LINCOLN UNIVERSITY BA 416 – International Management Course Syllabus Spring 2014

Lecture Schedule:	Thursday, 9:00 AM – 11:45 AM
Credit:	4 units (45 hours of lecture + 45 hours of self-study research project)
Instructor:	Prof. Ken Germann, MBA, JD
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Textbook:	International Business: The Challenge of Global Competition
	Twelfth Edition, by Ball, Geringer, Minor and McNett; McGraw-Hill, NY,NY, 2009 ISBN-13: 978-0-07-336113-0

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, organization control, compensation, pricing, relations with governmental 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. (4 units) Prerequisite: BA 110 or BA 302

COURSE OBJECTIVES

- Students will understand how patterns of international trade and investment work.
- Students will understand the impact of different economic, social and political systems.
- Students will have a thorough knowledge of national and international constraints.
- Students will learn the general management issues in planning, financing, marketing, personnel and legal requirements.

PROCEDURES AND METHODOLOGY

Lecture method is used in combination with business case studies. The emphasis will be on learning by doing. Every student must participate in an intensive preparation and classroom activity.

COURSE PROJECT

Every student in the class, working as a team, must design and implement a plan for taking and existing product/service into a new market. Final project is due the next to the last class will be presented orally on the last day of class. The last day each group will do an oral presentation.

DOCTORAL STUDIES PROJECT

Every student in the doctoral program will be expected to develop a three tier grievance process. The written project and the oral presentation will both be presented in the last scheduled class.

REQUIREMENTS

Continuous assessment is emphasized. Written assignments will be given every week. Reading, writing and "business case study" assignments will be scheduled throughout the course. Students must complete all assignments and take all 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 a make-up assignment.

EXAMS

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

GRADING

Class Participa	ation	100 points	
Case Studies		100 points	
Mid-term Exam		100 points	
Final Exam		100 points	
Course Projec	t - Written 50	-	
-	Oral 50	100 points	
Doctoral Proje	ect - Written 50		
	Oral 50	<u>100 points</u>	
Total		600 points	
564-600	А	444-461	С
540-563	A-	420-443	C-
522-539	B+	402-419	D+
504-521	В	360-401	D
480-503	В-	359 or below	F
462-479	C+		

COURSE SCHEDULE

Lectures	Торіс
1	Overview, Trade and FDI
	Read Chapters: 1, 2
2	Theories of Trade and Investment
	Read Chapter: 3
3	Institutions/Sociocultural Forces
	Read Chapters: 4, 5
4	Natural Resources
	Read Chapter: 6
5	Economic & Political Forces
	Read Chapters: 7, 8
6	Legal, Monetary & Financial Forces
	Read Chapters: 9, 10

7	Review for Midterm
	Chapters: 1-10
8	Labor & Competitive Strategy
	Read Chapters: 11, 12
9	Organizational Design & Control
	Read Chapter: 13
10	Analyzing Markets and Entry Modes
	Read Chapters: 14, 15
11	Export & Import
	Read Chapter: 16
12	Marketing, Operations & Supply Chain
	Read Chapters: 17, 18
13	HR, Accounting & Finance
	Chapters: 19, 20
14	(a) Review Chapters: 11-20
	(b) Final Exam
15	(a) Written Course Project Due
	(b) Oral Presentation of Course Project
	(c) Written Doctoral Project Due
	(d) Oral Presentation of Doctoral Project Due

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 welcome. Do not hesitate to ask questions do not leave anything unclear for you.

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.

INSTRUCTOR BIO

My first career was in operations for manufacturers. I worked as an expediter, quality control inspector, junior chemist, front line supervisor and plant manager. I was lucky enough to be a poverty attorney during the "War on Poverty". My third career was as a producer, director, script writer and actor for a murder mystery company. For the past thirty years I have had a consulting firm, specializing in management and marketing problems, both domestically and internationally.

Like many students, I pursued four degree programs while working full time. My passion is teaching. I have over thirty years of teaching graduate and undergraduate business classes. My other interests are family and travel. I have had an opportunity to work and travel to 171 countries.

Syllabus Updated: January 21, 2014