



CAPILANO UNIVERSITY

COURSE OUTLINE		
TERM: Fall 2021	COURSE NO: IBUS 357	
INSTRUCTOR:	COURSE TITLE: International Marketing	
OFFICE: LOCAL: E-MAIL: @capilanou.ca	SECTION NO(S):	CREDITS: 3.0
OFFICE HOURS:		
COURSE WEBSITE:		

Capilano University acknowledges with respect the Lil'wat, Musqueam, Squamish, Sechelt, and Tsleil-Waututh people on whose territories our campuses are located.

COURSE FORMAT

Three hours of class time, plus an additional hour delivered through on-line or other activities for a 15-week semester, which includes two weeks for final exams. May be offered online or in mixed-mode format.

COURSE PREREQUISITES

45 credits of 100-level or higher coursework; OR 6 NABU credits

CALENDAR DESCRIPTION

This course covers marketing theory and methods as they apply to world markets. Among the topics discussed is the importance of linking international marketing with the overall strategy of the business while examining the impact of cultural, political and legal issues and the economic differences in global strategies. Emphasis is placed on market entry strategies and developing the marketing plan appropriate to various international global environments.

REQUIRED TEXTS AND/OR RESOURCES

Hollensen, Svend (2014) *Global Marketing*, 8th edition, Prentice Hall. (Latest edition, or similar.)

Students are required and encouraged to read relevant materials and keep themselves informed before coming to class. Reading includes (but is not limited to) the following:

- HBR, IVEY, WARTON (for cases and articles)
- YouTube links provided for some topics
- The Economist, Fortune, Forbes, Bloomberg, etc.
- Library, and other online sources

COURSE STUDENT LEARNING OUTCOMES

On successful completion of this course, students will be able to do the following:

1. Analyse and apply appropriate frameworks to international marketing decisions and opportunities.
2. Prepare written proposals and verbal presentation on international marketing topics using proper international marketing language and communication skills.
3. Adapt research methodologies and models to assess a country's marketing culture, and the opportunities and challenges marketers face.
4. Assess and craft international marketing strategies/programs, accounting for cultural differences/adaptations, corporate objectives and capabilities, and product/service opportunities
5. Develop teamwork skills, through group learning assignments.
6. Demonstrate awareness and sensitivity to cultural differences that will be encountered doing business internationally through the international marketing critiques and learning assignments

COURSE CONTENT

Week	TOPIC
1	International Marketing Overview
2-3	The Decision to Internationalize <ul style="list-style-type: none"> • Assessing competencies and competitiveness/motivations and risks • International Marketing Critiques Brief (presentations held weekly over the term)
4-5	Deciding which Market to Enter <ul style="list-style-type: none"> • The Political & Economic Environment • The Sociocultural Environment • Market Selection Process
6-7	Deciding which Modes of Entry <ul style="list-style-type: none"> • MOE options and assessments • Exporting and Trade
8-9	Designing the Global Marketing Program <ul style="list-style-type: none"> • Marketing Mix and Planning • Remaining International Marketing presentations
10-11	International Advertising & Culture Marketing Mix Design
12-13	Presentations
14-15	Final Exam Period

NOTE: Topic schedule subject to change by instructor.

EVALUATION PROFILE

Assessment	% of Final Grade
Quizzes	30%
International Marketing Planning Assignments including individual and group proposals and presentations <ul style="list-style-type: none"> • 3-4 Learning Assignments: 5% - 25% each 	45%
International Marketing Critique (IMC)	15%
Participation Activities and Assessments*	10%
Total	100%

* Participation Activities and Assessment includes peer, self and instructor evaluations, and engagement during presentations, and other in-class activities. Details will be provided by the instructor.

GRADING PROFILE

A+ = 90-100	B+ = 77-79	C+ = 67-69	D = 50-59
A = 85-89	B = 73-76	C = 63-66	F = 0-49
A- = 80-84	B- = 70-72	C- = 60-62	

Incomplete Grades

Grades of Incomplete "I" are assigned only in exceptional circumstances when a student requests extra time to complete their coursework. Such agreements are made only at the request of the student, who is responsible to determine from the instructor the outstanding requirements of the course.

Late Assignments

Assignments are due at the beginning of the class on the due date listed. If you anticipate handing in an assignment late, please consult with your instructor beforehand.

Missed Exams/Quizzes/Labs etc.

Make-up exams, quizzes and/or tests are given at the discretion of the instructor. They are generally given only in medical emergencies or severe personal crises. Some missed labs or other activities may not be able to be accommodated. Please consult with your instructor.

Attendance

Students are expected to attend all classes and associated activities.

English Usage

Students are expected to proofread all written work for any grammatical, spelling and stylistic errors. Instructors may deduct marks for incorrect grammar and spelling in written assignments.

Electronic Devices

Students may use electronic devices during class for note-taking only.

On-line Communication

Outside of the classroom, instructors will (if necessary) communicate with students using either their official Capilano University email or eLearn; please check both regularly. Official communication between Capilano University and students is delivered to students' Capilano University email addresses only.

UNIVERSITY OPERATIONAL DETAILS

Tools for Success

Many services are available to support student success for Capilano University students. A central navigation point for all services can be found at: <https://www.capilanou.ca/student-life/>

Capilano University Security: download the CapU Mobile Safety App

Policy Statement (S2009-06)

Capilano University has policies on Academic Appeals (including appeal of final grade), Student Conduct, Academic Integrity, Academic Probation and other educational issues. These and other policies are available on the University website.

Academic Integrity (S2017-05)

Any instance of academic dishonesty or breach of the standards of academic integrity is serious and students will be held accountable for their actions, whether acting alone or in a group. See policy and procedures S2017-05 Academic Integrity for more information: <https://www.capilanou.ca/about-capu/governance/policies/>

Violations of academic integrity, including dishonesty in assignments, examinations, or other academic performances, are prohibited and will be handled in accordance with the Student Academic Integrity Procedures.

Academic dishonesty is any act that breaches one or more of the principles of academic integrity. Acts of academic dishonesty may include but are not limited to the following types:

Cheating: Using or providing unauthorized aids, assistance or materials while preparing or completing assessments, or when completing practical work (in clinical, practicum, or lab settings), including but not limited to the following:

- Copying or attempting to copy the work of another during an assessment;
- Communicating work to another student during an examination;
- Using unauthorized aids, notes, or electronic devices or means during an examination;
- Unauthorized possession of an assessment or answer key; and/or,
- Submitting of a substantially similar assessment by two or more students, except in the case where such submission is specifically authorized by the instructor.

Fraud: Creation or use of falsified documents.

Misuse or misrepresentation of sources: Presenting source material in such a way as to distort its original purpose or implication(s); misattributing words, ideas, etc. to someone other than the original source; misrepresenting or manipulating research findings or data; and/or suppressing aspects of findings or data in order to present conclusions in a light other than the research, taken as a whole, would support.

Plagiarism: Presenting or submitting, as one's own work, the research, words, ideas, artistic imagery, arguments, calculations, illustrations, or diagrams of another person or persons without explicit or accurate citation or credit.

Self-Plagiarism: Submitting one's own work for credit in more than one course without the permission of the instructors, or re-submitting work, in whole or in part, for which credit has already been granted without permission of the instructors.

Prohibited Conduct: The following are examples of other conduct specifically prohibited:

- Taking unauthorized possession of the work of another student (for example, intercepting and removing such work from a photocopier or printer, or collecting the graded work of another student from a stack of papers);
- Falsifying one's own and/or other students' attendance in a course;
- Impersonating or allowing the impersonation of an individual;
- Modifying a graded assessment then submitting it for re-grading; or,
- Assisting or attempting to assist another person to commit any breach of academic integrity.

Sexual Violence and Misconduct

All Members of the University Community have the right to work, teach and study in an environment that is free from all forms of sexual violence and misconduct. Policy B401 defines sexual assault as follows:

Sexual assault is any form of sexual contact that occurs without ongoing and freely given consent, including the threat of sexual contact without consent. Sexual assault can be committed by a stranger, someone known to the survivor or an intimate partner.

Safety and security at the University are a priority and any form of sexual violence and misconduct will not be tolerated or condoned. The University expects all Students and Members of the University Community to abide by all laws and University policies, including B.401 Sexual Violence and Misconduct Policy and B.401.1 Sexual Violence and Misconduct Procedure (found on Policy page <https://www.capilanou.ca/about-capu/governance/policies/>)

Emergencies: Students are expected to familiarise themselves with the emergency policies where appropriate and the emergency procedures posted on the wall of the classroom.