



**MGMT/IBUS 450 (Sections 503, 504 & 505)
The International Environment of Business**

Fall 2005 Course Outline and Syllabus

Lorraine Eden Professor of Management	Course Dates and Times: <ul style="list-style-type: none"> • Sect 503: TR 11:10am-12:25pm in WCBA 112 • Sect 504: TR 2:20pm-3:35pm in WCBA 112 • Sect 505: TR 3:55pm-5:10pm in WCBA 112
Office: 420B Wehner Building Mail Stop: 4221 Phone: 979-862-4053 Email: leden@tamu.edu	Instructor Office Hours: Mondays 2:00-5:00 or by appointment (email leden@tamu.edu to set up a specific date and time)
TA: TA Email:	TA Office: TA Office Hours:
Course Web Portal: https://maysportal.tamu.edu/login/index.php Log-in with your name and the password key _____. The web portal password key will be distributed in class or you can email leden@tamu.edu for the password. Please do <u>not</u> give this information to anyone else without my permission. The course web portal is closed to anyone who is not a registered student in MGMT/IBUS 450, sections 503, 504 and 505.	
Instructor's TAMU website: http://cibs.tamu.edu/leden Personal website: http://www.voxprof.com	

COURSE DESCRIPTION

This course deals with the international environment of business, focusing on three types of international environment facing US firms: international trade, international finance, and foreign direct investment. Students gain an appreciation for the complexities of the international environment facing businesses in the early years of the 21st century. Businesses now simultaneously face pressures to "go global" in response to global markets and global competitors, and to "think local" because of distinct national cultures and governments. Business principles learned in other courses (for example, finance, marketing, management, economics) are applied here, but from an international perspective. While the course focuses mostly on US firms and their integration into the global economy, a significant part of the course is also designed around firms from other countries. The course is divided into the following parts:

- Part I: International Trade starts with an overview of the international environment facing businesses today, designed to familiarize students with key concepts in international business. This section examines the international trading system and its implications for US businesses. We discuss topics such as why nations trade, winners and losers from international trade, types of trade barriers, regional integration schemes and the World Trade Organization.
- Part II: International Finance examines how the balance of payments and foreign exchange markets work. Problems in international finance (for example, covered interest arbitrage) and methods for handling them are discussed. We outline the historical development of the international monetary system, focusing on fixed versus flexible exchange rates, the roles of the International Monetary Fund (IMF) and World Bank, and recent exchange rate crises.
- Part III: International (Foreign Direct) Investment begins with theories of why firms become

multinational enterprises (MNEs) and how foreign direct investment (FDI) occurs. We move to the theory of global strategic management, looking at the various international strategies firms can follow for managing global operations. We analyze the economic and political impacts of FDI on home and host countries. Two kinds of government regulation of MNEs - international tax policy and transfer pricing regulation – are then discussed. Finally, we end the course with discussions of MNE-state relations and key issues for international businesses at the beginning of the 21st century.

WHO SHOULD TAKE THIS COURSE

Since international business cuts across all business disciplines (finance, management, marketing, accounting, operations management) and all graduating students are going to find employment in a world of increasing globalized businesses, this course should be of broad interest to students from across the Mays Business School (e.g., majors in Management, Finance, Marketing, Management Information Systems and Accounting) and to other disciplines such as International Affairs, Political Science, Engineering and Agricultural Business.

This course is not open to graduate students except under special circumstances, for example, as part of a Directed Study (MGMT/IBUS 685) course. Students wanting to take the class for MGMT/IBUS 685 credit are expected to complete additional work to qualify for graduate-level credit; please see the instructor for more information.

Students who find MGMT/IBUS 450 of particular interest are encouraged to further their studies by taking MGMT/IBUS 452, International Management, which focuses on managing international businesses. Students will also find this course helpful preparation for courses in International Finance, International Accounting and International Marketing.

COURSE PREREQUISITES

NOTE: The underlying framework for this course draws heavily from international economics; in fact, this course could easily be re-titled, “*The Economics of International Business*” since we will borrow heavily from economic theory and the “tool bag” of graphs used by economists. For this reason, Economics 202 and 203 (Principles of Economics) or their equivalents are required prerequisites for this course. Students who would prefer an approach to International Business that is less heavily based on economics should sign up for a different section of this course from another instructor.

If you do not have the prerequisites for this course, you must drop the course or seek approval of the Department’s Academic Advisor, Ms. Kristi Mora (phone: 845-6127; office: 402 Wehner; email: k-mora@tamu.edu). The Department of Management reserves the right to deny the enrollment of those students who have not met the prerequisites or received approval from the Academic Advisor. In addition to college-wide requirements, it is your duty to verify that you are registered for the correct course and section. So please make sure that you are registered for MGMT/IBUS 450 and the correct section.

COURSE MATERIALS

Course materials consist of (1) instructor’s lectures, (2) additional reading materials posted on the course web portal, and (3) business newspapers and magazines.

Course Web Portal

All course reading materials (required and recommended) are posted on the Mays Business School web portal at <https://maysportal.tamu.edu/login/index.php>. In addition to the Instructor's Lecture Notes, all notes to students, assignments, test reviews, and grades will be posted on the course web portal, along with student discussion forums and other resources.

Textbook

Lorraine Eden. 2005. *The Economics of International Business*, mimeograph. Available from Copy Corner, 2307 Texas Avenue South (Phone: 694-COPY). If the course packet is not ready in time for the first week of classes, please simply download the first few lectures from the course web portal and bring them with you to class.

The textbook for this course is the manuscript, *The Economics of International Business*, which the instructor is preparing for publication as a textbook in international business. Note that the chapter numbers in the book do not directly correspond to the lectures numbers for the course. You can download the chapters from the course web portal. Please note that lectures may change slightly during the course (for example, if new materials are added to the website).

Please bring the lecture notes with you to class -- bring the previous day's notes, the current notes, and the next class's notes (three sets of lectures) as lectures may stretch over more than one class.

Additional Reading Materials

Each lecture on the web portal includes one or more outside readings that are directly relevant to the course content for that class. These may be book chapters, journal articles, magazine articles or newspaper clippings. In addition, other reading materials will be distributed in class from time to time.

Some of these materials will be required reading; others are optional. Normally, the reading will be labeled as "required" or "additional", but if you are unclear which is which, please ask.

If you want to buy an additional textbook in addition to Eden (2005), please buy the most recent edition of *International Business: A Managerial Perspective* by Ricky Griffin and Michael Pustay, Prentice Hall.

Current Events Reading

Students are encouraged to read an international business newspaper (*Wall Street Journal* or *the New York Times*) or magazine (*The Economist* or *Business Week*) regularly. By reading international business news, students will be more informed, have a better understanding of class discussions and the course materials, and be more prepared for employment interviews. Weblinks to various international business publications will be posted on the course web portal. One of the assignments (International Business in the News) will be based on these materials.

TEACHING FORMAT

This is a challenging course because of its breadth. The material is not conceptually difficult or particularly deep. The problem is there is so much material to master. It is important to not get behind, since later topics build on earlier ones.

In terms of teaching format, this is not a regular lecture-style class, but an interactive, participatory course. The course will be run mainly as a combination of case discussions, problem-solving workshops, small group discussions, with lecturing restricted to the more difficult materials and student questions. Discussion involving the whole class and/or small groups is a regular part of the course.

In order to have good discussions of the course materials, students must come prepared for class. This means having read the assigned reading materials before class and coming prepared to discuss the readings and ask questions.

The instructor will regularly bring extra problem sets to class for discussion. These problem sets are likely to appear on the tests, so students who regularly attend class will benefit from working through these problem sets in a group setting. Answers to these problems will be available only to students who attend the class where the problem sets are covered; answer sets will not be separately distributed.

Please **DO** bring the following items with you to each class:

- Name Cards - These cards will be distributed at the beginning of the first few classes. Students are expected to engage in class discussions; name cards promote this by helping everyone (instructor and students) to remember names.
- Instructor Lectures– Having the lecture notes with you will lessen the time you need to spend writing in class, enabling you to listen better and participate more fully in class discussions. You will also want to bring extra blank paper to class, particularly when we are working on graphs and problem sets.
- Student Tool Kit (basic math calculator, blank paper, pens, pencils) -- for graphs and in-class workshops.

Please **DO NOT** bring the following items with you to class:

- Cell phones. Either turn off your cell phone before class starts or do not bring it to class.
- Wireless PDAs (e.g., Palms, Blackberrys, Treos).
- Refreshments (no food or drinks are allowed in class – see “Wehner Policy” below.)

COURSE LEARNING OBJECTIVES

Texas A&M and the Mays Business School are starting, in Fall 2005, a long-term process of evaluating departmental programs (e.g., BBA, MBA) in terms of their success in attaining learning objectives. Learning objectives are broad, general statements of what a program intends to accomplish in terms of developing students’ learning competencies. Since the list of learning objectives is still under discussion at the University and College levels, the instructor of MGMT/IBUS 450 has decided that this course will contribute to the following learning objectives. Students should be able to:

- Communicate effectively in speaking and writing (communications)
- Critically analyze complex issues and materials (problem solving)
- Possess personal integrity (ethics)
- Contribute to a diverse global society (global society)
- Master a depth of knowledge in the specific discipline (subject knowledge).

The assignments in this course have been developed around the Course Learning Objectives. The **assignments** are of three types: Problem Solving, “In the News”, and Interview Assignments. Each type focuses on different learning objectives, as outlined below:

Assignment Types	Learning Objectives				
	Communicate	Problem Solving	Ethics	Global Society	Subject Knowledge
Problem Solving		yes		yes	yes
In the News	yes	depends	depends	yes	yes
Interview	yes		yes	yes	yes

In terms of mastering a depth of knowledge in the specific discipline and critically analyzing complex issues and materials, this course is designed to train students in the economics of international business. Students, by the end of this course, will have (a) learned the major concepts and current issues in international business, (2) developed a set of economic graphical tools (principally, demand and supply curves and consumer and producer surplus) that they can apply to analyze these concepts and issues.

For example, in terms of depth of knowledge, by the end of this course, students will be able to perform the following tasks (this is not a complete list):

- Discuss current events in international business that have occurred during the semester.
- Compare and contrast the major forms of international business activity.
- Provide a general history of the international trading system and the international monetary system, and their major international organizations.
- Explain how small countries are affected by their own, and by foreign, trade barriers; and how these effects are different for large countries.
- Analyze the potential economic effects of a change in current US trade policy (e.g., a tariff or non-tariff barrier) on firms in an industry, and identify potential winners and losers. Use this information to predict how a business will be affected by a government policy change.
- Compare and contrast different types of trade policies in terms of their economic impacts, and select the best policy in terms of maximizing national welfare.
- Explain the main effects of preferential trading agreements, such as NAFTA and Mercosur.
- Analyze the main components of the balance of payments and explain how a change in one of these components affects the foreign exchange market and therefore the exchange rate.
- Explain how spot and forward markets work, and how investors can use covered interest arbitrage to take advantage of differences in exchange rates and interest rates.
- Analyze one or more recent foreign exchange crises (e.g. Mexico, Venezuela) in terms of its business impacts and lessons for public policy and businesses.
- Read foreign exchange market data in the business newspapers, determine how exchange rates are likely to move over the next few months, and the appropriate actions that individuals or businesses should take to protect themselves, or take advantage of, exchange rate movements.
- Choose the best method by which a firm can reduce its transaction exposure on an international purchase or sale caused by fluctuating exchange rates.
- Explain the likely economic impacts of inward and outward foreign direct investment. Use this knowledge to evaluate the likely economic effects of, and winners and losers from, a foreign business moving into (or out of) a local community.
- Discuss the general format of US corporate income tax and transfer pricing regulations as they apply to US and foreign businesses operating in the United States.
- Determine the tax savings that a firm can make by reallocating its expenditures and/or its revenues between two countries that have different corporate income tax rates.

- Pick the most appropriate transfer pricing method for a particular transaction, from the government’s perspective and the firm’s perspective.
- Discuss the impact of cultural differences on international business decision making.

GRADE DETERMINATION

The breakdown in grading is outlined below, along with the dates when assignments are due and tests are held. Information on each component of the grading scheme follows.

Grade Component	Class No	Day	Date	Maximum Points	Your Points
Problem Solving Assignment #1	8	Thurs	Sept 22	45	
Problem Solving Assignment #2	19	Tues	Nov 1	45	
“IB in the News” Assignment	Various			10	
IB Executive Interview Assignment	27	Thurs	Dec 1	50	
Midterm Test #1	11	Tues	Oct 4	100	
Midterm Test #2	23	Tues	Nov 15	100	
<i>Total before Final Exam</i>				350	
Final Exam (Test #3)				100	
<i>Total Points before Bonus Points</i>				450	
Bonus Points				10	
<i>Maximum Possible Points</i>				460	

Knowledge of the substantive material covered in this course is of central importance to the student's grade. The assignments and tests are designed to test your knowledge of the materials covered in class. As in the business world, the ability to communicate knowledge orally and in writing is also very important. Grading will be competitive and will be based on, where appropriate, not only content but also spelling, grammar, style and organization. Students must also pay close attention to the rules on Scholastic Dishonesty in this Syllabus (see separate section on page 9 of this Syllabus).

1. Problem Solving Assignments (2 assignments, worth 45 points each, total value 100 points) Due dates: Sept 22 and Nov 1, 2005

Problem Solving Assignments are specifically aimed at the Problem Solving, Global Society and Subject Knowledge competencies.

There will be two major Problem Solving Assignments; each student must complete both assignments. The assignments will be posted on the course web portal approximately two weeks before the due date. They are *numerical problem sets* designed to provide students with practice in solving problems that face businesses in dealing with the international environment. They are also designed to familiarize the student with the types of questions that will appear on the midterm test. Students who do well on the Problem Sets will most likely also do well on the corresponding midterm test.

All assignments are due at the beginning of the class. Please put your assignment on the instructor’s desk at the front of the classroom. Assignments can be handed in before class, without penalty, to either (1) the instructor, (2) the TA, or (3) a MGMT department secretary. Make sure that the individual receiving the assignment puts the date and time and signs the front page of your paper; note also that missing

assignments are the student's responsibility. Assignments must not be emailed to the instructor except with advance permission.

Late assignments will not be accepted. Students who do not submit an assignment receive a zero grade for that piece of work. There will be no make-ups for assignments that are not submitted on time to the instructor.

Note also that a missing assignment is assumed to be the student's responsibility, not the instructor's. Make sure you have a back-up copy or keep an electronic copy of your assignments before you hand in your assignment.

Read the Aggie Code of Honor and abide by it. Students will be required to sign the Aggie Code of Honor on the front page of all submitted assignments. This means that students are expected to complete their own assignments. If a student is found to have not done his/her own assignment but to have copied the answers from another person's assignment, both students will receive a zero grade for the piece of work.

2. "International Business in the News" Assignments (10 points) **Due Date: Student selects (see last page of Syllabus)**

The "In the News" Assignment is aimed at the following learning competencies: Oral and Written Communication, Global Society and Subject Knowledge. Depending on the selected articles, Ethics and/or Problem Solving may also be addressed.

Each student will prepare one three-to-five minute presentation on an international business article:

- The article must have been published in one or more of the major business newspapers (*Wall Street Journal, New York Times, The Economist* or *Business Week*).
- The article must have been published within the previous week (e.g., a class presentation scheduled for September 13 must be based on an article that appeared in the previous week (Sept.6 to 13)).
- The article must be related to materials that have either been covered, or will be covered, in class over the semester.
- The article must be different from articles selected by other students in MGMT 450. (Please double check with your counterparts by email ahead of time to ensure there are no duplicates. The list of presenters and dates will be posted on the web portal.)

Students will sign up for presentation dates at the beginning of the semester. There will be no more than two student presentations in each class. Presentations will take place at the beginning of the class. If a student cannot present in the date he/she originally selected, it is up to the student to arrange a switch with another student.

The student will submit the article, and his or her one-page typed summary of the article, to the instructor at the time of the presentation. Late submissions receive zero points. The submission should summarize the main points in the article, discuss why the article was selected, and how the article fits into one or more of the topics we have covered or will cover during the semester.

Students must post their selected clipping and their write-up on the course web portal, in the "IB in the News" forum, on or before their class presentation date, to receive the 2 points (see below) for posting the assignment. Late postings receive zero points.

Students will be graded on both their written and oral presentations, the fit/quality of the selected article with the course materials, and web posting. Calculation of Grade for “IB in the News” assignment is as follows (total = 10 points):

- Business newspaper/magazine clipping – 2 points
- Student written summary – 4 points
- Student oral presentation in class - 2 points
- Student posting of clipping and student summary on the web portal – 2 points

3. International Business Executive Interview Assignment (50 points)

Due Date: Thursday, Dec. 1, 2005

The IB Executive Interview Assignment is focused on all five learning competencies: Communication, Problem Solving, Ethics, Global Society and Subject Knowledge.

Each student will contact and interview a senior executive in an organization that is involved in international business, at some point during the semester. The executive can be from one of the University’s advisory boards, from the student’s home town, an executive here in Bryan College Station, or some other location. The executive must have been with the company for at least one year, have experience with international business, and be willing to be interviewed. Students having difficulty selecting an individual should speak to the course instructor before the end of October.

The interview should take from one to two hours. Students should prepare for the interview by learning about the firm and the industry, using electronic resources from the TAMU library. Students will be given one class off (Thursday, November 17) to prepare for this assignment.

The interview should focus on the following five topics:

1. General information about the firm (size, age, nationality, types of international business activities performed by the firm).
2. General information about the executive (education, experience, job characteristics, international business experience and responsibilities, longevity with the firm and in this position).
3. An international business decision (e.g., mode of entry, foreign location choice, new product introduction), and how the firm/individual made this decision.
4. An international business problem or crisis (e.g., cross-cultural differences, foreign exchange rate shock, national differences in tax rates, intellectual property rights problems) and how the firm/individual solved this problem/crisis.
5. An ethical issue involving international business and how the firm/individual handled this ethical issue.

The student will write a three-to-five page typed report on the interview, and provide a copy to the interviewee. In the report, the student should address six topics: the five issues covered in the interview, and a final paragraph linking the interview to the class lecture materials during the semester.

All reports must be loaded onto the course web portal in the “Interviews Forum” on or before Thursday

December 1, to receive full value. The reports will be discussed in class on Thursday, December 1st. Late assignments will not be accepted. Students who do not submit an assignment receive a zero grade for that piece of work. There will be no make-ups for assignments that are not submitted on time to the instructor.

4. Tests (three tests, worth 100 points each, total value 300 points)

There will be three tests in this course, one for each component of the course (international trade, finance and investment). The tests are not cumulative; each section of the course is separately tested. The tests will cover all course materials (for example, Lecture Notes, class handouts, newspaper clippings) in that component. Tests will normally be a combination of multiple choice, short answer and/or problem-solving questions. You must bring a Scantron form 882E (the small, narrow green form) and number 2 pencils to ALL exams. Please also bring a calculator, ruler, eraser and pens. No books or papers are allowed in the examination. No wireless electronic equipment is permitted in class (for example, Blackberrys, Palm Tungstens, cell phones); bring only an old-fashioned calculator.

Academic dishonesty (see the section below) associated with a test or examination will be punished by an automatic zero for the piece of work.

The dates for the tests are:*

- Midterm Test #1: Tuesday, October 4, 2005 (all sections)
- Midterm Test #2: Thursday, November 15, 2005 (all sections)
- Final Examination (Test #3)
 - Section 503 (TR 11:10am-12:25pm): Friday Dec 9, 2005, 3:00pm-5:00pm.
 - Section 504 (TR 2:20pm-3:35pm): Wednesday Dec 14, 2005, 1:00pm-3:00pm.
 - Section 505 (TR 3:55pm-5:10pm): Tuesday Dec 13, 2005, 1:00pm-3:00pm.

* With special permission from the instructor, a student may sit for a test with a different section from the one in which they are registered. Students must have a valid reason (e.g., multiple exams on the same day or a University approved excuse) for requesting a transfer and must submit their request in writing to the instructor at least one week before the test date. It is up to the instructor to grant or refuse a request. Additional confidentiality requirements will be imposed on students who shift test dates/times.

Make-Up Policy on Missed Tests

Please note the dates of all tests and exams and do not schedule other commitments for these dates and times. In terms of your final examination, do NOT make any travel arrangements to leave College Station until AFTER the final examination is over. There are no exceptions to this rule.

It is the student's responsibility to contact the instructor, preferably in writing, within 72 hours (three days) of a missed test. An absence will be excused only for the following documented reason(s):

- Participation in an activity appearing on the university authorized or university sponsored activity list. This includes mandatory course trips, as well as most field trips and intramural sports. See <http://studentactivities.tamu.edu/stuactweb/submainpages/authsponmain.htm>.
- Death or major illness in a student's immediate family.
- Illness of a dependent family member.
- Participation in legal proceedings or administrative procedures that require a student's presence.

- Religious holy day. Notice must be *in advance*. The policy regarding excused absences for religious holy days is posted at <http://student-rules.tamu.edu/append4.htm>
- Illness that is too severe or contagious for the student to attend class (to be determined by Health Center or off-campus physician).
- Required participation in military duties.
- Mandatory admission interviews for professional or graduate school that cannot be rescheduled.

The instructor will not accept excuses other than those listed in the above categories. “University” activities that are not registered with student activities are not accepted as excused. Also specifically excluded are absences due to work schedule or job interviews. Please schedule job interviews at other times, or be prepared to accept a grade penalty. For more details, see the Academic Rules, Section 7, which is available at <http://student-rules.tamu.edu/rule7.htm>.

Students who do not have an officially excused absence will normally receive a zero grade for the missed test. If the student is found to be too ill to attend class by a Health Center physician, the director of the Health Center will, on request of the student, confirm this fact. If an off-campus physician provides evidence of a student's illness, the excuse documentation must contain the date and time of the illness and doctor's opinion that the student was too ill to attend class. If a physician determines the student is not ill, he or she will not receive an excuse.

Make-up tests will only be given under rare circumstances. In the unlikely event that a make-up test is necessary, the instructor will schedule it within 30 calendar days from the last date of absence. Make-up tests are not necessarily similar in format, form or questions to the regularly scheduled tests. The instructor reserves the right to drop a test (adding the points to the final test) rather than give a make-up.

If you have any questions or concerns about absences or excuses, please email leden@tamu.edu before the missed test.

4. Class Participation

Students are expected to attend all classes in this course. Students missing a class should email the instructor (leden@tamu.edu), noting the reason for their absence from class. Previous final grades in MGMT/IBUS 450 show a strong, positive correlation between attendance and final grades, and vice versa, students who do not attend class regularly tend to do poorly or fail this course. The materials are difficult and cumulative, and additional handouts are distributed and discussed in class that are not available outside of class. As a result, students who do not attend regularly are at a disadvantage relative to students who do. The instructor will not provide individualized instruction on topics where the student missed class for an activity that was not University approved.

Note that since the instructor is teaching three sections of this class, students who cannot attend a particular class on a particular date are welcome (if space is available) to attend a different section covering the same material. Students should check beforehand with the instructor to determine what materials will be covered, and whether space is available.

5. Bonus Points (maximum 10 bonus points)

Up to a maximum of 10 bonus points will be awarded for exceptional class participation; that is, participation in course-related activities over and above the level performed by the average student in the

course. Examples of exceptional class participation may include (but are not limited to):

- More than 95% class attendance (no more than one missed class all semester). Bonus points: 3 points.
- High quality, regular oral participation in class. Bonus points: up to 3 points.
- High quality written participation in the web portal (for example, posting newspaper clippings or articles, asking questions and/or adding comments on the class web portal FAQs and Discussion Forums). Bonus points: 1 per web portal activity.
- Good citizenship activities (for example, being the first student to find an error in an assignment and notifying the instructor before the assignment is due so that all students benefit from the “early bird’s eagle eye”). Bonus points: 1 per good citizenship activity.
- Attending and summarizing talks by visiting speakers on subjects related to course content. The instructor will notify the students in advance as to which visiting speakers can be included in bonus point activities. Bonus points: 1 per visiting speaker.
- Evidence of having read the optional readings posted on the web portal (for example, integrating them into your assignments, referencing them in class discussions, commenting on them on the web portal Forums). Bonus points: 1 per optional reading.

THE AGGIE CODE OF HONOR AND SCHOLASTIC DISHONESTY

For many years, Aggies have followed a Code of Honor, which is stated in this very simple verse: *"Aggies do not lie, cheat, or steal, nor do they tolerate those who do."* The Aggie Code of Honor is an effort to unify the aims of all Texas A&M men and women toward a high code of ethics and personal dignity. For most, living under this code will be no problem, as it asks nothing of a person that is beyond reason. It only calls for honesty and integrity, characteristics that Aggies have always exemplified. The Aggie Code of Honor functions as a symbol to all Aggies, promoting understanding and loyalty to truth and confidence in each other. Commission of any of the following acts shall be considered as a violation of the Aggie Code of Honor and evidence of scholastic dishonesty. This listing is not exclusive of any other acts that may reasonably be said to constitute scholastic dishonesty:

- Acquiring Information: Acquiring answers for any assigned work or examination from any unauthorized source. Working with another person or persons on any assignment or examination, when not specifically permitted by the instructor. Observing the work of other students during any examination.
- Providing Information: Providing answers for any assigned work or examination when not specifically authorized to do so. Informing any person or persons of the contents of any examination before the time the examination is given.
- Plagiarism: Failing to credit sources used in a work product in an attempt to pass off the work as one's own. Attempting to receive credit for work performed by another, including papers obtained in whole or in part from individuals or other sources. You are committing plagiarism if you copy the work of another person and turn it in as your own, even if you have the permission of the person. Plagiarism is one of the worst academic sins, for the plagiarist destroys the trust among colleagues without which research cannot be safely communicated.

- Conspiracy: Agreeing with one or more persons to commit any act of scholastic dishonesty.
- Fabrication of Information: The falsification of the results obtained from a research or laboratory experiment. The written or oral presentation of results of research or laboratory experiments without the research or laboratory experiment having been performed.
- Violation of Departmental or College Rules: Violation of any announced departmental or college rule relating to academic matters, including but not limited to abuse or misuse of computer access or information.
- It is also not acceptable to submit as your own work a paper (or part of a paper) that was completed for another course since this would in effect be 'double counting' (i.e., receiving credit twice for the same piece of work). This activity is called complementarity. If you wish to incorporate research you completed for another course into a paper for this course, the paper must be fully cited and the instructor's permission requested in advance. If complementarity occurs in this course, the piece of work will receive a zero grade.

The Honor Council Rules and Procedures are posted on the web at: <http://www.tamu.edu/aggiehonor>.

On all assignments and tests, students will be asked to sign the following statement:

"On my honor, as an Aggie, I have neither given nor received unauthorized aid on this academic work."

Signature of student

The full consequences of scholastic dishonesty will be pursued consistent with University policy. Students who commit academic dishonesty (e.g., plagiarism on the draft or final term paper) should expect, as a minimum punishment, to receive a zero grade on that piece of work. If you have any questions, please discuss this with your course instructor and consult the latest issue of the Texas A&M University Student Rules, under the section "Scholastic Dishonesty" available at <http://student-rules.tamu.edu/>. For detailed examples of plagiarism and instructions on how to avoid it, see the Plagiarism File on the course web portal.

You must complete all assignments and tests on your own. You may use only the materials we specify to help you complete your work. If, due to a disability or extraordinary circumstances, you need special accommodations or help in completing course requirements, you must see the instructor BEFORE the exam or assignment due date. See Academic Rules, Section 20 on "Academic Misconduct" posted at <http://student-rules.tamu.edu/rule20.htm> for more details.

COPYRIGHT ISSUES

All handouts in this course are copyrighted, including all materials posted on the website for this course. "Handouts" refers to all materials generated for this class, which include but are not limited to the syllabus, class notes, quizzes, exams, lab problems, in-class materials, review sheets, and additional problem sets. You have the right to download materials from the course website for your own use during this class; however, because these materials are copyrighted, you do not have the right to copy the handouts for other purposes unless the instructor expressly grants permission.

ADA POLICY STATEMENT

The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you believe you have a disability requiring an accommodation, please contact the Department of student Life, Services for Students with Disabilities in Cain Hall, Room B118, or call 979-845-1637. Please inform the instructor also as soon as possible, but certainly before the first midterm, if you have a disability and require special assistance.

WEHNER BUILDING POLICY

We have beautiful and state-of-the-art classrooms in the Wehner Building. We want to maintain the high quality of these classrooms for the students in future years. Thus, it is necessary for you to adhere to the established policy of no beverages, food, tobacco products of animals (unless approved) within the Wehner Building Classrooms.

Please do not leave trash in the room. If you bring newspapers (e.g., the Battalion), etc, to class, either carry them out again or put them in the trash containers.

SYLLABUS AND SCHEDULE CHANGES

The course syllabus and/or timetable may be amended or changed as the semester progresses at the instructor's discretion. It is the student's responsibility to stay informed about class schedules and policies. The information you need is included in this Syllabus, and on the web portal for the course. In addition, announcements will be made regularly in class and on the web portal. It is your responsibility to keep up with this information. You are strongly urged to check the course web portal on a daily or at least bi-weekly basis, and most definitely before each class.

If you are unclear about any policies or other information with respect to the course, please ask or email leden@tamu.edu for more information.

MGMT/IBUS 450 TIMETABLE, FALL 2005 ¹

Day	Date	No	Class Topic	Notes
Tues	Aug 29	1	Introduction to International Business	Student photos taken
PART I: INTERNATIONAL TRADE				
Thurs	Sept 1	2	The International Trading System	Student photos taken
Tues	Sept 6	3	Why Nations Trade	
Thurs	Sept 8	4	Winners & Losers from International Trade	
Tues	Sept 13	5	Tariffs	
Thurs	Sept 15	6	Tariffs (cont'd)	
Tues	Sept 20	7	Non-Tariff Trade Barriers	
Thurs	Sept 22	8	Trade Remedy Law	Assignment #1 due
Tues	Sept 27	9	Regional Integration	
Thurs	Sept 29	10	Political Economy of Protectionism	
Tues	Oct 4	11	Midterm Test #1 (classes 1-10)	Midterm Test #1
PART II: INTERNATIONAL FINANCE				
Thurs	Oct 6	12	How the Balance of Payments Works	
Tues	Oct 11	13	Spot and Forward Markets	
Thurs	Oct 13	14	Spot and Forward Markets (cont'd)	
Tues	Oct 18	15	Foreign Exchange Markets	
Thurs	Oct 20	16	Foreign Exchange Rate Crises	
Tues	Oct 25	17	The International Monetary System	
Thurs	Oct 27	18	International Finance	
PART III: INTERNATIONAL INVESTMENT				
Tues	Nov 1	19	Multinational Enterprises and Foreign Direct Investment	Assignment #2 due
Thurs	Nov 3	20	Impacts on FDI on Host and Home Countries	
Tues	Nov 8	21	International Taxation	
Thurs	Nov 10	22	Transfer Pricing Regulation	
Tues	Nov 15	23	Midterm Test #2 (classes 12-18)	Midterm Test #2
Thurs	Nov 17	24	No formal class – students work on interview assignment	
Tues	Nov 22	25	Global Strategic Management	
Thurs	Nov 24		<i>Thanksgiving – No Class</i>	
Tues	Nov 29	26	Culture and International Business	
Thurs	Dec 1	27	IB Executive Interview Reports	
Tues	Dec 6	28	Semester Wrap-Up	
<i>Final Exam (Test #3) on classes 19-22 and 24-28)</i> <ul style="list-style-type: none"> ▪ Section 503 (TR 11:10am-12:25pm): Friday Dec 9, 3:00pm-5:00pm. ▪ Section 504 (TR 2:20pm-3:35pm): Wednesday Dec 14, 1:00pm-3:00pm. ▪ Section 505 (TR 3:55pm-5:10pm): Tuesday Dec 13, 1:00pm-3:00pm. 				Final Exam (Test #3)

¹ Class topics, dates and/or times may change as the semester progresses.

“INTERNATIONAL BUSINESS IN THE NEWS” - ASSIGNMENT SCHEDULE FOR STUDENT REPORTS

Please pick one slot below as the date when you will present your “IB in the News” in class (worth 10 points).

Day	Date	No	Class Topic		Student #1		Student #2
Tues	Sept 6	3	Why Nations Trade	1		2	
Thurs	Sept 8	4	Winners & Losers from Trade	3		4	
Tues	Sept 13	5	Tariffs	5		6	
Thurs	Sept 15	6	Tariffs (cont'd)	7		8	
Tues	Sept 20	7	Non-Tariff Trade Barriers	9		10	
Thurs	Sept 22	8	Trade Remedy Law	11		12	
Tues	Sept 27	9	Regional Integration	13		14	
Thurs	Sept 29	10	Political Economy of Protectionism	15		16	
Thurs	Oct 6	12	The International Monetary System	17		18	
Tues	Oct 11	13	How the Balance of Payments Works	19		20	
Thurs	Oct 13	14	Spot and Forward Markets	21		22	
Tues	Oct 18	15	Spot and Forward Markets (cont'd)	23		24	
Thurs	Oct 20	16	Foreign Exchange Markets	25		26	
Tues	Oct 25	17	Foreign Exchange Rate Crises	27		28	
Thurs	Oct 27	18	International Finance	29		30	
Tues	Nov 1	19	Multinational Enterprises and FDI	31		32	
Thurs	Nov 3	20	Impacts of FDI on Host/Home Countries	33		34	
Tues	Nov 8	21	International Taxation	35		36	
Thurs	Nov 10	22	International Taxation (cont'd)	37		38	
Thurs	Nov 17	24	Global Strategic Management	39		40	
Tues	Nov 22	25	MNE-State Relations	41		42	
Tues	Nov 29	26	Transfer Pricing Regulation	43		44	
Thurs	Dec 1	27	Transfer Pricing Regulation (cont'd)	45		46	
Tues	Dec 6	28	IB – Looking Forward		n.a.		n.a.