

Spring 1-2003

MBA 685.60: International Business

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Recommended Citation

Shooshtari, Nader H., "MBA 685.60: International Business" (2003). *Syllabi*. 4205.
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MBA 685, International Business --- Spring Semester, 2003 **Course Outline (Night Class) --- Dr. Nader H. Shooshtari**

Required Text: Charles Hill, International Business: Competing in the Global Marketplace, McGraw-Hill, 2003.

Course Objectives: The objectives of this course are to introduce you to field of international business, its theories and institutions, and to examine how the firm functions in an international setting.

Course Conduct: This course will utilize a combination of lectures, case assignments and discussions, and instructional video materials. Active participation is encouraged and rewarded. You are required to attend the class regularly and be prepared for the assigned material to be discussed in class. In addition, you are responsible for any distributed material and all that is mentioned in the class in the form of lectures.

Examinations: There will be a total of two exams. Each exam will cover the material covered between that exam and the prior exam. The examinations will consist of essay-type questions. Make-up exams are given only in severe case of hardship making it impossible for you to take an exam on the assigned date.

Written Assignments: The written assignments in this course include two out of three mini cases, and two out of four regular written case assignments. Regular case assignments will be staggered so that students will do one of the first two cases, and a second case from the remaining cases three and four. The mini case write ups should be kept to two double-spaced typed pages, font size 12, and the regular case write ups should be kept to six double-spaced typed pages, font size 12. Case reports should include comments and responses to the questions raised at the end of each case. Reports will be graded on the basis of content as well as format (i.e., spelling, grammar, etc.) and must be turned in by their assigned due dates. Given the nature of the assigned cases, late cases will not be accepted under any conditions, and a grade of zero will be assigned for cases not turned in by their due dates.

Grades will be weighted in the following manner:

Two Exams (25%, and 30%)	55%
Two mini cases (5% each case)	10%
Two regular cases (15% each case)	30%
Class contribution	<u>5%</u>
Total	100%

Course grades will be assigned as follows: (Grades are not curved and in fairness to the entire class, there will be no opportunity to do additional work for extra credit)

90-100%	A
80-89%	B
70-79%	C
60-69%	D
Below 60%	F

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**MBA 685 --- International Business
Night Class Schedule - Spring Semester, 2003**

DATE		ASSIGNMENT
March 4		Chs.1,4
March 11	Mini case 1:The rise of the Indian Software Industry, page 167	Mini case 1, Ch.5
March 18	Regular case 1: Enron International in India, page 124	Regular case 1, Ch.6
March 25	Spring Break	No Class!
April 3*, Trade with Dr. Shay's class	Mini case 2: Electrolux, page 224	Mini case 2, Ch.7, Ch.8 (pages 258-265 only)
April 8	Mini case 3: Caterpillar Inc., page 368 Exam I (Chs. 1,4,5,6,7,8)	Mini case 3, exam 1
April 15	Regular case 2: Protecting U.S. Steel, page 292 (answer case questions 1 through 4 only)	Regular case 2, Ch.9
April 22	Regular case 3: Boeing versus Airbus: Trade Dispute, page 295 (answer case questions 2 through 5 only)	Regular case 3, Ch.10 (pages 335-352 only)
April 29	Regular case 4: Wal-Mart's Mexican Adventure, page 515 (answer case questions 1,2, and 5 only)	Regular case 4, Ch.12 (pages 422-427), ch.14
May 6		Chs. 17, 18
May 13	EXAM II (Chs. 9,10,12, 14,17,18)	Course evaluation, Exam 2