Instructor: Ms. Cindy Fox, 704-687-7676, ctfox@uncc.edu, Rm. 148 Friday Bldg.

Contact Hours: Tuesday/Thursday 5:00-6:15pm, Rm. 142 (old Rm. 16) Friday

Office Hours: Before class or in my office with notice

John J. Wild and Kenneth L. Wild; published by Prentice Hall.

Course Description:
*MGMT 3275. International Management. (3)*
Prerequisites: MGMT 3140 and MGMT 3274 with grades of C or above, Senior standing. Preparation for effective management in a world characterized by intense international competition. Case studies, projects, and presentations assist students to apply concepts and theories.

Course Objectives:
- Analyze and evaluate appropriate modes of entry into international markets
- Understand various strategies companies could use in worldwide operations
- Appreciate the impact of culture on operations of companies globally, particularly in Human Resources
- Understand the impact of various acquisition and merger methods, various organizational structures and various R & D strategies
- Develop familiarity with some important emerging markets and what strategies may be relevant for those countries

Grading: Three tests @ 25%each =75%

Oral participation/Attendance 5%

Team Class Presentation 10%

Company Project 10%

Class Format
Not all the material in the text will be covered in class; students are expected to ask questions if necessary. There are a number of guest speakers in this course, sharing their experience in the dynamic global marketplace and expanding the text material. Information from the guest speakers will be included on tests and should be reflected in your projects. Talking outside of discussion, texting, etc. while a guest speaker is sharing will result in substantial point reductions in your oral participation grade.

All of the class materials and grades will be on Moodle.

Tests=(75%)
Tests can only be made up with prior permission, and must be taken by the end of 48 hours after the problem is resolved. It is your responsibility to contact me about scheduling a make-up.
Only one make-up exam will be given per student/semester. Students must have documentation at the time of the make-up.

**Class Participation and In-Class Assignments (5%)**
Attendance is expected at every class and will be taken at the beginning of class. Exam material will come primarily from class discussion, if you miss the discussions, it will affect your grade. You need to contact me if an emergency/problem arises that means missing two or more classes in a row. The oral participation/attendance grade is a combination grade. You will not earn an A in oral participation if you don’t participate outside of in-class assignments. I am looking for quality participation; talking amongst yourselves or on a cell phone/texting during lecture/discussion will detract from your grade, talking so much that others can’t contribute will also detract from your grade. Students need to show their name cards during every class.

**Team Written/Oral Presentation (10%)**
Each group of 6 will present a 20 minute presentation from the assignments listed on Moodle. These assignments come from the options at the end of each chapter and the presentation is due on the assigned date at the end of the chapter coverage. A copy of the power points will be submitted along with the project, Do not email them to me. You will be graded on the effectiveness of the presentation and the quality of the material. All sources need to be cited or you will either lose points or earn a 0 on the project.

**Country Project (10%)**
There may be an option of working with the Export Assistance Center on these projects, information will be posted as soon as it is available.

**Academic Integrity Policy:**
All students have the responsibility to know and observe the requirements of The UNCC Code of Student Academic Integrity. This code forbids cheating, fabrication or falsification of information, multiple submissions of academic work, plagiarism, abuse of academic materials, and complicity in academic dishonesty. Any special requirements or permission regarding academic integrity in this course will be stated by the instructor, and are binding on the students. Academic evaluations in this course include a judgment that the student’s work is free from academic dishonesty of any type, and grades in this course therefore should be and will be adversely affected by academic dishonesty. Students who violate the code can be expelled from UNCC. The normal penalty for a first offense is zero credit on the work involving dishonesty and further substantial reduction of the course grade. In almost all cases the course grade is reduced to F. Copies of the code can be obtained from the Dean of Students Office or online at http://www.uncc.edu/policy/data/ps105.html. Standards are expected to report cases of academic dishonesty to the course instructor.

**Belk College Statement on Diversity:**
The Belk College of Business strives to create an inclusive academic climate in which the dignity of all individuals is respected and maintained. Therefore, we celebrate diversity that includes, but is not limited to ability/disability, age, culture, ethnicity, gender, language, race, religion, sexual orientation, and socio-economic status.
Tentative Spring Schedule

1/10/12  Introduction, Chapter 1-Globalization
1/12/12  Chapter 1-Globalization
1/17/12  Chapter 2-Cross-Cultural Business
1/19/12  Chapter 2-Continued
1/24/12  Chapter 3-Politics, Law and Business Ethics
1/26/12  Chapter 3-Continued
1/31/12  Test #1
2/2/12   Guest Speaker: India
2/7/12   Chapter 11-International Strategy and Organization
2/9/12   Chapter 11 Continued
2/14/12  Chapter 11 Continued
2/16/12  Chapter 11 Presentation
2/21/12  Chapter 12-Analyzing International Opportunities
2/23/12  Chapter 12 Continued
2/28/12  Guest Speaker: NC companies enter Columbia, South America; Grace Palacios, International G.O.A.L.S.
3/1/12   Chapter 12 Presentations
3/13/12  Chapter 13-Selecting and Managing Entry Modes
3/15/12  Guest Speaker: Matt Tichon, Head of Supply Chain for North America, Clariant Corporation
3/20/12  Chapter 13 Continued
3/22/12  Chapter 13 Presentations
3/27/12  Test #2
3/29/12  Chapter 14-Developing and Marketing Products

4/3/12  Guest Speaker: Clem Schrader, Livingstone/Hipage

4/5/12  Chapter 14 Continued; Chapter 14 Presentations

4/10/12  Chapter 15-Managing International Operations

4/12/12  Chapter 15 Continued, Chapter 15 Presentations

4/17/12  Chapter 16-Hiring and Managing Employees

4/19/12  Chapter 16-Continued

4/24/12  Chapter 16 Presentations

4/26/12  In-Class Project

5/1/12  Test #3

Final Exam Period  Company Presentations