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MGMT 368.01: International Business

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Office Hours:  
Monday 2:00-3:00pm  
Wednesday: 9:00-10:00am and 2:00-3:00pm


Course Overview and Objectives:

This course is designed to teach students the basic principles of the practice of conducting business internationally from a U.S. business perspective. In addition to concepts from the text, I will present practical real-world information to augment the material from the text. Some of the objectives in delivering this course are as follows:

- Create and/or enhance students understanding of the nature and sensitivities of conducting business in a global business environment  
- Develop an understanding of important concepts and practices when conducting business internationally  
- How to evaluate international opportunities, conduct trade (get deals done) and understand risks and ways to mitigate various risks to the venture  
- Implications and importance of U.S. politics and economic implications as they relate to and influence U.S. international business activities

Class Behavior, Attendance and Participation:

The classroom is a place for learning the material being taught. Anyone whose behavior distracts me from teaching or students from learning will be asked to leave. This class is designed to be interactive such that we can learn from each other. As such, I require students to attend class sessions prepared to listen, contribute and ask questions. This is particularly important since I write my own exams and derive test questions from material presented in class lectures, text reading material, videos, case discussion questions, and classroom discussions. So, if you are not in class you have no context within which to apply the material missed. Also, I provide considerable guidance for upcoming homework assignments that cannot be gained from anywhere else other than in the classroom.

*It is each student’s responsibility to make arrangements to get the notes or any other information from missed classes from another classmate. Do not ask me for my notes.*

University Student Code of Conduct:

All students must practice academic honesty. Academic misconduct is subject to an academic penalty by the course instructor and/or disciplinary sanction by the University. All students need to be familiar with the Student Code of Conduct. The Code is available for review on-line at:

Communications:

There are several ways a student may communicate with me; email is not one of them. Students may email only if they need to convey or inform me of something. I will not correspond with students via email. Students should either call me or visit with me in person. Under NO circumstance is it acceptable to call me at home, please only call my office number. I require this not to be difficult, but instead as a way to get students to exercise discipline, develop and nurture people skills and to avoid misunderstanding, miscommunication and passive aggressive behavior in general.

Beginning on July 1, 2007, the university has a new policy regarding student e-mail accounts. Faculty members may only correspond with students regarding academic issues if both parties use official UM e-mail addresses. This means students need to either use a business.umt.edu address or a umontana.edu address.

Grading and Scale:

Exams (2): 40% (20% each)
Answers to Questions (3): 60% (15%, 20%, and 25% respectively)

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-
60-69 = D
59 and below = F

Under no circumstances will I apply a curve to the class. Each student will receive the grade they earn. Student’s can keep track of their own grade by using simple math skills and keeping track of the grades earned on coursework.

Answers to Questions (1): _______ x .15 = _________
Exam (1): _______ x .20 = _________
Answers to Questions (2): _______ x .20 = _________
Answers to Questions (3): _______ x .25 = _________
Exam (2): _______ x .20 = _________

Total: _________ (add five scores) and correspond to letter grade.

Exams:

There will be two exams during the course of the semester – the second exam is not comprehensive, that is, it will only cover the material covered since the first exam. The exams are a combination of T/F, multiple choice, fill-in-the-blank and short answer. Typically, I will concentrate on particular concepts, terms, theories, etc. and will ask several types of questions on the same concept to ensure that students have a comprehensive understanding of the material.

I do not allow students to take exams at any time other than the time indicated on the schedule, unless the student is involved in a University activity on that day. The student must provide to me, in advance and in writing, confirmation of the student’s involvement, the specific activity and the dates of the activities from the coach/coordinator. The dates for the exams are indicated on the schedule provided. Please plan your other activities accordingly. Do not attempt to make your problem my problem.
Reading Assignments:

Lectures will cover some concepts from the required text, but will be augmented by industry experience and a few video’s that will help relate the material to real-world international business situations. My practice is to lecture on specific material and then, when necessary assign reading from the associated chapter in the text and/or from other sources (e.g., magazine articles), this will allow you to better apply and retain the information that you read. Exams will include some questions associated with any reading assigned.

Answers to Questions:

Questions corresponding to specific topics will be assigned. I will advise students during class of the topic material and will hand out the questions to be answered. The answers to the questions should be prepared using a word-processing program (i.e., MS Word or WordPerfect). Proper sentence structure, grammar and use of appropriate and relevant business terminology are required. Students are highly encouraged to: 1) use the writing lab on campus; 2) have someone else outside the class proofread for grammar; and 3) work with other students from the class allowing time to collaborate and iterate. Even though students are encouraged to collaborate, each student will turn in their answers and will receive an individual grade. Each student should indicate their name on what they turn in and the name(s) of the other students collaborated with. Each assignment will be graded for content, proper grammar and use of appropriate terminology.

Late Work:

Not accepted. Assignments are due at the beginning of class on the day indicated on the class schedule. Assignments turned in late will be given a “zero”. Your problem is not my problem – I’ve heard it all. DO NOT EMAIL your homework assignments to me.

Schedule:

Monday, September 3, 2007: No Class
Friday, September 28, 2007: Answers to Questions 1
Wednesday, October 17, 2007: Exam 1
Friday, October 19, 2007: No Class
Friday, November 2, 2007: Answers to Questions 2
Monday, November 12, 2007: No Class
Thanksgiving Week: No Class
Wednesday, December 5, 2007: Answers to Questions 3
Monday, December 10, 2007: Exam 2 (8:00 am)
Student and Class Expectations

Given the nature of this class, the way it is taught, I have found it helpful to outline various understandings and expectations that we all agree to. This way, there are no misunderstandings, no surprises, and students know what is required in order to perform well in class. Furthermore, students can make an informed decision about staying in the class or transferring to a different class that is more conducive to the students learning style as each professor has different experiences and teaching style. Please read the following and initial next to each statement indicating your agreement to what is expected.

- Professor Liikala expects students to come to class.
- Professor Liikala, this class, the classroom and other students are to be treated with respect.
- The textbook is required. While there may not be comprehensive reading assignments assigned Professor Liikala highly recommends purchasing the textbook. The textbook will be used as a reference for the concepts being taught in the class, assignments and can be used as a reference for other classes and as a resource in the workplace.
- Students will be required to take substantial notes during the lectures. Students will not complain about having to take notes and will be prepared to take notes.
- Professor Liikala encourages students to ask questions to clarify material being taught, offer opinions about relevant current events and/or to offer a students’ own experience in the workplace.
- Students will not to attempt to float excuses or manipulate Professor Liikala to take exams at a different date/time or to turn in homework late. Each student is required to turn in homework at the beginning of the class in which they are registered and to take exams on the date/time indicated in the class officially registered. Students will not make their problem Professor Liikala’s problem.
- Professor Liikala commits to the following:
  - Come to class prepared to deliver the material in a manner that is interesting and to the extent possible entertaining. Be passionate and enthusiastic about teaching and towards students’ efforts to learn.
  - Treat students as equals, with respect and in a straightforward manner.
  - Teach as much as students ask of me.