

MGT6326: MANAGING INTERNATIONAL BUSINESS

Effective Term

Semester A 2025/26

Part I Course Overview

Course Title

Managing International Business

Subject Code

MGT - Management

Course Number

6326

Academic Unit

Management (MGT)

College/School

College of Business (CB)

Course Duration

One Semester

Credit Units

3

Level

P5, P6 - Postgraduate Degree

Medium of Instruction

English

Medium of Assessment

English

Prerequisites

Nil

Precursors

Nil

Equivalent Courses

Nil

Exclusive Courses

MGT5510 International Business & the Global Geopolitics for Managers

Part II Course Details

Abstract

This course is a graduate-level course designed to introduce the key concepts and analytical tools within the field of international business. More specifically, this course examines the strategies generally used in the global business environment. It focuses on the rationales behind different firms' overseas expansion decisions, as well as how their foreign operations differ from the domestic ones. It also examines how multinational corporations can create competitive advantages using effective organizational structures. By completing this course, students shall possess the fundamental knowledge for a career in international business or further studies in this area.

The course will be conducted through a combination of lectures and case studies. The lectures explore the various concepts and frameworks used to understand international business. The case studies examine the complex problems a multinational corporation will face in today's rapidly changing global environments.

Course Intended Learning Outcomes (CILOs)

CILOs		Weighting (if app.)	DEC-A1	DEC-A2	DEC-A3
1	Describe the basic concepts and analytical tools in relation to the formulation and implementation of global strategy.	40		x	
2	Explain the strategic issues in the global context as well as identify and design a solution of the problems faced by a firm.	30		x	x
3	Explain how the different aspects of the international environment can create strategic challenges and opportunities for a firm.	10	x	x	
4	Explain how to create competitive advantages through effective entry mode decisions and to use appropriate organizational structure in the global context.	10	x	x	
5	Design comprehensive exposure to real-world strategic business problems in the global environment.	10	x		

A1: Attitude

Develop an attitude of discovery/innovation/creativity, as demonstrated by students possessing a strong sense of curiosity, asking questions actively, challenging assumptions or engaging in inquiry together with teachers.

A2: Ability

Develop the ability/skill needed to discover/innovate/create, as demonstrated by students possessing critical thinking skills to assess ideas, acquiring research skills, synthesizing knowledge across disciplines or applying academic knowledge to real-life problems.

A3: Accomplishments

Demonstrate accomplishment of discovery/innovation/creativity through producing /constructing creative works/new artefacts, effective solutions to real-life problems or new processes.

Learning and Teaching Activities (LTAs)

LTAs	Brief Description	CILO No.	Hours/week (if applicable)	
1	Lectures	Students will engage in the lectures and will focus on exploring and understanding the basic concepts and analytical tools in international business.	1, 3, 4	1.5 hours/week

2	Case studies	Students will engage in the case studies. It provides students with the opportunities to learn from the experience of real companies. Students are expected to demonstrate their critical thinking by analyzing and evaluating a multinational corporation's situation and recommending a solution to the issue.	2, 3, 4, 5	1.5 hours/week
---	--------------	--	------------	----------------

Additional Information for LTAs

Course Expectations and Policies:

Course material: PowerPoint slides for each lecture will be posted before and after class on the course website. You are expected to be prepared for each class by reading and printing out the PowerPoint slides.

Correspondence: Please check the course website regularly for important announcements. I reserve the right to modify this syllabus throughout the course of the semester and make additional announcements. You will be responsible for any changes posted to our Canvas website. If you need to get a hold of me for any reason, please send me an email. I will get back to you within two working days. Alternatively, I am more than happy to schedule time to meet with you should you have questions about any aspect of the course. Please do not wait until it's too late to ask for help.

Attendance: Attendance in this class is important and you are expected to attend every class. If you are absent, you will lose points off your participation grade. If you are having medical or other serious issues, please see me as soon as possible.

Participation: Please note, though, that most, if not all, class periods include an exercise, or some sort of activity. If you miss class, you will miss the points available for activities during that class. Also, if you are not in class, you cannot participate. But just because you are in class, it does not mean you are participating. Simply coming to class does not mean you will receive a high participation grade. You have to actually participate.

Assessment Tasks / Activities (ATs)

	ATs	CILO No.	Weighting (%)	Remarks ("- " for nil entry)	Allow Use of GenAI?
1	Class contribution	2, 3, 4, 5	30	Students will be assessed on their contributions to the discussions in class and participation in group work and class activities.	No

2	Group project	2, 3, 4	40	Based on the international business concepts and frameworks learned in class, students will form groups to work on a project that investigates the issue of a multinational corporation and formulates solutions to address the problem. Group presentations may be scheduled in class.	No
3	Individual in-class assessments	1, 2, 3, 4	30	Students will be assessed on their abilities to identify and address real-world problems multinational corporations face.	No

Continuous Assessment (%)

100

Assessment Rubrics (AR)**Assessment Task**

Class contribution (for students admitted before Semester A 2022/23 and in Semester A 2024/25 & thereafter)

Excellent

(A+, A, A-) Student almost always contributes to class by offering surprisingly good ideas and asking questions more than once per class. Student almost always displays facilitative behavior during class. Strong evidence of original thinking conducive to applying theoretical concepts to coin creative recommendations/ solutions; good organization, capacity to analyse and synthesize; superior grasp of subject matter; evidence of extensive knowledge base.

Good

(B+, B, B-) Student frequently contributes to class by offering thought-provoking ideas and asking questions once per class. Student frequently displays facilitative behavior during class. Evidence of grasp of subject, some evidence of critical capacity and analytic ability conducive to innovative application of theoretical concepts to solve problems; reasonable understanding of issues; evidence of familiarity with literature.

Fair

(C+, C, C-) Student occasionally contributes to class by offering ideas and asking questions. Student occasionally displays disruptive behavior during class. Student who is understanding of the subject; ability to develop solutions to simple problems in the material.

Marginal

(D) Student almost never contributes to class by offering ideas and asking questions. Student almost always displays disruptive behavior during class. Some familiarity with the subject matter

Failure

(F) Student never contributes to class by offering ideas and asking questions. Student always displays disruptive behavior during class. Little evidence of familiarity with the subject matter; weakness in critical and analytic skills; limited, or irrelevant use of literature.

Assessment Task

Group project (for students admitted before Semester A 2022/23 and in Semester A 2024/25 & thereafter)

Excellent

(A+, A, A-) Shows thorough procedural understanding and originality. Clear evidence that key concepts and the relationships between them have been internalized into a personalized model of practice, conducing to excelling creativity. Shows an ability to effectively apply concepts, principles, models or practices to new and unfamiliar real-life contexts. Provides strong supporting evidence to justify conclusions and recommendations. (Demonstrates clearly the ability to integrate theory and practice to add value creatively.) Demonstrates excellent communication skills in presenting analyses and defending arguments

Good

(B+, B, B-) Shows procedural understanding of the subject through the effective and/or innovative application of relevant concepts, principles and models to achieve well-justified conclusions and/or recommendations. Thorough analysis and/or interpretation with relevant and accurate supporting evidence that is comprehensively documented. Good and/or innovative integration of different ideas/perspectives to provide a convincing thrust or purpose.

Fair

(C+, C, C-) Shows declarative understanding and familiarity with many relevant concepts, principles and models. Able to discuss issues meaningfully but the ability to apply key ideas and/or justify conclusions and recommendations is demonstrated only partially. Supporting evidence is relevant, accurate and covers key issues, but lacks consistency, comprehensiveness, integration and/or complete citations.

Marginal

(D) Shows understanding of basic concepts, principles and models in a minimally acceptable way. Poor coverage, no originality in analysis and/or interpretation of the issues, weak justification of solutions or recommendations. Supporting evidence lacks accuracy or completeness, is poorly integrated and/or sources are not fully documented/cited.

Failure

(F) Little evidence of familiarity with the subject matter; weakness in critical and analytical skills; limited or irrelevant use of literature.

Assessment Task

Individual in-class assessments (for students admitted before Semester A 2022/23 and in Semester A 2024/25 & thereafter)

Excellent

(A+, A, A-) Synthesizes in-depth information from all relevant sources representing all relevant and critical viewpoints. Very often recognizes connections among ideas or solutions and is able to connect ideas or solutions in novel ways. Thinks outside the box and presents different and unique ideas very often.

Good

(B+, B, B-) Presents in-depth information from multiple relevant sources representing some critical viewpoints. Often recognizes connections among ideas or solutions and is frequently able to connect ideas or solutions in novel ways. There are many ideas that differs from others.

Fair

(C+, C, C-) Presents information from some relevant sources representing a limited range of critical viewpoints. Recognizes some connections among ideas or solutions and is able to connect a few ideas or solutions in novel way.

Marginal

(D) Presents information from a limited range of sources representing a very limited range of critical viewpoints. Hard to detect new and unique ideas.

Failure

(F) Presents information from irrelevant range of sources representing no critical viewpoints. No new and unique ideas are detected.

Assessment Task

Class contribution (for students admitted from Semester A 2022/23 to Summer Term 2024)

Excellent

(A+, A, A-) Student almost always contributes to class by offering surprisingly good ideas and asking questions more than once per class. Student almost always displays facilitative behavior during class. Strong evidence of original thinking conducive to applying theoretical concepts to coin creative recommendations/ solutions; good organization, capacity to analyse and synthesize; superior grasp of subject matter; evidence of extensive knowledge base.

Good

(B+, B) Student frequently contributes to class by offering thought-provoking ideas and asking questions once per class. Student frequently displays facilitative behavior during class. Evidence of grasp of subject, some evidence of critical capacity and analytic ability conducing to innovative application of theoretical concepts to solve problems; reasonable understanding of issues; evidence of familiarity with literature.

Marginal

(B-, C+, C) Student almost never contributes to class by offering ideas and asking questions. Student almost always displays disruptive behavior during class. Some familiarity with the subject matter.

Failure

(F) Student never contributes to class by offering ideas and asking questions. Student always displays disruptive behavior during class. Little evidence of familiarity with the subject matter; weakness in critical and analytic skills; limited, or irrelevant use of literature.

Assessment Task

Group project (for students admitted from Semester A 2022/23 to Summer Term 2024)

Excellent

(A+, A, A-) Shows thorough procedural understanding and originality. Clear evidence that key concepts and the relationships between them have been internalized into a personalized model of practice, conducing to excelling creativity. Shows an ability to effectively apply concepts, principles, models or practices to new and unfamiliar real-life contexts. Provides strong supporting evidence to justify conclusions and recommendations. (Demonstrates clearly the ability to integrate theory and practice to add value creatively.) Demonstrates excellent communication skills in presenting analyses and defending arguments

Good

(B+, B) Shows procedural understanding of the subject through the effective and/or innovative application of relevant concepts, principles and models to achieve well-justified conclusions and/or recommendations. Thorough analysis and/or interpretation with relevant and accurate supporting evidence that is comprehensively documented. Good and/or innovative integration of different ideas/perspectives to provide a convincing thrust or purpose.

Marginal

(B-, C+, C) Shows declarative understanding and familiarity with some relevant concepts, principles and models. Demonstrates a moderate level of understanding of issues. Fair justification of solutions or recommendations. Ability to use relevant supporting evidence to covers key issues, but lacks consistency, comprehensiveness, integration and/or complete citations.

Failure

(F) Little evidence of familiarity with the subject matter; weakness in critical and analytical skills; limited or irrelevant use of literature.

Assessment Task

Individual in-class assessments (for students admitted from Semester A 2022/23 to Summer Term 2024)

Excellent

(A+, A, A-) Synthesizes in-depth information from all relevant sources representing all relevant and critical viewpoints. Very often recognizes connections among ideas or solutions and is able to connect ideas or solutions in novel ways. Thinks outside the box and presents different and unique ideas very often.

Good

(B+, B) Presents in-depth information from multiple relevant sources representing some critical viewpoints. Often recognizes connections among ideas or solutions and is frequently able to connect ideas or solutions in novel ways. There are many ideas that differs from others.

Marginal

(B-, C+, C) Presents information from a limited range of sources representing a very limited range of critical viewpoints. Hard to detect new and unique ideas.

Failure

(F) Presents information from irrelevant range of sources representing no critical viewpoints. No new and unique ideas are detected

Part III Other Information**Keyword Syllabus**

- Introduction to international business
- Motivations for international expansion
- Managing cultural, economic, and social environments
- Developing international strategies and competitive advantages
- Multinational and entry mode strategies
- Strategic alliances
- International small businesses
- Creating effective organizational structure in the global context
- Implementing international strategies and challenges

Reading List**Compulsory Readings**

	Title
1	Assigned business cases. *Note that the cases are available from Harvard Business Publishing and Ivey Publishing.
2	John B. Cullen, & K. Praveen Parboteeah.. Multinational management: A strategic approach (latest edition), Cengage Learning.

3	Christopher A. Bartlett, Sumantra Ghoshal, Paul W. Beamish. Transnational Management: Text, Cases and Readings in Cross-Border Management (latest edition), McGraw-Hill Education.
4	Donald A. Ball, J. Michael Geringer Jeanne M. McNett & Michael S. Minor. International Business: The Challenge of Global Competition (latest edition). McGraw-Hill.
5	Helen Deresky. International Management: Managing Across Borders and Cultures, Text and Cases (latest Edition). Pearson.
6	Peng MW. Global Business (latest version). Cengage: Boston MA.
7	Other required readings articles and online resources specified by the instructor.

Additional Readings

Title	
1	Nil