



QUINLAN
SCHOOL of BUSINESS

Schreiber Center • 16 E. Pearson St.
Water Tower Campus • Chicago, IL 60611
LUC.edu/Quinlan

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appointment

MGMT 315, Section 10W

INTERNATIONAL MANAGEMENT

Spring Semester 2018

Tuesdays and Thursdays 2:30-3:45 PM, CLC 326

Catalog Description and Learning Outcome

Prerequisites: Junior Standing, minimum grade of "C-" in MGMT 201.

This course analyzes the problems of managing in an international marketplace by focusing on cultural differences, political/economic influences, global market factors, and other contingencies with which managers of multinational enterprises must contend.

Outcome: Students will be able to demonstrate an understanding of the major theoretical perspectives and frameworks underlying international management, as well as evaluate and develop international and cross-cultural skills through self-observation and reflection.

Course Overview

This course is designed to improve your international management knowledge and skills by providing information that will enhance your understanding of multinational enterprises and the issues and challenges which managers often confront when operating internationally; such as planning, organizing, communicating, staffing and motivating.



Required Materials

Textbook: Paul D. Sweeney and Dean B. McFarlin. *International Management: Strategic Opportunities and Cultural Challenges*. 5th edition paperback. Available at the Follett Bookstore for purchase and rental.

Other required materials: Other class materials available on Sakai. Please check Sakai frequently. In case you need to miss a class, you are fully responsible for getting class notes, handouts and any important information discussed in class.

Course Requirements and Grading Criteria

1. **Three Quizzes** 30% (10% each)
 - All quizzes are primarily short answer. They will focus on course concepts, terms and cases.
2. **Group Paper and Presentation** 40% (32% paper; 8% presentation)
 - No late papers will be accepted.
 - Details will be provided early in the semester. Students will form teams and do a country-specific paper and presentation. Two rounds of instructor feedback on the writing and paper content are a key aspect of this paper.
3. **Individual Papers/Assignments** 15% (Four papers at 5% each; drop lowest)
 - No late papers/assignments will be accepted.
 - Papers assigned throughout the semester.
4. **Take Home Final/Reflection Paper** 12%
 - No late papers will be accepted.
 - Will be assigned the last week of class.
5. **Class Engagement** 3%
 - Regular attendance, class preparation and engagement in class (including group exercises, activities and peer evaluation feedback from group paper/presentation) is expected and factors into this grade component.



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extra credit available

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Course Grading Scale:

93-100	A
90-92	A-
87-89	B+
83-86	B
80-82	B-
77-79	C+
73-76	C
70-72	C-
67-69	D+
60-66	D
0-60	F

Quinlan School of Business Policies:

Attendance

Class attendance and participation are fundamental components of learning, so punctual attendance at all classes, for the full class meeting period, is expected of Quinlan students.

Faculty may set participation policies unique to their courses and use class participation as a component of the final grade.

- See “Class Engagement”

The student is responsible for any assignments or requirements missed during an absence.

- Attendance: It’s my expectation that you attend every class. Please email me in advance if you have a personal or university-related conflict.
- Arriving late/leaving early: Please do your best to arrive and leave class on time. However, if you must arrive late/leave early – please do so in a courteous manner.
- Technology: Please keep to a minimum and for school-related use.



Make-Up Examinations

Loyola University academic policy provides that tests or examinations may be given during the semester or summer sessions as often as deemed advisable by the instructor. Because Quinlan faculty believe examinations represent a critical component of student learning, required examinations should be taken during the regularly scheduled class period. **Make-up examinations are discouraged.** Exceptions may be granted only by the faculty member or department chair, and only for unavoidable circumstances (illness verified by a signed physician's note, participation in intercollegiate athletic events, subpoenas, jury duty, military service, bereavement or religious observance). A make-up final examination may be scheduled only with the permission of the appropriate Quinlan Assistant or Associate Dean.

If a make-up examination must be given, it is the responsibility of the faculty member to prepare, schedule and proctor the exam. The only regular exception is for a student athlete, who may use the testing services of the Athletics Department to complete a make-up examination. For a student with a documented special testing need, please consult University policy concerning use of the testing center in Sullivan Center at Lake Shore Campus.

Academic Integrity

All members of the Quinlan School shall refrain from academic dishonesty and misconduct in all forms, including plagiarism, cheating, misrepresentation, fabrication and falsehood...Plagiarism or cheating on the part of the student in individual or group academic work or in examination behavior will result minimally in the instructor assigning the grade of "F" for the assignment or examination. In addition, all instances of academic dishonesty must be reported to the chairperson of the department involved.

For further information about expectations for academic integrity and sanctions for violations, consult the complete Quinlan School of Business Honor Code and Statement of Academic Integrity on the Quinlan website:

<http://www.luc.edu/media/lucedu/quinlanschoolofbusiness/pdfs/Honor-Code-Quinlan-July2012.pdf>



Mgmt 315 - Weekly Course Outline

<u>Week</u>	<u>Date</u>	<u>Key Topics and Dates</u>
1	Jan 16	Course introduction and overview Chapter 1: On a Global Stage: The World of International Management
2	Jan 23	Chapter 2: Legal and Political Foundations of International Management
3	Jan 30	Chapter 3: Doing Things Right: International Ethics and Social Responsibility Discuss group paper/presentation Discuss individual paper #1 Case discussion and in-class exercises
4	Feb 6	Chapter 4: Making Distinctions Across Cultures: Implications for International Management
5	Feb 13	Chapter 5: Perception, Interpretation and, Attitudes Across Cultures Quiz 1 – Feb 13 Individual paper #1 due – Feb 15 First group paper submission due – Feb 15
6	Feb 20	Chapter 6: Communicating Effectively Across Cultures Case discussion and in-class exercises Discuss individual paper #2



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| 7 | Feb 27 | Individual paper #2 due – Mar 1
Chapter 7: Managing Conflict and
Conducting Effective Negotiations |
| 8 | Mar 6 | No classes: Spring Break |
| 9 | Mar 13 | Chapter 8: Taking Stock: Developing International Strategy
Chapter 9: Jumping In:
Foreign Market Entry and Ownership Options
Discuss individual paper #3 |
| 10 | Mar 20 | Chapter 10: Motivating and Leading Across Cultures
Discuss individual paper #4
Quiz 2 – Mar 20
Individual paper #3 due – Mar 22 |
| 11 | Mar 27 | Chapter 11: Building an Effective International Workforce
Second group paper submission due – Mar 27
No class Mar 29 – Easter Break |
| 12 | Apr 3 | Chapter 12: Evaluating and Rewarding Employees Worldwide
Individual paper #4 due – Apr 5 |
| 13 | Apr 10 | Chapter 13: Managing Cultural Groups: From Small Work
Quiz 3 – Apr 12 |
| 14 | Apr 17 | Group Papers Due: Apr 17
Presentations Begin: Apr 17
Presentations Continue: Apr 19 |



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15 Apr 24

Presentations Continue: Apr 24

Assign Take Home Final/Reflection Paper:

- **Due by May 5 at 4:15PM**

Peer Evaluations Due

Course wrap-up

Last day of class is Apr 26

Please note: This class may occasionally deviate from the course outline above.
The instructor reserves the right to make changes as needed to the course syllabus.