Business 365 – Global Management  
Section 2

SEMESTER  
Spring 2012

MEETING TIME  
Tuesday and Thursday 09:40 AM to 11:10 AM

LOCATION  
Sage 3235

INSTRUCTOR  
Tanvi Kothari, Ph.D.  
Assistant Professor of Management  
College of Business  
University of Wisconsin Oshkosh  
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Oshkosh WI  54901 USA  
Office Phone: 920-424-7195  
Fax: 920-424-7413  
Email: kotharit@uwosh.edu

OFFICE HOURS  
Sage Hall 2463  
Tue  - 11.15am to 12.00pm  
or by appointment

REQUIRED MATERIALS  

• Your instructor may employ other material which will be provided through D2L.

• It is strongly recommended (but not required) that you read and subscribe to at least one business publication. The following business publications are available at the UW libraries or via short-term subscription:  
The Wall Street Journal, Business Week; Fortune; Forbes;  
The New York Times; The Economist.
COURSE GOALS AND STUDENT LEARNING OBJECTIVES

- The overarching goal of this course is to develop among the students an understanding and appreciation of comparative management practices and diverse organizational systems across the globe.
- The primary objective of the course is to provide the student with the critical thinking skills necessary to function as a global manager or to perform the tasks comprising the global strategic management process.

COURSE CONTENT LEARNING OUTCOMES

- As a result of successful participation in this course students will: Be familiar with key concepts, theoretical frameworks, main driving forces, and basic operational processes of international business;
- Learn to integrate the key management functions of planning, organizing, leading, and controlling into a global systems framework;
- To develop a holistic appreciation and understanding of the complex relationship between organizations and their environment. Development of ability to work effectively in a cross-functional setting.
- Develop a cross-cultural orientation to be able to understand and appreciate how people work in different cultural settings;
- Develop the ability to present a balanced view of international business that takes into account the viewpoints of home and host governments, of global, international, and domestic firms, of civil society organizations, and of citizens living in both developing and developed countries;
- Develop the capacity to apply subject knowledge to the analysis of current issues and event in the global economy;
- Develop skills needed for problem solving and decision making; effective oral and written presentations; and the use of computerized media, to collect, organize, analyze and present findings and recommendations.
- Develop the ability to work effectively in teams, using interpersonal, communication and leadership skills
- In sum, to prepare the student for the "real world of work" in all its settings.

PEDAGOGY

- The above mentioned objectives are sought to be achieved through following pedagogy:
  o Lectures to provide theoretical, conceptual and analytical frameworks for understanding strategic process.
  o Case Analyses to encourage critical thinking, problem solving, integrative and application abilities. This course utilizes case studies. Assigned cases must be read and studied with great care. Students prepare for class by having command of the key facts of the case. Socratic Method is used to discuss cases. This involves the professor calling on students at random and challenging their knowledge, analysis, and recommendations. The key question in every case is: What should the managers (in the case) do?
  o Oral Presentations to develop skills of oral persuasion, listening and critically understanding others point of view.
  o Written Reports to develop skills that help present one's analysis in an effective and persuasive manner.
  o Team Projects to develop ability to effectively interact with other team members, hone interpersonal skills and benefit from cooperative learning.
  o Guest Speakers who would share with students their insider view of strategic process, ethical dilemmas and other issues facing practitioners.
COURSE COMMUNICATIONS

- Course-related communications will be through University of Wisconsin Oshkosh email account (e.g., john.doe@uwosh.edu).

- Course-related documents and information such as syllabus, announcements and other documentation will be available for students on D2L.

ADMINISTRATIVE POLICIES

- Each class session will be used to clarify problems in the readings and then elaborate on the text content. Individual questions are welcome in class discussion as long as the question fits in the scope of discussion. You are encouraged to post questions on the discussion Board for various assignment related questions.

- **Attendance:** Students are advised to take the attendance issue very seriously. If the student is not in class OR comes 10 minutes after the class begins, **10 points will be subtracted for every such absence.** Multiple excused and unexcused absences, tardiness and early or late class departures/arrivals respectively may result in a lower grade.

- **Professionalism** – Showing respect for the learning environment counts heavily towards the participation grade. All students are expected to display professionalism, in preparation for the business world. That means arriving on time, being respectful when others are speaking, and paying attention to whoever has the floor. Please turn off your cell phones, and refrain from activities (such as eating, reading unrelated material, excessive talking with your neighbor etc.) that may disrupt the class. If you use a computer in class, use it only to take notes; access course materials from the course webpage; or locate information online relevant to the class discussion. Do not use your computer to surf the web, check emails, or send and receive IMs, as these activities can be distracting to those around you (and will also ensure you gain little from your time in class). Any violation of the above policy will result, in a onetime warning, there will not be a second warning and for each subsequent event the student(s) will be asked to leave the room for the remainder of the session.

- **DISABILITY DISCLOSURE STATEMENT:** Any student who has a need for accommodation based on the impact of a disability should contact the instructor privately to discuss the specific situation as soon as possible. For more information contact University Disability Services at (920) 424-3100 or visit their office in 125 Dempsey Hall to coordinate reasonable accommodations for students with documented disabilities.

- **Assignment Due Dates:** All written assignments must be submitted in class on the due dates **BEFORE the class begins. Late assignments will not be accepted.** Please do not ask to be an exception to this policy, since it would be unfair to your classmates. If you have a serious problem in meeting any deadline, see the instructor about it **before** the assignment due date, not afterwards. All assignments must be typed (double spaced) with one-inch margins all around. Cases, Reports and other written material will be graded on the basis of depth of analysis and clarity of content as well as format, grammar, spelling, and professionalism. **ALL written assignments must be uploaded as a Word document on D2L before the deadline.** There is a designated dropbox on D2L of every assignment. Please ensure to put your **names ONLY on the cover page of the assignment.** It allows for a fair grading process.
### Student Effort and Overall Evaluation

**Individual**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exam 3 @ 60 points each</td>
<td>180</td>
</tr>
<tr>
<td>Attendance</td>
<td>100</td>
</tr>
<tr>
<td>Preparation, participation, attitude</td>
<td>100</td>
</tr>
<tr>
<td>Discussion &amp; Application Papers</td>
<td>40</td>
</tr>
<tr>
<td>International/Cross-Cultural Events</td>
<td>40</td>
</tr>
</tbody>
</table>

**Total** 460

**Team**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Around the World Mixer</td>
<td>40</td>
</tr>
<tr>
<td>Group Consulting Reports</td>
<td>150</td>
</tr>
</tbody>
</table>

**Total** 190

**Grand Total** 650

Students are advised against missing any of the assignments or projects as this will result in assigning of a grade of zero for the missed assignments. No make-ups. Deadlines are real!

**Grading Scale for Final Score**

<table>
<thead>
<tr>
<th>Grade</th>
<th>Range</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>93.0% and above</td>
<td>A</td>
</tr>
<tr>
<td>A –</td>
<td>90% - 92%</td>
<td>A –</td>
</tr>
<tr>
<td>B +</td>
<td>89% - 87%</td>
<td>B +</td>
</tr>
<tr>
<td>B</td>
<td>86% - 84%</td>
<td>B</td>
</tr>
<tr>
<td>B –</td>
<td>83% - 80%</td>
<td>B –</td>
</tr>
<tr>
<td>C +</td>
<td>79% - 77%</td>
<td>C +</td>
</tr>
<tr>
<td>C</td>
<td>76% - 74%</td>
<td>C</td>
</tr>
<tr>
<td>C –</td>
<td>73% - 70%</td>
<td>C –</td>
</tr>
<tr>
<td>D +</td>
<td>69% - 67%</td>
<td>D +</td>
</tr>
<tr>
<td>D</td>
<td>66% - 64%</td>
<td>D</td>
</tr>
<tr>
<td>D –</td>
<td>63% - 60%</td>
<td>D –</td>
</tr>
<tr>
<td>F (Fail)</td>
<td>59% or below</td>
<td>F (Fail)</td>
</tr>
</tbody>
</table>

These ranges are approximate. The instructor reserves the right to modify the ranges, if she finds it necessary.