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MGMT465.01: World Trade and Commerce

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University of Montana - Missoula

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World Trade and Commerce Course Syllabus – Fall 2007

Professor: Arnold Sherman
Office: GBB 257
Office Hours: by appointment
Phone: 243-6982
Email: arnie@mwtc.org

Text: *Mastering Global Markets: Strategies for Today's Trade Globalist*,
by Michael R. Czinkota

Course Objective: To be a practical, hands-on approach to learning and understanding how to be successful in the new global marketplace.

Requirements:

- Class attendance and participation
- Computer research ability (Internet training will be provided if necessary)
- Written assignment
- Exam over text
- Final project participation

Class topics include:

- Global market scenario 2007
- Criteria for evaluating and interpreting market-specific information
- How to qualify foreign business partners
- Trade financing
- Negotiating for success
- Identifying and creating global business opportunities
- Learning how to apply available market access information and resources
- Profiles of model international projects and ventures
- Montana's role in the new global marketplace
- The evolution of global commerce
- Trade, politics and law

Grading:

• Class participation/ <u>attendance</u>	75
• Internet assignment 1	25
• Test over text	125
• Negotiation	100
• Written Assignment	<u>75</u>
Total	400

All students must practice academic honesty. Academic misconduct is subject to an academic penalty by the course instructor and/or a disciplinary sanction by the University.

WORLD TRADE AND COMMERCE

Course Syllabus – Fall 2007

Class Date:

Assignments and Due Dates

Tuesday, August 28

Thursday, August 30

Introduction to class and the way we will work

Class/ **Bio Sketch Due**

Tuesday, September 4

Thursday, September 6

Class, **Internet Assignment Due**

Class

Tuesday, September 11

Thursday, September 13

Class

Class

Tuesday, September 18

Thursday, September 20

Class

Class

Tuesday, September 25

Thursday, September 27

Class

Class

Tuesday, October 2

Thursday, October 4

Class

Class

Tuesday, October 9

Thursday, October 11

Class

Class

Tuesday, October 16

Thursday, October 18

Class

Class

Tuesday, October 23

Thursday, October 25

Class

Exam

Tuesday, October 30

Thursday, November 2

Class

Class

Tuesday, November 6

Thursday, November 8

Class

Class

Tuesday, November 13

Thursday, November 15

Project Work

Class

Tuesday, November 20

Thursday, November 22

Project Work

Thanksgiving Holiday

Tuesday, November 27

Thursday, November 29

Negotiations

Negotiations

Tuesday, December 4

Thursday, December 6

Negotiations

Last Class

Tuesday, December 11

Written Reports Due