of any changes will be made in the classroom.

**INDIVIDUAL RESEARCH PROJECT (1 unit)**

Each student registered for a 400-level course must complete a one-unit research project in addition to the coursework described in this syllabus. They are expected to develop a more comprehensive international management paper. The written project and the oral presentation will both be presented in the last scheduled class. The project requires 45 hours of independent study with regular consultations in accordance with the schedule determined by the instructor. The project work results in a written report (not less than 15 pages; APA style) and an oral presentation during the class session.

Evaluation of the student's work on the Individual Research Project will be done using the following rubric:

<b>WRITTEN REPORT</b>				
	<i>Exceeds Standards</i>	<i>Meets Standards</i>	<i>Does Not Meet Standards</i>	<i>Not Present</i>
<i>Research Problem Statement</i>	The statement of a research problem is crystal clear, novel and thought provoking	Clearly and concisely identifies a research problem	The statement of a research problem is incomplete, lacking precision.	The statement of a research problem is absent.
<i>Organization</i>	The report is logically organized; ideas are exceptionally well-developed and support a thoughtful and engaging conclusion.	The development of ideas is present; the conclusion is effective and directly addresses the original thesis.	Organization is confusing, disjointed, and inconsistent; ideas, if present, are not developed; the conclusion is vague and/or does not address the original thesis.	The report lacks organization
<i>Sources and formatting</i>	A variety of high-quality sources is used; all factual claims are supported with citations.  The report follows the APA style guidelines.	A few high-quality sources are used; majority of factual claims are supported with citations  The report mostly follows the APA style guidelines.	Sources used are of a questionable quality; factual claims are not supported.  Use of APA style is inconsistent.	Sources are not identified or of a poor quality; factual claims are unsubstantiated.  The report is poorly formatted
<b>PRESENTATION</b>				
	<i>Exceeds Standards</i>	<i>Meets Standards</i>	<i>Does Not Meet Standards</i>	
<i>Style and Organization</i>	Presentation is clear, confident, and fully engaging; the use of visual aids enhances its effectiveness; the presentation is well timed and structured.	Presentation is clear; the use of visual aids is not detrimental to audience engagement; all necessary components are given appropriate time.	Presentation lacks clarity, no attempt is made to engage the audience; visual aids are haphazard and distracting; lack of structure results in an inefficient use of time.	
<i>Questions and Answers</i>	Student demonstrates extensive knowledge of the topic by providing confident appropriate responses to all questions.	Student demonstrates knowledge of the topic by responding adequately to questions.	Student demonstrates lack of knowledge of the topic by responding inaccurately and inappropriately to questions.	