

LINCOLN UNIVERSITY
BA 416 – INTERNATIONAL MANAGEMENT
COURSE SYLLABUS
Department of Business and Economics
Fall 2011

Lecture Schedule: Wednesday: 9:00 – 11:45 AM
Credit: 4 units = 45 hours of lecture + 45 hours of research project
Instructor: Prof. Ken Germann, MBA, JD
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Textbook: **International Business: Challenge of Global Competition**
12th Edition, by Ball, Geringer, Minor&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, 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 is a required part of the course. (4 units)

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 the 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 must complete and submit a plan for setting up business operations in a new international market place. Final project will be presented orally on the last day of class.

REQUIREMENTS

Continuous assessment is emphasized. Written assignments will be given every week. Reading, writing and “business case study” assignments are 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 Participation			100 points
Case Studies			100 points
Mid-term exam			100 points
Final exam			100 points
Course Project - Written	50	10%	
	Oral	50	10%
			<u>100 points</u>
Total			500 points

470-500	A	365-384	C
450-469	A-	350-364	C-
435-449	B+	335-349	D+
415-434	B	315-334	D
400-414	B-	300-314	D-
385-399	C+	299-below	F

COURSE SCHEDULE

Class	Topic	Chapters
1	Overview	
	Changes, Trade & FDI	Ch. 1, 2
2	Theories of Trade & Investment	Ch 3
3	Institutions/Sociocultural Forces	Ch. 4, 5
4	Natural Resources/Environmental	Ch. 6
5	Economic & Political Forces	Ch. 7, 8
6	Legal Monetary & Financial Forces	Ch. 9, 10
7	(a) Review	Ch. 1, 10
	(b) Midterm Exam	
8	Labor & Competitive Strategy	Ch. 11, 12
9	Organizational Design & Control	Ch. 13
10	Analyzing Markets & Entry Modes	Ch. 14, 15
11	Export & Import	Ch. 16

12	Marketing, Operations & Supply Chain	Ch. 17, 18
13	HR, Accounting, Finance & Review	Ch. 19, 20
14	(a) Final Exam	Ch. 11-20
	(b) Written Course Project Due	
	(c) 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 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 expeditor, 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.

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.

Updated: 8/16/2011