



Lincoln University

– BA 130 –

Introduction to International Business

COURSE SYLLABUS

Summer 2014

Lecture Schedule: Monday and Wednesday, 12:30 PM – 3:15 PM
Credit: 3 units
Instructor: Prof. Sergey Aityan
Office Hours: Monday, 11:15 AM – 12:15 PM
Wednesday, 11:15 AM – 12:15 PM
Students are advised to schedule appointments on the appointment list on the board at the professor's office that will ensure exact appointment time without waiting.
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☎: (510) 628-8016

Textbook:

- 1. Main Textbook:**
Charles W. L. Hill (2012)
International Business
McGraw-Hill/Irwin; 9 edition, 752 pages
ISBN-10: 0078029244
ISBN-13: 978-0078029240
- 2. Course lectures notes:**
Sergey Aityan, "International Business and Investment Strategy",
the online course notes at <http://elearning.lincolnuca.edu>.

Last Revision: May 5, 2014

CATALOG DESCRIPTION

The varied dimensions of doing business abroad will be covered in terms of patterns of international trade, foreign investments, social and political frameworks, the economic environment, national and international constraints, and problems of general management associated with planning, financing, marketing, personnel, and legal requirements. (3 units)
Prerequisite: BA 10

COURSE OBJECTIVES

To introduce students to the basic aspects of international business and investment strategies in the era of global economy; advantages and problems associated with cultural

diversity, different legal systems and different levels of economic development; optimizing business and investment strategies.

PROCEDURES AND METHODOLOGY

Lecture method is used in combination with a supervised exercises and business case study. The emphasis will be on learning by doing. Every student must participate in an intensive classroom activity, must complete home tasks and course projects, and take quizzes and exams.

COURSE PROJECT

Students will be working on teams and every team has to come up with an idea of a new international company, develop and submit business outlines for it. The teams will be presenting their progress during the course for discussions and adjustments.

REQUIREMENTS

All students are required to attend classes. Continuous assessment is emphasized. Written or oral quizzes will be given every week. Reading, writing, home tasks, and “business case study” assignments will be made throughout the course. Students must complete all assignments and take all quizzes, mid-term exam and final exam on the **dates due**. 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.

EXAMS

Both, midterm and final exams are structured as written essay to answer the given questions. Each exam includes six questions. The essay must be written clearly and easy to read, structurally with clear logical presentation of the answers. Graphs, charts, tables, and other supporting illustrations are required if needed. Examples to illustrate the answers are required. Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class. The final exam is comprehensive, i.e. includes the whole course. The exams are neither “open book” nor “open notes.”

GRADING AND SCORING

All activities will be graded according to the points as shown below.

Grade	A	A-	B+	B	B-	C+	C	C-	D+	D	F
Points	94-100	90-93	87-89	83-86	80-82	77-79	73-76	70-72	67-69	60-66	0-59

In exams, every answer is graded by points from 0 to 100 and the total points for an exam are calculated as the average of the points received for all answers in the exam.

The final grade for the course will be given as the total weighted score for all activities according to the percentage shown in the table below.

Activity	Time	Percent
Quizzes, home tasks, and	Every week	20%

classroom activities		
Course project		20%
Mid-term exam	In the middle of the course	30%
Final exam	Last week of the course	30%

If both grades for the midterm and final exams are “F” the term grade for the course is “F” regardless of the grades for the project and classroom activities.

MAKE-UP WORK

Assignments are to be completed on time during the course. Late assignments will result in a reduced grade. Midterm and final exams and group presentations cannot be made up if missed unless there is a documented emergency.

COURSE SCHEDULE

Week	Topic	Chapters
1	(a) About the course (b) Global Business Environment	Ch. 1
2	(a) Global Organizations (b) History of Free Trade (c) Project Review	Ch. 2 Ch. 3
3	(a) Theories of International Trade and Investment	Ch. 4
4	(a) History and Role of Money (b) International Currency System (c) Project Review	Ch. 5 Ch. 6
5	(a) Forms of International Business (b) Project Review	Ch. 7
6	(b) Cultural Challenge and Human Resource Management in Global Firm	Ch. 8
7	(a) The Role of Political and Legal Systems (b) The Role of Government (c) Project Review	Ch. 9 Ch. 10
8	Midterm Exam	Ch. 1 – 10
9	(a) Ethics of International Business (b) Project Review	Ch. 11
10	(a) Regional Economic Integration (b) Emerging Markets (c) Project Review	Ch. 12 Ch. 13
11	(a) Global Strategy and Organization (b) Global Market and Marketing (c) Project Review	Ch. 14 Ch. 15-16
12	Exchange Rate Exposures	Ch. 17
13	Course Project Presentations	
14	Comprehensive Final Exam	
		Ch. 1 – 17

OTHER COMMENTS

- Please participate. 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/slide printouts on the material covered from a classmate or the instructor.
- 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 a classroom.