

## MGNT 4625: International Management

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**Office Hrs:** TU/TR 10:00-11:30am, 2:30-3:30pm and by appointment

**Textbook:** International Business: Opportunities and Challenges in a Flattening World v. 3.0.1, by Carpenter and Dunung. ISBN: 978-1-4533-9308-6. Electronic book from FlatWorld Knowledge available at:  
[Flatworld Knowledge Text Book](#)

### OVERVIEW

**Prerequisite:** MGNT 3600 or equivalent

**Credit Hour Policy (3 credit hours):** Each week for approximately 15–16 weeks, students in this class will generally spend 150 minutes with direct faculty instruction (either face-to-face or online) and work about 360 minutes outside of the classroom. This out-of-class work may include, but is not limited to, readings, assignments, projects, group work, research, and test preparation.

### Course Description and Objectives

**This is a face-to-face course, meeting twice a week, with some of the course material available on Courseden.** The course is intended to help students gain a better understanding of successful international management practices. The course's primary objective is to explore issues surrounding international management and global competitiveness. We will consider some important issues that should be accounted for in international management such as the nature of international competition, cultural differences across countries, and the influences of financial, environmental, socio-cultural, political, and economic forces on the practices of multinational enterprises.

### Learning Objectives

1. Have a broad based knowledge of the economic, business, and trade environment in different countries / areas of the world and how they are linked. (BBA 4)
2. Be able to gather and analyze trade and business information about specific countries from various government and private sources, and to communicate this information effectively in oral presentations and in writing. (BBA 1)
3. Have some knowledge about how basic business concepts and theories in all the different functional areas of business can be interpreted and applied in terms of international business situations. (BBA 4, BBA 6)
4. Be able to analyze international business situations and to recognize how diversity, globalization, and multicultural considerations affect organizational environments and strategic plans. (BBA 5)

### Attendance and Conduct

Classroom attendance is strongly recommended. However, roll will not be taken. Note that while you are required to attend only specific days (see syllabus course calendar), you are expected to attend every class session unless classes have been officially canceled by the University or you have a University-sanctioned excuse. If you miss a class, you are responsible for the material covered and announcements made during that class. All material discussed in class and posted on Courseden (lectures / text / handouts / videos) is subject to inclusion on quizzes/exams.

When attending class, students are expected to:

- Arrive on time (I reserve the right to reduce your grade for habitual tardiness)
- Be prepared
- Ask questions and make comments on the material
- Be considerate of others
- Refrain from sleeping or chattering excessively
- Silence cell phones
- Complete assignments on time

## Other Course Policies

- Email is a common mode of business communication, yet many emails are far too informal for business communication (i.e., unpunctuated, sloppily written, and using greetings such as ‘Hey’). Because of this, all email correspondence must be of professional quality (see document posted in the START HERE folder of Courseden).
- It is the student’s responsibility to access all content posted on Courseden and emailed to the student.
- Unforeseen changes in the syllabus and assignments will be announced in email.
- It is the student’s responsibility to regularly check their email.
- Missing the first graded assignments is grounds for being dropped from the course.

## COMMUNICATION EXPECTATION

University of West Georgia students are provided a MyUWG e-mail account. The University considers this account to be an official means of communication between the University and the student. It is the student’s responsibility to check his or her email.

The Management Department believes in work-life balance for both faculty and students. Faculty will typically respond to student emails within 24 hours. Students should not expect a response during non-business hours, which includes nights, weekends, holidays, and school breaks.

## STUDENT RIGHTS AND RESPONSIBILITIES

Please carefully review the information at the following link:

[Common Language for Course Syllabi](#)

The document at this link contains important information pertaining to your rights and responsibilities in this class. Because these statements are updated as federal, state, university, and accreditation standards change, you should review the information each semester. Information available through this link includes policies regarding the Americans with Disabilities Act, UWG e-mail, credit hours, the honor code, and campus carry.

## CONCEALED CARRY STATEMENT

Beginning July 1, 2017, Georgia House Bill 280 permits properly licensed individuals in the State of Georgia to carry a handgun in a concealed manner on property owned or leased by public colleges and universities. However, it is the responsibility of the individual to understand and follow the guidelines set forth by the University System of Georgia. USG guidelines can be found at: [USG Concealed Carry Statement Guidelines](#)

You may also visit our website for help with USG Guidance: [USG Guidance](#)

## TEXTBOOK DETAILS

**Book Title:** International Business: Opportunities and Challenges in a Flattening World, v. 3.0.1

**Authors:** Mason A. Carpenter and Sanjyot P. Dunung

**EISBN:** 978-1-4533-9308-6

**Institution:** University of West Georgia

**Course Title:** International Management

**Course Number:** MGNT 4625

**Accessing the book at:**

[Flatworld Text Book](#)

Once there, click on “Read This Textbook Online”, register for an account, then browse or search for the book

### Products and costs

There are various products to support the learning experience: Black and White or Color printed books, Print it Yourself PDFs, Audio and eReader book formats as well as study aids and homework and quiz services.

### Customer Support

M-F from 9AM to 5PM (EST); Chat: [Flatworld Help](#); Phone: 877-257-9243

## COURSE SCHEDULE\*

The following schedule is subject to revisions. Assignment, reference material, and articles are posted on Courseden. Please note that you (the student) are at the center of the learning process. Consequently, achieving positive learning outcomes are fully possible only when you are actively involved in and commit sufficient personal resources to the learning process.

Date	Day	Ch	Broad Topic	Assigned content <sup>†</sup> (in addition to text book)
6/27	WE	1	Intro to International Management	Syllabus Article: How to Communicate in Email
6/28 6/29	TH FR	2,3,4	World Economies International Trade Foreign Direct Investment Trade Governance	Slides - World Economies Lecture - World Economies Video - The European Union Explained Slides - Intl Trade/Foreign Direct Investment Lecture - Theory of National Advantage Lecture - FDI Lecture - Government Intervention Slides - Trade Governance Lecture - Trade Governance
7/2	M		Exercise	<i>HW1: Current Trade Environment (Due 12:25pm)</i>
7/3	TU	5,6	PESTEL Analysis CAGE Analysis	Lecture - PESTEL Lecture - CAGE
7/4	W		Holiday - no class	
7/5	TH FR	5,6	International Strategy International Expansion	<i>HW2: Zara (Due 12:25pm. Bring a copy to class)</i> Slides - International Strategy Slides - International Expansion Video - 'Gung Ho' Exercises
7/6	F	7,8	Global Sourcing Global Marketing & Distribution	Slides - Global Sourcing and Distribution Lecture - Global Sourcing Lecture - Global Marketing Video - Coke in South Africa Video - Follow the Dabbawalla
<b>7/9</b>	<b>M</b>		<b>Review / Exam (mandatory attendance)</b>	
7/10	TU		Debate Team Day (no formal class)	
7/11	W	11	Culture - Hofstede Culture - Hall	<i>HW3: Cultural Video Summary (Due 12:25pm)</i> <i>Team Debate Overview (Due 12:25pm. Submit one overview per team)</i> Slides - Culture Video - East vs West - The Myths that Mystify Video - Maz Jobrani: Middle Eastern Humor Video - Japanese Card Exchange - Wrong way Video - Japanese Card Exchange - Proper way Video - IDG Communications Video - 'Gung Ho' Dinner Scene
7/12	TH	11,12	Ethics Talent Management - Selection Options	Slides - Ethics Lecture - Ethics Video - Starbucks Social Responsibility
7/13	FR	13	Global Innovation Bottom of the Pyramid	Slides - Innovation Lecture - Innovation Slides - Bottom of the Pyramid Lecture - Bottom of the Pyramid Video - BOP: Arivand Eye Hospital Video - BOP: Annapurna Salt by Hindustan Lever
7/16	M	12	Talent Management Expatriates Preventing Expat Failure Repatriation	<i>HW4: Expat Checklist (Due 12:25pm. Bring a copy to class)</i> Slides - Talent Mgmt Video - Expatriate Failure - Samuel Lafayette Video - Alex and Melinda Performance Eval Video - HP Performance Review Article - Reverse Culture Shock - Can You Survive
7/17	TU	14	Entrepreneurship	Slides - Global Entrepreneurship Lecture - Global Entrepreneurship
<b>7/18</b>	<b>TH</b>		<b>Debates 1 &amp; 2 (mandatory attendance)</b>	<b>Harley-Davidson then Alibaba vs Amazon</b>
<b>7/19</b>	<b>TH</b>		<b>Debate 3 &amp; 4 (mandatory attendance)</b>	<b>Saudi Arabia then Brexit</b>
7/20	FR		Study day	
<b>7/23</b>	<b>W</b>		<b>Review / Final Exam (mandatory attendance)</b>	

\* Days in shade are on-campus classes. Days not in shade are 'online' days with self-paced content on Courseden. **Days in bold are mandatory attendance (penalty of 2% off final grade for absence).**

<sup>†</sup> Assigned content is posted on Courseden or contained below in this syllabus

## GRADES

Grade Composition	
Assignment	Grade
Homework	
Trade environment	4%
Zara case	4%
Video summary	4%
Expat moving	3%
Team presentation	20%
Exam 1	30%
Exam 2	35%

Grade Scale	
Letter	Percent
A	90.0 – 100%
B	80.0 – 89.9%
C	70.0 – 79.9%
D	60.0 – 69.9%
F	0 – 59.9%

Assignment	Detail
<b>Homework</b>	There are four homework assignments <b>due by class start time on the stated due date</b> . Late submissions and handwritten submissions will not be accepted. Homework must be typed and display the student's name at the top of the document. Assignment detail and grade weights are contained in this syllabus.
<b>Team Presentation</b>	The class will be separated into teams of about 4-5 students. Two teams will be assigned a similar current international topic but with opposite points of view. Each team will formally present (>9 min but <10 min) their points of view followed by a debate between teams. Presentations will take place as listed in the syllabus course schedule. Assignment details are provided below in the syllabus.  <i>A note about teams:</i> <i>Each team member will perform a short evaluation of the other team members. These peer evaluations should reflect the contributions of each team member. Based on peer evaluations, appropriate adjustments to individual grades will be made where necessary. In some cases, these adjustments can be severe. BEWARE: If you receive an average grade of F from your peers, you automatically fail the course. I recommend you try to keep your team members happy by contributing your share to the group project.</i>
<b>Exams</b>	Exams will normally contain multiple choice, short essay questions and the world map. Exams draw on everything we cover in the course, including presentations, slides, discussions, videos, and guest speakers.  Test Make-Up Policy: There will be no make-up for exams except for the reasons listed below. Unexcused absences from an exam will result in a zero score. An excused exam absence is defined by one of the following:  1. University-sanctioned activity. Written, verifiable notification of the activity must be provided and validated by the instructor at least 72 hours prior to the scheduled exam. 2. Verified medical absence. A written and verifiable note must be presented to me no more than 72 hours after the exam. The note must say that you were physically unable to take the exam at the scheduled time due to the nature of your illness. 3. Other hardship cases provided that you have obtained the required approval of the university.
<b>Extra Credit</b>	To ensure accurate communication, I will reward anyone for identifying errors in class documents (the ones I have created) at a rate of 2 pts per error on the next exam (max 6 pts/exam) for the first student to identify the error. If you see an error in spelling, grammar, punctuation, or date (especially), please bring it to my attention. However, please note the "rule of three" below as I will be scrutinizing your documents with equal rigor.

*The instructor reserves the right to modify the class schedule, grade scale, graded items, and content of class as necessary.*

## ACADEMIC SUPPORT

**Accessibility Services:** Students with a documented disability may work with UWG Accessibility Services to receive essential services specific to their disability. All entitlements to accommodations are based on documentation and USG Board of Regents standards. If a student needs course adaptations or accommodations because of a disability or chronic illness, or if he/she needs to make special arrangements in case the building must be evacuated, the student should notify his/her instructor in writing and provide a copy of his/her Student Accommodations Report (SAR), which is available only from Accessibility Services. Faculty cannot offer accommodations without timely receipt of the SAR; further, no retroactive accommodations will be given. For more information, please contact <https://www.westga.edu/accessibility/>.

**Center for Academic Success:** The [Center for Academic Success](#) provides services, programs, and opportunities to help all undergraduate students succeed academically. For more information, contact them: 678-839-6280 or [cas@westga.edu](mailto:cas@westga.edu)

**University Writing Center:** The [University Writing Center](#) assists students with all areas of the writing process. For more information, contact them: 678-839-6513 or [writing@westga.edu](mailto:writing@westga.edu)

## HONOR CODE

At UWG, we believe that academic and personal integrity are based upon honesty, trust, fairness, respect, and responsibility. Students at West Georgia assume responsibility for upholding the honor code. UWG students pledge to refrain from engaging in acts that do not maintain academic and personal integrity. These include, but are not limited to, plagiarism, cheating, fabrication, aid of academic dishonesty, lying, bribery or threats, and stealing.

UWG maintains and monitors a confidential Academic Dishonesty Tracking System that collects and reports patterns of repeated student violations across all Colleges, the Ingram Library, and the School of Nursing. Each incidence of academic dishonesty is subject to review and consideration by the instructor, and is subject to a range of academic penalties.

Additionally, the student is responsible for safeguarding his/her computer account. The student's account and network connection are for his/her individual use. A computer account is to be used only by the person to whom it has been issued. The student is responsible for all actions originating through his/her account or network connection. Students must not impersonate others or misrepresent or conceal their identities in electronic messages and actions. For more information on the UWG Honor Code, see the Student Handbook.

Definitions:

- Plagiarism - "representing the words or ideas of another as one's own. Direct quotations must be indicated and ideas of another must be appropriately acknowledged"
- Cheating - "using or attempting to use unauthorized materials, information or study aids"
- Fabrication - "falsification or unauthorized invention of any information or citation"

Penalties for Breach of Academic Integrity

Each incidence of academic dishonesty is subject to review and consideration by the instructor, and is subject to a range of penalties from verbal warning to suspension/expulsion depending on the magnitude of the offense and/or number of offenses. The incident becomes part of the student's conduct record at UWG.

**NOTE: Violations of the academic honesty policy may result in expulsion from the University.**

**Wolf Pact:** The Wolf Pact is a commitment by the Richards College of Business family to honesty, integrity, professionalism, accountability for ethical behavior, and to respect for the rights, differences, and dignity of others. We are committed to a culture of academic integrity, where members adhere to our shared values in all academic and non-academic endeavors. We believe these values are essential to student development; whether personal, academic, or professional. Most importantly - establishing yourself as an honest person of integrity, who acts in a professional and ethical manner- will be as important as the academic skills you learn in the Richards College.

## OTHER COURSE POLICIES

**Online privacy:** This course may require you to work with other sites and entities beyond UWG and Courseden (D2L) where some personal information (e.g. your name, affiliation with UWG, or current employment) may be displayed. You have the right to regulate the displaying of information pertaining to yourself on the Internet. If you are uncomfortable displaying information that you deem overly personal, you may take steps to post in a more anonymous manner (such as posting online your first name and last initial only or other pseudonym). You also agree to respect other people's wishes to remain anonymous.

**Links to and from third-party sites:** There may be links established between this course and other entities and sites on the World Wide Web, Internet or other areas that are not under the control of, nor maintained by your professor or the University of West Georgia (UWG). These links do not necessarily constitute an endorsement by your professor or UWG, and UWG has no obligation to monitor such sites, and the user agrees that neither your professor nor UWG is responsible for the content of such sites or for any technical or other problems associated with any such third-party site, links, or usage.

**Syllabus changes:** This syllabus provides a general plan for the course. The instructor reserves the right to make changes to the syllabus plan as necessary. Changes will be announced in class.

## ASSIGNMENT SUBMISSIONS

Success in business generally requires professionalism. Therefore, any assignment submitted for a grade must clearly display the student's name at the top of the page and be accurate in terms of format, grammar, punctuation, and spelling. I use the "rule of three" when grading all assignments: if I find three or more errors, the assignment will receive a 0 grade and the student will **not** have the opportunity to resubmit the assignment. Carefully proofread all content prior to submission. Also, be aware of the following:

- Indicate your full name and section on all assignments and presentations, even those submitted through email/Courseden.
- Assignments must be typed and professionally formatted (12-pt Times New Roman font, 1-inch margins, and single-space).
- Submit all assignments to Courseden dropbox unless otherwise noted.
- Staple all multi-page assignments that are submitted in hard copy (i.e. PowerPoint slides for team presentation).
- Late assignments will receive a grade of "0" unless appealed directly in advance. Do not expect positive appeals. Timeliness is one of the most important aspects of business.

## ASSIGNMENT DETAIL

Below are the assignments to be submitted this semester. Please read each assignment carefully and submit the requested content and format.

### Homework 1 – Current trade environment (Due 7/2 at 12:25pm to Courseden dropbox)

Visit the following websites and add the information requested to the table. You may copy this table to a separate document and simply provide the answers; no explanation is required.

Description	Answer
<b>International Trade Administration (ITA)</b>	
1. Georgia trade	
Total \$ value of Georgia goods exports in 2017	
Three largest export partner countries	
Three largest export categories	
Number of U.S. jobs supported by Georgia goods exports in 2017	
Number of companies that exported from Georgia in 2014	
Number of small and medium-sized businesses that exported goods in 2015	
2. U.S. trade (found in same document)	
Total \$ value of U.S. goods and services exports in 2017	
Number of U.S. jobs supported by U.S. exports in 2016	
Number of free trade agreements in force	
Number of countries included in these free trade agreements	
Top 3 free trade agreements in terms of growth (2007-2017)	
Percent of Georgia exports that were shipped to free trade agreement countries in 2017	
3. Foreign firm impact in Georgia (found in same document)	
Number of Georgia workers employed by foreign firms in 2015	
Top three countries whose firms employ Georgia workers	
<b>World Investment Report 2018</b> published by the United Nations Conference on Trade and Development. Read pages x-xi. Additional tables of interest begin on p201. ( <a href="#">2018 World Inv Report</a> )	
4. Foreign direct investment	
2017 global FDI	
Percent increase of 2017 FDI over 2016	
2017 inward FDI to developed nations	
2017 inward FDI to developing nations	
<b>World Bank (World Bank)</b>	
5. GDP	
2016 world GDP	
2016 U.S. GDP	
U.S. share of world GDP (%)	
2016 world GDP growth % over 2015	

## Homework 2 - Zara fashion

(Due 7/5 at 12:25pm to Courseden dropbox. Bring a copy to class for discussion)

Read the Zara article below and answer the following questions:

1. How is Zara different from other clothing companies?
2. How has the local culture of Spain, and especially La Coruña, affected the firm?  
Note: Think about the similarity in characteristics of the town and firm.
3. What broad factors of the general environment might affect Zara's future success? Explain your answer.  
Note: Think about the six broad environmental factors of the PESTEL model.
4. Identify and explain Zara's international strategy.  
Note: see the PowerPoint slides for the Generic International Strategies.
5. Is Zara's business model sustainable? Why?
6. Will Zara succeed in the U.S? Why? (Use the CAGE analysis for this)

### Zara article:

[How Zara Grew Into the Worlds Largest Fashion Retailer](#)

**Sample Zara commercial** (a bit different than most fashion commercials)

[Zara Commercial](#)

Please note:

- Your name must appear at the top of the submitted document.
- The submission must be typed and formatted well (hand-written and mobile screen shots are not acceptable).
- Spelling, grammar, and punctuation must be accurate.
- Document should contain 12-point Times New Roman font, 1-inch margins, and single-space.
- Submit document to Courseden dropbox.

## Homework 3 – Cultural Video Summary

(Due 7/11 at 12:25pm to Courseden dropbox)

Students will receive a list of web links to several cultural videos. Students should choose three videos to view and summarize the contents in appropriate paragraph or bullet format.

## Team Debate Overview

(Due 7/11 at 12:25pm to Courseden dropbox)

Teams will submit a 1-page (12-point Times New Roman font, 1-inch margins, and single-space) overview of their debate projects to Courseden dropbox. The overview should briefly describe the debate topic, your position, and the preliminary arguments that you have identified. Most importantly, provide detail of the related class concepts that you intend to highlight in your presentation. Specifically, the overview should include the following at a minimum:

- Team member names (a collective team submission is preferred)
- Title of your topic (with your assigned position clearly stated)
- Paragraph structure (not bullet points)
- A one-paragraph brief description of your debate topic
- Brief description of three arguments (one-paragraph each) that have identified so far
- One paragraph describing related class concepts that you intend to highlight in your presentation

## Homework 4 – Expat Moving Checklist

(Due 7/16 at 12:25pm to Courseden dropbox. Bring a copy to class for discussion)

Assume that you are about to become an expatriate. Below is a moving checklist of 44 pre-departure concerns for soon-to-be expatriates (continued on the following pages). Review the checklist and identify five points that have the highest likelihood of causing YOU issues during your relocation abroad. Discuss why you find these five points challenging for you. Provide a short paragraph on each.

### 90 days before departure

- Book flights and hotels if required.
- Inform your children's school that you will be moving abroad and ask for transfer certificates and any information which will be relevant when you move.
- Check vaccination requirements in your destination country.
- Arrange pet relocation.
- Inquire about professional moving companies and ask for quotes.
- Create a folder with hard copies and paperwork of the important documents and create a file on your computer for all of your important electronic documents. Check the documentation requirements for the country you are moving to. Many countries require that official paperwork be certified before it can be accepted. See an individual city guide for more information.
- Make a checklist of all packing boxes and what will go in each one.
- Create a tax and finance folder with any information which can be claimed back on taxes. If you are getting your expenses paid for you, put all receipts in this folder.
- Make sure you and your family have valid passports; you will not be travelling anywhere without them.
- Find out about international driving licenses. Most countries will not accept your home country's license. If you can take the test before you leave, do so. It will save time and hassle when you arrive at your new destination.
- Once you find the best moving quote, organize a date for them to come. Ask them to provide details of any property or belongings that you will not be permitted to move to the new country.
- Find out if you, your family and your pets need to have any vaccinations and when you need to have them by. Book appointments at the doctors and vets and be sure to have an international vaccination record booklet.
- Print out change of address cards to hand to friends and family and let everyone important know about your departure. Submit a change of address at the post office, the magazines you subscribe to, credit card companies, and family and friends.
- If you are renting out your house and do not have any tenants yet, contact local rental agencies for their help.
- Start packing items which you do not need in the next three months such as ornaments, books, photos, jewelry and out of season clothes. Label all boxes.
- If you are selling your house, put it on the market.
- If your national driving license needs renewing, do so before you leave.

### 60 days before departure

- Ask your doctors, vet and dentist for copies of yours, your families and your pets' medical records. While you are at the doctors, organize a final checkup for you, your family and your pets.
- If you are selling anything such as a car or any household equipment, put it on the market.
- Check all insurance policies and organize your visas if you need to.
- Organize leaving parties for yourself and your children.
- Contact the post office to set up their mail re-routing service.
- Prepare a power of attorney. Make sure you have certified copies of all important documents ready to hand over to the person you will be leaving in charge of your affairs while you are away.

- Contact your bank and explain that you are moving abroad. If you already have your new address, give them this otherwise change the address to a friend or family member for the short-term. If they are unable to offer a global account you will need to find a bank that will.
- Set up direct debits with your bank for any bill payments which you will still be making while you are away. These can include: mortgage payments, loan repayments, pension schemes and savings.
- Find out what the local names and equivalents are for any prescription medication you or your family are on. Make sure that it will be available in your destination country. If not you will need to arrange to take a supply with you, together with proof of your need for the medication for customs and excise purposes.
- Set up internet banking – as you will need to manage your money online while you are away. If your bank does not have internet banking facilities you should consider changing banks (you will find most banks now have internet banking facilities).
- Have a garage sale of all the things you want to sell.
- If you are renting out your house, get all minor repairs completed.
- Organize the cancellation of all magazine and newspaper subscriptions or regular deliveries you receive on the day you will be leaving.

### **30 days to go**

- Change your address on anything which requires it.
- Make sure to pay all outstanding bills. Leave a small amount of money with someone to settle any that you may have missed.
- Contact the various utilities departments and ask them to discontinue your supply of gas, electricity, water, cable TV and telephone or if you are renting your house out, change the name on the bills.
- Get all paperwork and information required for the shipping company.
- Organize the cancellation of your house insurance on the day you will be leaving.
- If you are renting your house out, make sure it is in good rental condition and make an inventory list of everything which will be left behind.
- Start to pack up the house, leaving the essentials that you need for the next month.
- Make sure everyone who needs it has your forwarding address.

### **Moving day**

- If you are shipping items, be sure to get a rough delivery date.
- Remember to savor the moment as you step on the plane, it is a very important milestone in your life after all.
- Make sure you have left nothing behind in your house – check all cupboards and all rooms.
- Say your final goodbyes.
- Make sure you have the essentials in your suitcase. You will be living out of these cases for the immediate future until your shipment arrives.
- Verify all delivery plans with the company and go through the inventory list.

*Source: <http://www.expatinfodesk.com/expat-guide/organizing-your-departure/calendar-before-you-go/>*

## **Team Debate Project**

**(Due on your respective presentation day (7/18 & 7/19) at 12:25pm, submit to Courseden dropbox AND in hard copy)**

The class will be separated into teams of about 4-5 students. Two teams will be assigned a similar current international topic but with opposite points of view. Each team will formally present (>9 min but <10 min) their points of view followed by a debate between teams. Presentation content and style is completely at the discretion of the teams with one exception: you must include generous use of class terms and concepts. Presentations lacking class terms and concepts will not receive a grade higher than a C. I encourage you to be as detailed as possible and support your position the best you can.

### **Deliverables**

**Debate Overview** - Teams will submit a one-page, single-space debate overview on **7/11** (see detail above).

**Debates** - Will take place 7/18-7/19. Teams will submit their final project to me **both** through **dropbox** and in **hard copy** by class start time of their presentation day at the latest. Content should include:

- A PowerPoint or Prezi presentation (STAPLED!). Six slides to a page is fine.
- A Word document listing five questions that your team thinks would challenge your debate competitor

### **Presentation**

Each team will formally present (>9 min but <10 min) their points of view on the assigned topic. Each member of the team must take part in the presentation. Students should be dressed in business casual attire. A sample debate presentation and PowerPoint tips are posted on Courseden.

### **Presentation Guidelines – PLEASE TAKE NOTE OF THESE**

- PowerPoint or Prezi slides should look professional.
- Title slide should include your debate position (for or against the topic), names of all team members, and date.
- Each slide should display that slide creator's name in the bottom right corner.
- Last slide of your presentation should list your references.
- The 'rule of three' as stated in the course syllabus applies to your final project. Make it professional and save time to proofread it.
- Submit only one version of your project to me. Do not submit one and then submit another with changes.

### **Debate**

After both teams have given their presentations, teams will have a five-minute intermission to regroup privately before the debate. When teams return to the classroom, the debate will follow the following format:

#### *Round 1*

- Team A (having presented first) will get to pose the first question to Team B.
- Team B will huddle, discuss if desired, and then verbally make a response.
- If they desire, Team A can huddle and then make a final comment on the topic.

#### *Round 2*

- Team B will then pose a question to Team A.
- Team A will huddle, discuss if desired, and then verbally make a response.
- If they desire, Team B can huddle and then make a final comment on the topic.

*The number of question rounds will be at my discretion.*

After the above rounds are complete, I and the students in the audience will have a chance to pose questions to the teams based on the following format:

- Questions can be directed to one or both teams. In either case, both teams will have a chance to comment.
- Teams can huddle, if desired, and then answer the question.
- Once the question is posed, the audience member's participation is complete. The audience member cannot pose any immediate follow-up questions or comments to the groups.

### **A note about teams**

Each team member will perform a short evaluation of the other team members. These peer evaluations should reflect the contributions of each team member. Based on peer evaluations, appropriate adjustments to individual grades will be made where necessary. In some cases, these adjustments can be severe. I recommend you try to keep your team members happy by contributing your share to the group project. Remember, because your effort on this project affects the grades of your peers, if you receive an average evaluation of F from your peers, you automatically fail the course.

## **Grading**

In setting grades for the debate, I first set a team grade, and then adjust for individual factors.

### **Team grade based on:**

PowerPoint/Prezi

- Use of International Management terms and concepts
- Spelling, grammar, punctuation
- Visually professional
- Quality of your arguments in favor of your position
- Supporting information (statistics, examples)
- Member names and date on title slide
- Slide creator's name at bottom right of each slide
- References on last slide

Presentation delivery

- Appearance of having rehearsed the presentation
- Flow
- Smooth transition between speakers
- Adherence to time requirements

Debate questions

- Relevance of questions submitted

Class evaluations (may or may not affect grades)

- Stated winners
- Students converted to your point of view

### **Individual grade adjustment based on:**

- My observations
- Student's topic knowledge
- Student's presentation skills
  - Enthusiasm
  - Speaks knowledgeably
  - Confidence, strong voice
  - Command of the audience
- Student's participation in the debate
- Accuracy of statements
- Format, grammar, punctuation, and spelling of the individual's slides
- Peer evaluations

## Debate 1: Harley Davidson (7/18)

In reaction to President Trump's tariffs on steel, Harley-Davidson announces recently that it will enhance its production facilities abroad. The firm states that this move will enable it to avoid having to increase the prices of its motorcycles to European customers, it's largest market outside the U.S. Will this move benefit Harley-Davidson in the long run?

### Order of presentations:

Team A – This is a good move for Harley-Davidson in the long term.

Team B – This is a bad move for Harley-Davidson in the long term.

### Resources to help you become familiar with the topic

**(Your final deliverable will need to go far beyond these resources)**

Harley-Davidson will move some production out of US after retaliatory tariffs

[CNN Money](#)

Trump threatens Harley-Davidson: If it moves operations overseas, 'they will be taxed like never before!'

[CNBC](#)

Union Responds To Harley-Davidson Decision To Move Some Work Overseas (Audio file)

[NPR](#)

**Finally – Research your topic using only CREDIBLE news sources**

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## Debate 2: Alibaba vs Amazon (7/18)

Alibaba, the world's largest ecommerce site, recently announced plans to enter the U.S. With such a move, Alibaba is now positioned to directly confront its largest rival, Amazon, in Amazon's home market. Some see this as the beginning of a long battle between the two firms for share of the global consumer dollar. Who will ultimately win this battle?

### Order of presentations:

Team A – Alibaba will ultimately win.

Team B – Amazon will ultimately win.

### Resources to help you become familiar with the topic

**(Your final deliverable will need to go far beyond these resources)**

Alibaba in America? Don't bet on it.

[Bloomberg - Alibaba in America](#)

Why Alibaba In America Is The Growth We Need To Support

[Alibaba Growth](#)

10 Reasons Why Alibaba Blows Away Amazon and EBay

[10 Reasons](#)

Alibaba is not the Amazon of China

[Alibaba is not Amazon](#)

**Finally – Research your topic using only CREDIBLE news sources**

## Debate 3: Saudi Arabian Reforms (7/19)

Saudi Arabian Crown Prince Mohammed bin Salman, or MbS, has enacted a series of reforms that provide greater freedom to women (and a few others). Is this all just window dressing, or can the Saudi Kingdom actually make itself appealing enough to attract significant foreign direct investment, especially from western economies?

### Order of presentations:

Team A – Saudi reforms will attract significant foreign direct investment and trade.

Team B – Saudi reforms will not attract a significant amount of foreign direct investment and trade.

### Resources to help you become familiar with the topic

**(Your final deliverable will need to go far beyond these resources)**

Buckle up: Saudi Arabia

[Buckle Up](#)

Saudi Women Can Now Drive. Overcoming Beliefs on Gender Will Be Harder.

[Saudi Women Driving](#)

Saudi women at World Cup talk up new found soccer freedoms at home

[Saudi Women and Soccer](#)

Saudi Arabia's first new cinema in decades holds its grand opening with a screening of 'Black Panther'

[Saudi Cinema](#)

Saudi Arabia Hits the Brakes on Reforms

[Saudi Halts Reforms](#)

**Finally – Research your topic using only CREDIBLE news sources**

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## Debate 4: Brexit (7/19)

On June 23, 2016, citizens of the United Kingdom voted to exit the European Union by March 29, 2019. Brexit (**B**ritain and **exit** to get Brexit), as it is known, is full of complications and uncertainties. Now, two years after the vote, is Brexit still viewed as a good idea for the U.K.?

### Order of presentations:

Team A – Brexit is good for the U.K.

Team B – Brexit is bad for the U.K.

### Resources to help you become familiar with the topic

**(Your final deliverable will need to go far beyond these resources)**

Two years After Brexit Vote, No Regrets

[No Regrets on Brexit](#)

What is the difference between hard and soft Brexit? Everything you need to know

[Hard vs Soft Brexit](#)

Brexit: All you need to know about the UK leaving the EU

[Everything Brexit](#)

**Finally – Research your topic using only CREDIBLE news sources**