



KELCE
COLLEGE OF BUSINESS
Pittsburg State University

Instructor: Dr. Hamid Khan, BSME, MSIE, MBA, PE, EdD, PhD
An Assistant Professor of Practice and Instruction

Office: Kelce 210 D

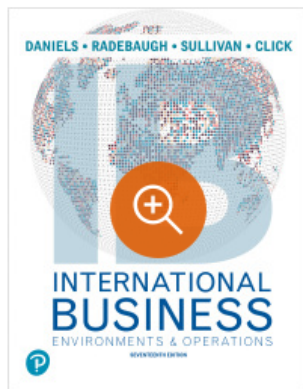
Online Office Hours: M-TH 10:00-12:00 AM & by appointment

Phone: (620) 235-4551

E-mail: ahkhan@pittstate.edu <mail to: ahkhan@pittstate.edu>

Textbook (required):

International Business 17th Edition



Author(s)	John D. Daniels; Lee H. Radebaugh; Daniel P. Sullivan; Reid W. Click
Publisher	Pearson
Format	Reflowable What's This?
Print ISBN	9780135899915, 0135899915
eText ISBN	9780135899960, 0135899966
Edition	17th
Copyright	2022



COURSE DESCRIPTION

IB-330 International Business (3 hours)

Environmental complexities that arise when business activities and institutions transcend international borders, including forms of doing business abroad and cross-cultural aspects of the management of foreign operations. Prerequisites: MKTG 330 Principles of Marketing and MGT 330 Management and Organizational Behavior.

Explores how recent developments and trends within a hypercompetitive, digitally driven social economy present managers with challenging situations. Companies seeking to operate overseas are confronted with varied and dynamic environments in which they must accurately navigate the political, legal, technological, competitive, and cultural factors that shape their strategies and operations. The fate of overseas operations depends greatly on the international manager's cultural skills and sensitivity



KELCE COLLEGE OF BUSINESS

as well as on their ability to carry out the company's strategy within the context of the host countries business practices.

Pittsburg State University

This course focuses on the international dimensions of strategy and organization and also provides a framework for formulating strategies in an increasingly complex world economy, and for making those strategies work effectively. Topics include assessing the environment: political, economic, legal, technological factors; managing interdependence: social responsibility, ethics, sustainability; understanding the role of culture communicating across cultures; cross cultural negotiation and decision making. . . Topics also include the globalization of industries, the continuing role of country factors in competition, organization of multinational enterprises, building global networks, and the changing managerial tasks under conditions of globalization.

General Course Description & Objectives: The focus of the course is to develop understanding of the major economic, political, legal and cultural factors which contribute to the formation of the international business environment.

The course introduces students to the field of international business which broadly refers to the conduct of business across national borders. An international business, on the other hand, refers to any firm that engages in international trade or investment in a country or countries other than its own. Students enrolled in this course can understand the terminology, theories, principles, models, and frameworks to explain WHY and HOW a firm engages in business in a country or countries other than its own. The course takes a managerial approach in providing an overview of the economic, social, environmental, political, technological and cultural dimensions of doing business across borders as well as the local and international actors that may impact the firm's success in its international business operations.

Furthermore, the course provides an overview of the various strategies, structures, and operations of a firm as it faces the global issues and trends associated with the conduct of business beyond its borders. The course builds on the premise that the business world has become increasingly globalized and borderless and understanding this phenomenon from a managerial perspective is an important element in the study of modern business in a global context. Learning Objectives:

On successful completion of this course, students should be able to:

1. Explain the basic terms and concepts that are commonly used in the study of international business
2. Differentiate a firm with local or domestic business operations from a firm that is engaged in international business
3. Evaluate the managerial importance of economic, social, political, legal, ethical and cultural forces, actors and/or institutions in a firm's conduct of business across borders



KELCE

COLLEGE OF BUSINESS

Pittsburg State University

4. Explain the various strategies and organizational structures a firm may implement as it ventures into international business operations

5. Explain and evaluate the major modes of entry into international markets

6. Explain the various operational or functional issues of international business operations with respect to marketing, production and logistics, human resource management and accounting

7. Design an action plan for a hypothetical business firm on how to enter a foreign market to take advantage of an international business opportunity.

STUDENT LEARNING OUTCOMES

By the satisfactory completion of this course the student will conceptualize and understand :

1. Understand Environmental complexities that arise when business activities and institutions transcend international borders,
2. Difficulties of doing business abroad
3. cross-cultural aspects involved in the management of foreign operations.

You must have the Prerequisites completed satisfactorily: MKTG 330 Principles of Marketing and MGT 330 Management and Organizational Behavior.

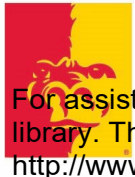
IMPORTANT ATTENDANCE POLICY

The course uses Activity Based System (ABS) derived from the Flipped Classroom Engagement Method (FCEM) where the onus is on the students to recite or rehearse (borrowed from MIT/Harvard) and discuss current material available to them for the said week.

By registering for this course, you are indicating that you will be able to communicate with the instructor on a regular basis to exchange/discuss course material and complete class assignments. Rigorous and continuing attendance is required for this discussion-oriented class. It uses a current methodology for teaching by engagement -- flipped classroom approach—that means that assignments given to you the current week must be recited upon in the class for better learning outcomes (learning assimilation).

STATEMENT ON ACADEMIC DISHONESTY AND PLAGIARISM

Academic Dishonesty refers to student conduct in academic assignments or situations which violates the norms of the academic community of students and scholars. In practice, it usually refers to academic cheating or plagiarism. Pittsburg State University distinguishes between Academic Dishonesty, and other violations of the Student Code of Conduct. Penalties for academic dishonesty may include expulsion or suspension from the University, failure or grade reduction in the affected course or assignments, or a lesser penalty as appropriate.



KELCE COLLEGE OF BUSINESS

For assistance in APA or MLA or Chicago citation, contact a reference librarian in the AXE library. The following online resources are available to help you cite APA: APA Style Help <http://www.apastyle.org/electref.html> ; Purdue OWL <https://owl.english.purdue.edu/owl>

Catalog Course Description: (3 hours)

Study of multi-national marketing concepts; exporting fundamentals; environmental analysis for international marketing; product, price, distribution and promotion in an international context.

Prerequisites:

MGT 330 Management and Organizational Behavior and MKTG 330 Principles of Marketing.

Course Objectives / Learning Outcomes:

Students will learn key aspects of international culture, politics, legal, IMC, personal selling and negotiation as these areas relate to international marketing in the dominant trade regions. Ethical issues related to the practice of international marketing will also be covered. Upon successful completion of the course, students will have acquired a comprehensive understanding of the structure of—and activities and career opportunities within—the realm of contemporary international marketing.

Course Management and Weekly Activities Outline:

Tentative Course Outline by weekly activities:

WEEK # OF SEMESTER	FLIPPED CLASS ACTIVITY/ STUDENT
WEEK 1 (LECTURE, REV RET)	CHAPTER 1 *FLIPPED CLASSROOM
WEEK 2 (LECTURE, REV RET)	CHAPTER 2 FLIPPED CLASSROOM
WEEK 3 (LECTURE, REV RET)	CHAPTER 3 FLIPPED CLASSROOM
WEEK 4 (LECTURE, REV RET)	CHAPTER 4 FLIPPED CLASSROOM
WEEK 5 (LECTURE, REV RET)	CHAPTER 5 FLIPPED CLASSROOM
WEEK 6 (LECTURE, REV RET)	CHAPTER 1-5 EXAM1 IN CLASS W/ PW



KELCE COLLEGE OF BUSINESS

Exact date of the exam will be published much in advance in the first week of class. This is a proctored password protected exam and it will be administered in class for one hour. Information to students will be delivered via Canvas course email system.

ONE WEEK AFTER EXAM 1, A FORMATED CASE RESPONSE OF AN APPLICATION USING REACTION, LEARNING, BEHAVIOR RESULTS, SUMMARY, (RLBRS-QA) CASE 1 IS DUE. SEE THE EXAMPLE PUBLISHED IN CANVAS.

WEEK 6 (LECTURE, REV, RET)	CHAPTER 6 FLIPPED CLASSROOM
WEEK 7 (LECTURE, REV RET)	CHAPTER 7 FLIPPED CLASSROOM
WEEK 8 (LECTURE, REV RET)	CHAPTER 8 FLIPPED CLASSROOM
WEEK 9 (LECTURE, REV RET)	CHAPTER 9 FLIPPED CLASSROOM
WEEK 10 (LECTURE, REV RET)	CHAPTER 6-10 EXAM2 IN CLASS W/ PW

The exact date of the exam will be published in the first week of class. This is a proctored password protected exam and it will be administered in class for one hour. Information to students will be delivered via Canvas course email system.

ONE WEEK AFTER EXAM 2, A FORMATED CASE RESPONSE OF AN APPLICATION USING REACTION, LEARNING, BEHAVIOR RESULTS, SUMMARY, (RLBRS-QA) CASE 2 IS DUE. SEE THE EXAMPLE PUBLISHED IN CANVAS.

WEEK 11(LECTURE, REV RET)	CHAPTER 11 FLIPPED CLASSROOM
WEEK 12 (LECTURE, REV RET)	CHAPTER 12 FLIPPED CLASSROOM
WEEK 13 (LECTURE, REV RET)	CHAPTER 13 FLIPPED CLASSROOM
WEEK 14 (LECTURE, REV RET)	CHAPTER 14 FLIPPED CLASSROOM
WEEK 15 (LECTURE, REV RET)	CHAPTER 15 FLIPPED CLASSROOM



KELCE

COLLEGE OF BUSINESS

The exact date of the exam will be published in the first week of class. This is a proctored password protected exam and it will be administered in class for one hour. Information to students will be delivered via University course email system.

ON THE FINAL EXAMS WEEK, EXAM3 WILL BE ADMINISTERED IN CONFORMANCE TO THE UNIVERSITY'S PUBLISHED SCHEDULE OF FINAL EXAMS.

WEEK 16(LECTURE, REV RET)

CHAPTER 9-11 EXAM 3 IN CLASS W/ PW

ONE WEEK BEFORE SCHEDULED EXAM 3, A FORMATED CASE RESPONSE OF AN APPLICATION USING REACTION, LEARNING, BEHAVIOR RESULTS, SUMMARY, (RLBRS-QA) CASE 3 IS DUE. SEE THE EXAMPLE PUBLISHED IN CANVAS.

***Flipped Classroom Modality: is a teaching and recitation modality of a face-to-face class with lecture by the instructor, but with intense student engagement because have done assignments with REV RET QUIZZES for class for the purpose of vigorously engaging in class activities with motivation.**

Teaching Methods:

- (a)** This class is **Face to Face**: (see above for required e-textbook and software). Students will be assessed through a variety of online reading assignments and assessments, chapter assignments, chapter quizzes, Chapter Discussion Prompt (see Discussion tab on Canvas) and a final exam.

- (b)** Online or Hybrid: (see above for required e-textbook and software). Students will be assessed through a variety of online reading assignments and assessments, chapter assignments, chapter quizzes, Chapter Discussion Prompt (see Discussion tab on Canvas) and a final exam.

Canvas:

This course will utilize the Canvas system for course grades, discussion prompts, announcements, etc. The instructor will make every attempt to be timely with posting announcements and grades. Note that faculty members are NOT required to use Canvas [please note that up-to-date points earned can be found on Connect and please also note that though grades on Connect will eventually be integrated to Canvas, the process generally takes several weeks].

Academic Integrity



KELCE COLLEGE OF BUSINESS

All Pitt State students are bound by the academic integrity policies of the university as described and outlined in the current Syllabus Supplement. Please familiarize yourself with these rules and guidelines. In addition, state courses offered through the Kelce College of Business, students in this class are obligated to adhere to the college's Student Code of Ethics as outlined below.

REPEAT: A STATEMENT ON STRICT ATTENDANCE POLICY FOR BETTER PERFORMANCE

- **In this class, students' attendance and regularity are warranted. There is a section on the syllabus where attendance grade is spelled out to be applied. Attendance will be taken in the class. The intention is to specifically achieve 100% of the mandatory class attendance every time the class meets. This is warranted due to the class being based on a Flipped Classroom Technique where students' recitation or engagement is required. A 10% attendance grade is spelled out clearly on the grade summary calculation.**

Code of Ethics

The **Students** of the Gladys A. Kelce College of Business Pledge to:

- Arrive on time, remain until dismissed at all class sessions, and notify instructors in advance of anticipated absences, late arrivals, or early departures whenever possible.
- Turn off cell phones or other electronic devices while in class, unless permission to use them has been granted.
- Refrain from class disturbances.
- Refrain from use of profane or vulgar language in a threatening or disruptive manner.
- Treat fellow students, staff, faculty, administrators, and property with respect.
- Refrain from giving or receiving inappropriate assistance.
- Prepare assignment and exams honestly, refraining from such unacceptable conduct as plagiarism or unacknowledged appropriation of another's work in any academic work.
- Obey the policies, regulations, and laws of the United States of America, the State of Kansas, The Kansas Board of Regents, Pittsburg State University, and the Gladys A. Kelce College of Business.
- If a student observes someone committing dishonesty in connection with academic work, the student is encouraged to report that dishonesty to the appropriate individual (e.g., faculty member or administrator).

Students with Disabilities:



KELCE COLLEGE OF BUSINESS

Please inform the instructor if you have a learning or physical disability that interferes with course requirements. Assistance and/or appropriate accommodations may be available through the contacts listed on the current syllabus supplement.

Final Grade Distributions:

Grading Scale: 90%-100% => A, 81%-89% => B, 71%-79% => C, 61%-69% => D, F<= 60%

Course Evaluation Components and Methods

Candid Learning Experiences	Descriptions of Objective Learning	% age of course grade	Points Value of Assignment	Frequency of attainment
ATTENDANCE CONTROL AND CLASSROOM MANAGEMENT	In this class, students' punctual attendance and regularity are recorded and warranted.	10%	10 points	100%. Absences will be negatively reinforced for effective classroom management
Immersive Learning Chapter Review-quizzes ILC-RET	These are randomized quizzes for scoring highest grades with unlimited attempts allowed to retain for next type of quizzes—retention quizzes. Selected ones from these quizzes will appear in the corresponding major exam.	10%	10Points	Do one Chapter per week by Sunday 11:59 pm—the computer will grade automatically by this time and post grades. Due Dates for chapter RET quizzes are each Sunday at 11:59 pm



KELCE

COLLEGE OF BUSINESS

<p>Immersive Learning Chapter Retention quizzes ILC-REV</p>	<p>These are differently sized quizzes for scoring highest grades with unlimited attempts allowed to retain for next type of quizzes—retention quizzes.</p> <p>Selected ones from these quizzes will appear in the corresponding major exam.</p>	<p>10%</p>	<p>10 Points</p>	<p>Do one Chapter per week by Sunday 11:59 pm—the computer will grade automatically by this time and post grades. Due Dates for chapter RET quizzes are each Sunday at 11:59 pm</p>
<p>Pop Quiz Retention Surprise Test (PQRST)</p>	<p>You will be given three to five PQRST quizzes for fun</p>	<p>10%</p>	<p>10 Points</p>	<p>Do not miss 3-5 pop quizzes that will pop up uncontrolled or by surprise</p>
<p>Exam 1 chapters 1-4</p>	<p>Exam 1: These are proctored exams based on question items from 1 & 2 above and must be taken in the class for 50 minutes. Bring your laptops to these exams.</p>	<p>15%</p>	<p>15 Points</p>	<p>Take the exam 1 on the Fifth week consisting of chapters 1-4 applying your intuitive familiarity for the exam as explained. Read exact date and time announced in Canvas class email. Due Dates for a chapter RET and REV quizzes are each Sunday at 11:59 pm</p>



KELCE

COLLEGE OF BUSINESS

<p>Exam 2 chapters 5-8</p>	<p>Exam 2: These are proctored exams based on question items from 1 & 2 above and must be taken in the class for 50 minutes. Bring your laptops to these exams.</p>	<p>15%</p>	<p>15 Points</p>	<p>Take the exam II on the 11th week consisting of chapters 5-8 applying your intuitive familiarity for the exam as explained. Read exact date and time announced in Canvas class email.</p>
<p>Exam 3 chapters 9-12</p>	<p>Exam 3: These are proctored exams based on question items from 1 & 2 above and must be taken in the class for 50 minutes. Bring your laptops to these exams.</p>	<p>15%</p>	<p>15 Points</p>	<p>Take the exam III on the sixteenth week consisting of chapters 9-12 applying your intuitive familiarity for the exam as explained Read exact date and time announced in Canvas class email.</p>
<p>Marketing Application Short Case (MASC) 1— Chapter 4 CLO's-- Critical Learning Objectives</p>	<p>These are unique Critical Learning Outcomes selected from chapter 5 for — application and integration</p>	<p>5%</p>	<p>5 Points</p>	<p>Take the Marketing Application Short Case (MASC) -1 that represents the precis of chapters 5 that applies your intuitive familiarity for an expert discussion— comprising of Reaction, Learning, Behavior and Result</p>



KELCE

COLLEGE OF BUSINESS

<p>Marketing Application Short Case Pittsburgh State University (MASC) 2— Chapter 8 CLO's-- Critical Learning Objectives</p>	<p>These are unique Critical Learning Outcomes selected from chapter 10 for — application and integration</p>	<p>5%</p>	<p>5 Points</p>	<p>Take the Marketing Application Short Case (MASC) -1 that represents the precis of chapters that applies your intuitive familiarity for an expert discussion— comprising of Reaction, Learning, Behavior and Result</p>
<p>Marketing Application Short Case (MASC) 3— Chapter 12 CLO's-- Critical Learning Objectives</p>	<p>These are unique Critical Learning Outcomes selected from chapter 11 for — application and integration</p>	<p>5%</p>	<p>5 Points</p>	<p>Take the Marketing Application Short Case (MASC) -1 that represents the precis of chapters that applies your intuitive familiarity for an expert discussion— comprising of Reaction, Learning, Behavior and Result</p>

- Described above are major assignments, projects, and testing; course grading procedures and policies -- More to be explicitly described in class.

Note The instructor reserves the right to amend and to reorganize this syllabus at any time.

Coronavirus (COVID-19) Index Supplement:



KELCE

For an up-to-date index of Pitt State's responses, policies and resources pertaining to COVID-19, please link to:

COLLEGE OF BUSINESS

Pittsburg State University

<https://www.pittstate.edu/office/health-services/coronavirus/index.html>

Note: The instructor reserves the right to amend exam dates as per chapter discussion and specific coverages covered in class. It is also intended to reorganize this syllabus at any time for the express benefit for class effectiveness.