This is an opportunity for you, in groups of 4-5 students, to develop a basic import-export plan for a production of products that you might equally consider purchasing import-

3. Foreign Multi-National Companies Project
2. U.S. Fortune 500 Companies and Their International Presence Project
1. Import-Export Project
Projects - Choose one of the following:

Learning Experiences: How are going to achieve the objectives?

**Financial Times, US Edition**


**Required Text**

We live in and the inter-related effects it creates. In addition, the objectives of this course are to balance conceptual and practical

1. Understand how the macro-global environment (political, socio-cultural, economic, technological, and competitive issues) can affect the company's microenvironment.
2. Be able to effectively manage your self and others in a cross-cultural business environment.
3. Be confident in your ability and passionate about applying your knowledge and skills to help solve company-related problems related to global business.

**GBM Program Objectives That Are Addressed by Our Course Objectives**

**4.S. International Business GBM Management**

Kachynski@cas.missouri.edu
7:00 - 7:30 p.m.
Office hrs: M - W 4:30 - 5:00 p.m.

350 Markstrum Hall
760-750-4216
Klaus P. Scharfen
II. Current Events Participation

be part of the Appendix.

You will present a written research report with complete documentation at the end of the semester. The written version will be worth 60 points. The paper length could easily be anywhere between 15-20 pages.

why these projects have been selected.

industries (both profitable and/or Not),海尔, Nies, Cola, Sony, Toyota, etc. These are reasons

Furthermore, by doing these projects I would like to make you aware of the

and important, foreign direct investment, green-field investment, etc. (c)

One of the goals of this class is to help you understand from a practical perspective the

US as well as other countries, excluding the home country.

3. In your Foreign Multi-National Company, which will be discussed in class, you will

countries, such as Asia, Latin America and Eastern Europe (Emerging Markets).

2. In your US Fortune 500 plan, which will be discussed in class and in the information

In your Import-Export plan, which we will discuss in class and in the information

Other countries, as well as Foreign Multi-National companies have locations in the US and

Also, develop a basic plan why US Fortune 500 companies have locations in foreign

transportation, economic, purchasing power, dependency and social trends, applicable

must follow to import/export the issues to consider, such as (exporting, re-exporting, etc.)

products. You will select the product(s), the objectives, the process you

transactions, etc.) The specific documents you will need to make

laws and any laws you should be aware of.

0 points total). Quality of expression of the overall interest in the class, ability of information to class issues, and

Street Journal, Financial Times, or from any other foreign business newspaper. The

we refer with authority of global business issues, each of you will write one current

To get each one of you personally involved in the academic concern of global business

nothing but the Appendix.

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products. You will select the product(s), the objectives, the process you

transactions, etc.) The specific documents you will need to make

laws and any laws you should be aware of.
The specific chapter. The 45-minute time allocation is based on the amount of material.

The exam will last approximately 45 minutes and will cover the material within the entire course of class time, and it will test the material from the textbook only and the lectures. You must complete your assessment before the class ends. This will be held in my office during class time and two exams (you can choose your preferred). There will be no written exams. Instead, you will have two pass-fail exams in terms of

11. Exams

This course in the future.

Not this person (s) would be willing to be a possible guest speaker in your background or whether your background is
to interest. Also, mention at the beginning of your interview whether or
not you have worked or have or had

The quality of your grade on this report depends first and foremost on the people you

direct responsibilities that involve international commerce.

b. They must have worked in this position for at least one year and have or had

within the same company.
a. They must either work in two different companies in two different functions

The basic considerations for finding two people are as follows:

(22 points)

Each interview should be a maximum of 2 pages, single-spaced. I2. Times New Roman

Evaluation

Global business. The less comprehensive your interview, can be and the lower the
Global business. Remember, the more limited the person's exposure to international/

Important: Select a company or companies which are highly involved in international/
in your report.

and interview should follow these guidelines:

Interview: You should organize your information according to what categories of

Importantly, you should organize your information in your report.

In the description of their responsibilities, the challenges they have experienced, what the

Your paper:

Mullin National Company. Your proposed objective will be to cover the following points:

either Exporter and/or Importer, be with a US Fortune 500 Company and/or a Foreign

people that are interested in some aspect of international/global business (they could be

To also help accomplish the objectives of the course, you will find and interview two

III Interviews
<table>
<thead>
<tr>
<th>Percentage</th>
<th>Grade</th>
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</thead>
<tbody>
<tr>
<td>73-78%</td>
<td>C</td>
</tr>
<tr>
<td>79-80%</td>
<td>C+</td>
</tr>
<tr>
<td>81-86%</td>
<td>B</td>
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<tr>
<td>87-88%</td>
<td>B+</td>
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<tr>
<td>89-90%</td>
<td>B</td>
</tr>
<tr>
<td>91-100%</td>
<td>A</td>
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</table>

Two fails = F
One fail = D

<table>
<thead>
<tr>
<th>Points</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>125</td>
<td>Total points</td>
</tr>
<tr>
<td>8</td>
<td>Country Quizzes</td>
</tr>
<tr>
<td>5</td>
<td>Class Participation</td>
</tr>
<tr>
<td>8</td>
<td>Current Events</td>
</tr>
<tr>
<td>22</td>
<td>Interview</td>
</tr>
<tr>
<td>22</td>
<td>Foreign Multi-National Project</td>
</tr>
<tr>
<td>22</td>
<td>US Foreign 500 Project</td>
</tr>
<tr>
<td>82</td>
<td>Import-Export Project</td>
</tr>
</tbody>
</table>

Grading

Country will be worth one-quarter point (8 points total).

Each of these geographic regions will be selected from among the possible ones. Each of these regions: Asia, Latin America, Europe, and the Middle East. Each country in each of these regions will be a different part of the world.

You will have four country quizzes, each covering a different part of the world.

W. Country Quizzes

Almost all the questions, you can repeat a failed oral exam once.

Pass means that you know the answers without hesitation or prompting on the exam.

If you fail both, the highest grade you can receive is a C. Regardless of whether you pass or fail, these quizzes will be very important.

You will receive a study guide for each exam. You must follow it closely: Attendance is mandatory. You will need to return for your second and final attempt, so be prepared.

If you know the answers, it is best to do the case; you will be excused for the exam. You will need to return for your second and final attempt. You will need to return for your second and final attempt.
For additional information see Cal State University San Marcos 2006-2008

Abusive behavior of students and/or instructor

Profanity or vulgarity

This class:
The misconduct merits such action. The following will not be tolerated in this class:
The instructor will contact the Dean of Student Activities if misconduct.
The instructor will exclude a student for up to two class meetings pursuit.

In the classroom everyone will respect all persons and groups.

The usual rules for academic honesty apply to this class. The building

advocate

Whether collaboration is cheating, it is your responsibility to ask me in
collaborative action. There will be no second chances. If in doubt as to
and utilize these resources to help you in academic work.

Instructor's or your own, unless otherwise

The usual rules for academic honesty apply to this class. The building

Academic

make-up period for the oral exams.

have let me know ahead of time. There will be a maximum of one-week
make-ups will be given only when the reason is substantial and when you

any announcements etc. made during class time.

If you are going to miss a class for some reason, I expect you to call me,
call me, or drop by to let me know.

chapter readings include the cases in each chapter.

I expect you to have read the material for that day's lecture and will
All participation.

Attendance: I expect you to be in class every time and on time.

Expections
<table>
<thead>
<tr>
<th>Date</th>
<th>Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/24</td>
<td>Class orientation and project discussion</td>
</tr>
<tr>
<td>1/29</td>
<td>Project discussion and choice of project and group, Project responsibilities finalized</td>
</tr>
<tr>
<td>2/5</td>
<td>Chapter 1</td>
</tr>
<tr>
<td>2/7</td>
<td>Chapter 2</td>
</tr>
<tr>
<td>2/12</td>
<td>Chapter 3</td>
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<tr>
<td>2/14</td>
<td>Chapter 4</td>
</tr>
<tr>
<td>2/19</td>
<td>Latin America Quiz</td>
</tr>
<tr>
<td>2/21</td>
<td>Chapter 5</td>
</tr>
<tr>
<td>2/26</td>
<td>Chapter 6</td>
</tr>
<tr>
<td>2/28</td>
<td>Chapter 7</td>
</tr>
<tr>
<td>3/5</td>
<td>Chapter 8</td>
</tr>
<tr>
<td>3/7</td>
<td>Review of projects</td>
</tr>
<tr>
<td>3/12</td>
<td>Asia Quiz</td>
</tr>
<tr>
<td>3/14</td>
<td>Mid-term Oral Exam</td>
</tr>
<tr>
<td>3/19</td>
<td>Mid-term Oral Exam</td>
</tr>
<tr>
<td>3/21</td>
<td>Draft of projects due</td>
</tr>
<tr>
<td>4/2</td>
<td>Chapter 10</td>
</tr>
<tr>
<td>4/4</td>
<td>Chapter 12</td>
</tr>
<tr>
<td>4/9</td>
<td>Chapter 13</td>
</tr>
<tr>
<td>4/11</td>
<td>second draft of projects due</td>
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<tr>
<td>4/16</td>
<td>Guest speaker</td>
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</tr>
<tr>
<td>Event</td>
<td>Date</td>
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<td>------------------------</td>
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</tr>
<tr>
<td>Final Exam Period</td>
<td>5/12</td>
</tr>
<tr>
<td>Oral Exams</td>
<td>5/9</td>
</tr>
<tr>
<td>Oral Exams</td>
<td>5/7</td>
</tr>
<tr>
<td>Oral Exams</td>
<td>5/2</td>
</tr>
<tr>
<td>Review Chapters 10-16</td>
<td>4/30</td>
</tr>
<tr>
<td>Make-ups, Projects due</td>
<td>4/25</td>
</tr>
<tr>
<td>Europe and Middle East Quiz</td>
<td>4/23</td>
</tr>
<tr>
<td>Chapter 14</td>
<td>4/18</td>
</tr>
</tbody>
</table>

Note: This syllabus may be revised during the semester. If a revision occurs students will be promptly notified.