



Lincoln University

BA 415 – International Business and Investment Strategy

Summer 2022

Instructor: Prof. Alexander Anokhin, PhD
Lecture Schedule: Monday / Wednesday, 9:00 – 11:45 am
Office Hours: Monday/Wednesday, 11:45 am – 12:30 pm
Credits: 3 units / 45 lecture hours
Level: Mastery 2 Research (M2R)
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Course Website: <https://canvas.instructure.com/enroll/7KNYCD>

Textbooks: International Business: Competing in the Global Marketplace
by: Charles W. L. Hill, McGraw-Hill Higher Education
ISBN: 9781259929441, 1259929442
Edition: 12th
Copyright year: 2019

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CATALOG DESCRIPTION

The nature and scope of international business; economic, political and cultural environments; national and international constraint and agreements; problems of general management associated with planning, financing, marketing, human resources, cultural problems, technology, and legal requirements with particular emphasis on the potentiality of direct investment in foreign lands. There will be at least one assignment which makes use of the Internet. (3 units)

Prerequisite: ECON 20A or BA 310

EDUCATIONAL OBJECTIVES

This course is about challenges and opportunities that companies meet when going international. In our study we will attempt to break artificial barriers that divide trade theory, international finance and political economy in order to gain a better understanding of the highly interconnected modern business world.

Upon completion of the course students will be able to:

- 1) Define key ideas and concepts in the field of international business
- 2) Identify various types of political, legal and economic systems as well as corresponding threats and opportunities for business and investment.
- 3) Analyze cultural variables and their effect on business activities.

- 4) Discuss and compare rationales and limitations of international financial and monetary systems as well as governmental trade policies.
- 5) Critically analyze risks and benefits of international business as related to global investment and marketing strategies.

COURSE LEARNING OUTCOMES¹

	Course LO	Program LO	Assessment Activities
1	Analyze the requirement of conducting international business and formulate effective internationalization strategy	PLO 1	Case study, Classroom exercise
2	Critically analyze and communicate risks and benefits of international business as related to global investment and marketing strategies.	PLO 3	Case study, Classroom exercise
3	Synthesize the understanding of international business realities by means of research activities, including study design, data collection and analysis.	PLO 4	Case study, Classroom exercise

PROCEDURES AND METHODOLOGY

This is a direct classroom instruction course

The course focuses on the analysis and discussion of thematic case studies. Case study analysis is supplemented by the lectures and other in-class assignments. Course project work is designed to integrate all knowledge obtained in the course.

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).

CLASS RULES

1. Class attendance is required. Attendance will be taken each class at a time chosen by the instructor.
2. Students are required to arrive to class on time.
3. Detected cheating/plagiarism will result in “F” for the assignment.
4. Please participate in class activities.

COURSE PROJECT

Every student must complete a group research project for an in-class presentation. Research projects must comply with the Lincoln University guidelines. The project will focus on preparing an internationalization strategy for an existing company. The detailed instruction will be provided in class.

¹ 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).

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. The specific topic will be assigned by the instructor.

The project requires 45 hours of self-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 will be done using the following rubric:

WRITTEN REPORT				
	<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

PRESENTATION

	<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, precise and appropriate responses to all audience question.	Student demonstrates knowledge of the topic by responding adequately to questions of the audience.	Student demonstrates lack of knowledge of the topic by responding inaccurately and inappropriately to audience questions.

EXAMS

The exams will consist of questions based on lectures, assigned chapters and supplementary reading.

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
80-82	B-	0-59	F
77-79	C+		

Tentative Weights

Final grade will consist of the following components:

Participation (in-class activities, case studies, assignments)	20%
Project	35%
Final Exam	45%

COURSE SCHEDULE

	Topic	Assignments Due
June 13	Introduction. What is International Business?	
June 15	a) Theories of International Trade b) Politics of Trade Liberalization	Debate: “Trade Liberalization: Pros and Cons”.
June 20	Political, Economic, and Legal Differences.	Case Study: Venezuela under Hugo Chavez and Beyond
June 22	Differences in Culture	
June 27	Foreign Direct Investments	Case Study: Volkswagen in Russia Complete Phase 1 of Course Project
Jun 29	Regional Economic Integration	Case Study: Creating the World’s Biggest Free Trade Zone
July 4	INDEPENDENCE DAY – NO CLASS	
July 6	Strategy of International Business	
July 11	Organization of International Business	Case Study: Phillips’ Global Restructuring
July 13	Global Monetary System	Case Study: The Global Financial Crisis and Its Aftermath: Declining Cross-Border Capital Flows Complete Phase 2 of Course Project

	Topic	Assignments Due
July 18	Global Marketing and R&D	
July 20	Course Project work	Complete Phase 3 of Course Project
July 25	Course project presentations	
July 27	Final Exam	Comprehensive