BUS 201
Introduction to Global Business
S1 Day 2016
Dept of Marketing and Management

Contents

General Information 2
Learning Outcomes 3
Assessment Tasks 3
Delivery and Resources 7
Unit Schedule 8
Policies and Procedures 11
Graduate Capabilities 13
Changes from Previous Offering 16
Research & Practice, Global contexts & Sustainability 16
Research and Practice 16
Changes since First Published 18

Disclaimer
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## General Information

**Unit convenor and teaching staff**

**Unit Convenor and Lecturer**  
Murray Taylor  
murray.taylor@mq.edu.au  
Contact via email or in person  
E4A512  
Wednesdays 3-4pm. I am also happy to discuss matters with students at the end of each lecture.

**Tutor**

Douglas Howe  
douglas.howe@mq.edu.au  
Contact via email or in person  
Consultation hours to be disclosed in tutorials

Hector Viveros  
hector.viveros@mq.edu.au  
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Consultation hours to be disclosed in tutorials

Monica Rouvellas  
monica.rouvellas@mq.edu.au  
Contact via email or in person  
Consultation hours to be disclosed in tutorials

Yue Wang  
yue.wang@mq.edu.au

**Credit points**

3

**Prerequisites**

BBA102 or admission to BeBus

**Corequisites**

**Co-badged status**
Unit description

International business includes all business activities that involve business organisations from two or more countries. Although international business has many similarities with domestic business, there are significant differences which this unit examines. At an international level, managers must accommodate a highly complex environment. Key variables in this environment include: different currencies; different government policies concerning trade; subsidies and controls on foreign investment; as well as the variables that exist in any domestic environment such as competition, costs and customer characteristics. Topics examined in the unit include: forms of international business; the political and cultural context of international business; theories of international trade and investment; regional economic integration; and an introduction to multilateral institutions such as the IMF, the World Bank group and the World Trade Organisation.

Important Academic Dates

Information about important academic dates including deadlines for withdrawing from units are available at http://students.mq.edu.au/student_admin/enrolmentguide/academicdates/

Learning Outcomes

1. Analyse the complexity of the international business environment by understanding international business trends along with the changes and contrasts between foreign markets through the differences in their legal, cultural, economic, and political systems.
2. Identify the core principles of contemporary IB theory to international business development and practice through the study of international trade and investment, FDI, regional economic integration and international monetary systems.
3. Analyse and integrate literature on international business to create a coherent, practical, rigorous argument.
4. Critically evaluate and reflect upon international business decisions, systems and policies through the use of applied questions and case study analysis.

Assessment Tasks

<table>
<thead>
<tr>
<th>Name</th>
<th>Weighting</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assessed coursework</td>
<td>30%</td>
<td>In tutorials</td>
</tr>
<tr>
<td>Group Report</td>
<td>30%</td>
<td>Monday 4pm Week 11</td>
</tr>
<tr>
<td>Final Examination</td>
<td>40%</td>
<td>University Examination Period</td>
</tr>
</tbody>
</table>

http://unitguides.mq.edu.au/unit_offerings/56560/unit_guide/print
Assessed coursework

Due: In tutorials
Weighting: 30%

Submission: A hard copy must be submitted to your tutor in class at the time of your tutorial for each week of assessment.

Extension: No extensions for this assessment task will be granted except for cases in which an application for Disruption to Studies is made and approved.

Penalties: No extensions will be granted. There will be a deduction of 10% of the total available marks made from the total awarded mark for each 24 hour period or part thereof that the submission is late (for example, 25 hours late in submission – 20% penalty). This penalty does not apply for cases in which an application for disruption of studies is made and approved. No submission will be accepted after solutions have been posted.

What is required to complete the assessment satisfactorily:

The assessed coursework is made up of three weeks of tutorial work of which the best two weeks is assessed (each worth 15%). The two components total 30% of your final grade.

Each student will be expected to submit coursework throughout the unit. The format for the assessment will be a combination of short answer and essays. However, the specific format will differ from week to week. Over the semester, 3 random weeks of coursework will be collected, of which the students best 2 weeks will be assessed ie 2 out of the 3 collected weeks will be assessed. Each of the two assessed weeks will account for 15% of your total grade, totalling 30% overall. Students should be aware that some coursework details will be made available during lectures in the prior week. It is expected that each student is prepared for and attends the tutorial. **The three selected weeks of assessment (of which the best two will be selected) will be chosen at random.**

In the case of a student missing a tutorial they may apply for disruption to studies.

Please see the Assessment Guide for more information regarding this assignment.

This Assessment Task relates to the following Learning Outcomes:

- Analyse the complexity of the international business environment by understanding international business trends along with the changes and contrasts between foreign markets through the differences in their legal, cultural, economic, and political systems.
- Analyse and integrate literature on international business to create a coherent, practical, rigorous argument.
- Critically evaluate and reflect upon international business decisions, systems and policies through the use of applied questions and case study analysis.
Group Report

Due: **Monday 4pm Week 11**
Weighting: **30%**

**Submission:** A hard copy must be submitted to BESS by Week 11 - Monday 4pm. Submission on an earlier date to your tutor is acceptable. You will need to submit a soft copy to Turnitin on iLearn for plagiarism checking (NOTE: electronic submission is NOT a substitute for the hard copy, if we do not receive a hard copy from you by the due date, you will be penalised as per the guidelines below)

**Extension:** No extensions for this assessment task will be granted except for cases in which an application for Disruption to Studies is made and approved

**Penalties:** No extensions will be granted. There will be a deduction of 10% of the total available marks made from the total awarded mark for each 24 hour period or part thereof that the submission is late (for example, 25 hours late in submission – 20% penalty). This penalty does not apply for cases in which an application for disruption of studies is made and approved. No submission will be accepted after solutions have been posted.

What is required to complete the assessment satisfactorily:

The Group Report is worth 30% of the final grade. It is due in Week 11 Monday 4pm to BESS and via Turnitin.

In the same group as the group presentation you will develop a 4000 word written REPORT.

As this is a group exercise all members of the group are expected to contribute actively and substantially. While it is understood that some members of the group may provide more input in the research, whereas others may do more of the actual written work, the group will be required to acknowledge that all group members have given quality time to the project.

Late tasks will be accepted up to 72 hours after the submission deadline. There will be a deduction of 10% of the total available marks made from the total awarded mark for each 24 hour period or part thereof that the submission is late (for example, 25 hours late in submission – 20% penalty). This penalty does not apply for cases in which an application for disruption to studies is made and approved.

**All group work is peer moderated (see Assessment guide)**

Please see the Assessment Guide for more information regarding this assignment

This Assessment Task relates to the following Learning Outcomes:

- Identify the core principles of contemporary IB theory to international business development and practice through the study of international trade and investment, FDI, regional economic integration and international monetary systems.
• Analyse and integrate literature on international business to create a coherent, practical, rigorous argument.
• Critically evaluate and reflect upon international business decisions, systems and policies through the use of applied questions and case study analysis.

Final Examination
Due: University Examination Period
Weighting: 40%

Examination conditions:

A compulsory final exam will be set during the exam period. The examination will be ‘closed book’. The format of the final exam will be long essay questions.

You are expected to present yourself for examination at the time and place designated in the University Examination Timetable. The timetable will be available in Draft form approximately eight weeks before the commencement of the examinations and in Final form approximately four weeks before the commencement of the examinations.

http://www.timetables.mq.edu.au/exam

The only exception to not sitting an examination at the designated time is because of documented illness or unavoidable disruption. In these circumstances you may wish to consider applying for Disruption to Studies. The University’s policy on the Disruption to Studies process is available at http://www.mq.edu.au/policy/docs/disruption_studies/procedure.html

If a Supplementary Examination is granted as a result of the Disruption to Studies process the examination will be scheduled after the conclusion of the official examination period. (Individual Faculties may wish to signal when the Faculties’ Supplementary Exams are normally scheduled.)

The Macquarie university examination policy details the principles and conduct of examinations at the University. The policy is available at: http://www.mq.edu.au/policy/docs/examination/policy.htm
This Assessment Task relates to the following Learning Outcomes:

- Analyse the complexity of the international business environment by understanding international business trends along with the changes and contrasts between foreign markets through the differences in their legal, cultural, economic, and political systems.
- Identify the core principles of contemporary IB theory to international business development and practice through the study of international trade and investment, FDI, regional economic integration and international monetary systems.
- Analyse and integrate literature on international business to create a coherent, practical, rigorous argument.
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**Delivery and Resources**

**Classes**

This unit is taught using lectures and applications lectures (whole-of-class tutorials). The course consists of 36 hours of instruction.

The timetable for classes can be found on the University web site at [http://www.timetables.mq.edu.au/](http://www.timetables.mq.edu.au/)

**Required Texts and/or Materials**

BUS201 Global Business 4e Compiled by Murray Taylor for Macquarie University, McGraw-Hill Australia and is available for purchase at the University Bookshop

Other required readings will be made available through eReserve and the iLearn web page.

**Changes since the units previous offering**

The number of assessments has been reduced from 4 to 3. The group presentation has been removed as an assessment task. No other major changes exist.

**Technology Used and Required**

Students need access to a personal computer throughout the semester as much of the submitted work will be typed and students are required to keep a copy of all work, and students will need access to iLearn on a very regular basis as that will be our method of communication and allocation and submission of assessments.

**Requirements for satisfactory completion**

Students will be expected to work within a group for the group report. Students need to achieve a final result of 50% or more to satisfactorily complete the requirements of the unit.

**Unit Web Page**

Course material is available on the learning management system (iLearn) [http://ilearn.mq.edu.au](http://ilearn.mq.edu.au)
## Unit Schedule

### Lecture Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Corresponding textbook chapter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td><strong>Introduction and Expectations</strong>–</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Explanation of unit outline &amp; course expectations</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The implications of globalisation</td>
<td>Chapter 1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>pgs 1-73</td>
</tr>
<tr>
<td>Week 2</td>
<td><strong>International trade and investment theory</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>The conceptual basis and theoretical benefits of</td>
<td></td>
</tr>
<tr>
<td></td>
<td>trade and investment</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chapter 2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>pgs 73-116</td>
</tr>
<tr>
<td>Week 3</td>
<td><strong>The Political Economy of Trade and Investment</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>WTO and trade liberalisation and regulation;</td>
<td></td>
</tr>
<tr>
<td></td>
<td>regionalism and trading blocs; the rise of</td>
<td></td>
</tr>
<tr>
<td></td>
<td>bilateralism</td>
<td>Chapter 3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>pgs 116-174</td>
</tr>
<tr>
<td>Week 4</td>
<td><strong>Foreign Exchange</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>The impact of foreign exchange for IB</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chapter 4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>pgs 174-202</td>
</tr>
<tr>
<td>Week 5</td>
<td><strong>International Monetary System</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>The monetary system and capital markets major</td>
<td></td>
</tr>
<tr>
<td></td>
<td>players, and systems</td>
<td>Chapter 5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>pgs 202-230</td>
</tr>
<tr>
<td>Week 6</td>
<td><strong>Foreign Direct Investment</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>History and structures</td>
<td>Chapter 6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>pgs 230-262</td>
</tr>
</tbody>
</table>
### Week 7
**Regional Economic Integration**  
Different economic systems and their implication for international business  
Chapter 7  
pgs 262-295

### MID SEMESTER BREAK

### Week 8
**Culture and Business**  
The implications of culture for business  
Chapter 8  
pgs 295-336

### Week 9
**National Differences in Political Economy**  
Political, legal and transitional variations  
Chapter 9  
pgs 336-386

### Week 10
**Economic Environment and Development**  
Issues and levels of economic development  
Chapter 10  
pgs 386-440

### Week 11
**Ethics and corporate responsibility**  
Behaving responsibly around the world  
Chapter 11  
pgs 440-475

### Week 12
**The Rise of Emerging Markets**  
An examination of emerging markets and their expanding role in global business  
No chapter in text – see lecture and iLearn for more details

### Week 13
**Course Review**  
Exam Preparation  
N/A

### Tutorial Schedule

<table>
<thead>
<tr>
<th>Session</th>
<th>Topic</th>
<th>Assigned Work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td>No tutorials in Week 1</td>
<td></td>
</tr>
</tbody>
</table>

[Unit guide](http://unitguides.mq.edu.au/unit_offerings/56560/unit_guide/print)
| Week 2 | Globalisation | Tutorial discussion – The globalisation of markets in our everyday lives. 
Read Chapter 1 and readings, answer assigned questions 
Form groups |
|---|---|---|
| Week 3 | International Trade and Investment Theory | Read Chapter 2 and readings, answer assigned questions 
Finalise groups |
<p>| Week 4 | Political Economy | Read Chapter 3 and readings, answer assigned questions |
| Week 5 | Foreign Exchange | Read Chapter 4 and readings, answer assigned questions |
| Week 6 | International Monetary System | Read Chapter 4 and readings, answer assigned questions |
| Week 7 | Foreign Direct Investment | Read Chapter 6 and readings, answer assigned questions |
| MID SEMESTER BREAK | | |
| Week 8 | Regional Economic Integration | Read Chapter 7 and readings, answer assigned questions |
| Week 9 | Culture and Business | Read Chapter 8 and readings, answer assigned questions |</p>
<table>
<thead>
<tr>
<th>Week 10</th>
<th>National Differences in Political Economy</th>
<th>Read Chapter 9 and readings, answer assigned questions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 11</td>
<td>Economic Environment and Development</td>
<td>Read Chapter 10 and readings, answer assigned questions</td>
</tr>
<tr>
<td>Week 12</td>
<td>Ethics and Corporate Responsibility</td>
<td>Read Chapter 11 and readings, answer assigned questions</td>
</tr>
<tr>
<td>Week 13</td>
<td>Emerging Markets and Course revision</td>
<td>Read any readings, answer assigned questions</td>
</tr>
</tbody>
</table>

**Policies and Procedures**

Macquarie University policies and procedures are accessible from [Policy Central](http://mq.edu.au/policy/docs/). Students should be aware of the following policies in particular with regard to Learning and Teaching:


In addition, a number of other policies can be found in the [Learning and Teaching Category](http://mq.edu.au/policy/docs/) of Policy Central.

**Student Code of Conduct**

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: [https://students.mq.edu.au/support/student_conduct/](https://students.mq.edu.au/support/student_conduct/)

**Results**

Results shown in iLearn, or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in eStudent. For more information visit [ask.mq.edu.au](http://ask.mq.edu.au).
Academic Honesty

The nature of scholarly endeavour, dependent as it is on the work of others, binds all members of the University community to abide by the principles of academic honesty. Its fundamental principle is that all staff and students act with integrity in the creation, development, application and use of ideas and information. This means that:

- all academic work claimed as original is the work of the author making the claim
- all academic collaborations are acknowledged
- academic work is not falsified in any way
- when the ideas of others are used, these ideas are acknowledged appropriately.

Further information on the academic honesty can be found in the Macquarie University Academic Honesty Policy at http://www.mq.edu.au/policy/docs/academic_honesty/policy.html

Grades

Macquarie University uses the following grades in coursework units of study:

- HD - High Distinction
- D - Distinction
- CR - Credit
- P - Pass
- F - Fail

Grade descriptors and other information concerning grading are contained in the Macquarie University Grading Policy which is available at:

Grading Appeals and Final Examination Script Viewing

If, at the conclusion of the unit, you have performed below expectations, and are considering lodging an appeal of grade and/or viewing your final exam script please refer to the following website which provides information about these processes and the cut off dates in the first instance. Please read the instructions provided concerning what constitutes a valid grounds for appeal before appealing your grade.

http://www.businessandeconomics.mq.edu.au/new_and_current_students/undergraduate_current_students/how_do_i/grade_appeals/

Disruption to Studies Policy

The University is committed to equity and fairness in all aspects of its learning and teaching. In stating this commitment, the University recognises that there may be circumstances where a student is prevented by unavoidable disruption from performing in accordance with their ability. A Disruption to Studies policy exists to support students who experience serious and unavoidable
disruption such that they do not reach their usual demonstrated performance level. The policy is available at:


Student Support
Macquarie University provides a range of support services for students. For details, visit http://students.mq.edu.au/support/

Learning Skills
Learning Skills (mq.edu.au/learningskills) provides academic writing resources and study strategies to improve your marks and take control of your study.

- Workshops
- StudyWise
- Academic Integrity Module for Students
- Ask a Learning Adviser

Student Enquiry Service
For all student enquiries, visit Student Connect at ask.mq.edu.au

Equity Support
Students with a disability are encouraged to contact the Disability Service who can provide appropriate help with any issues that arise during their studies.

IT Help
For help with University computer systems and technology, visit http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/.

When using the University's IT, you must adhere to the Acceptable Use of IT Resources Policy. The policy applies to all who connect to the MQ network including students.

Graduate Capabilities
Problem Solving and Research Capability
Our graduates should be capable of researching; of analysing, and interpreting and assessing data and information in various forms; of drawing connections across fields of knowledge; and they should be able to relate their knowledge to complex situations at work or in the world, in order to diagnose and solve problems. We want them to have the confidence to take the initiative in doing so, within an awareness of their own limitations.

This graduate capability is supported by:
Learning outcomes

• Analyse the complexity of the international business environment by understanding international business trends along with the changes and contrasts between foreign markets through the differences in their legal, cultural, economic, and political systems.
• Identify the core principles of contemporary IB theory to international business development and practice through the study of international trade and investment, FDI, regional economic integration and international monetary systems.
• Analyse and integrate literature on international business to create a coherent, practical, rigorous argument.
• Critically evaluate and reflect upon international business decisions, systems and policies through the use of applied questions and case study analysis.

Assessment tasks

• Assessed coursework
• Group Report
• Final Examination

Effective Communication

We want to develop in our students the ability to communicate and convey their views in forms effective with different audiences. We want our graduates to take with them the capability to read, listen, question, gather and evaluate information resources in a variety of formats, assess, write clearly, speak effectively, and to use visual communication and communication technologies as appropriate.

This graduate capability is supported by:

Learning outcomes

• Analyse and integrate literature on international business to create a coherent, practical, rigorous argument.
• Critically evaluate and reflect upon international business decisions, systems and policies through the use of applied questions and case study analysis.

Assessment tasks

• Assessed coursework
• Group Report
• Final Examination
Discipline Specific Knowledge and Skills

Our graduates will take with them the intellectual development, depth and breadth of knowledge, scholarly understanding, and specific subject content in their chosen fields to make them competent and confident in their subject or profession. They will be able to demonstrate, where relevant, professional technical competence and meet professional standards. They will be able to articulate the structure of knowledge of their discipline, be able to adapt discipline-specific knowledge to novel situations, and be able to contribute from their discipline to inter-disciplinary solutions to problems.

This graduate capability is supported by:

**Learning outcomes**

- Analyse the complexity of the international business environment by understanding international business trends along with the changes and contrasts between foreign markets through the differences in their legal, cultural, economic, and political systems.
- Identify the core principles of contemporary IB theory to international business development and practice through the study of international trade and investment, FDI, regional economic integration and international monetary systems.
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- Critically evaluate and reflect upon international business decisions, systems and policies through the use of applied questions and case study analysis.

**Assessment tasks**

- Assessed coursework
- Group Report
- Final Examination

Critical, Analytical and Integrative Thinking

We want our graduates to be capable of reasoning, questioning and analysing, and to integrate and synthesise learning and knowledge from a range of sources and environments; to be able to critique constraints, assumptions and limitations; to be able to think independently and systemically in relation to scholarly activity, in the workplace, and in the world. We want them to have a level of scientific and information technology literacy.

This graduate capability is supported by:

**Learning outcomes**

- Analyse the complexity of the international business environment by understanding international business trends along with the changes and contrasts between foreign markets through the differences in their legal, cultural, economic, and political systems.
• Identify the core principles of contemporary IB theory to international business
development and practice through the study of international trade and investment, FDI,
regional economic integration and international monetary systems.
• Analyse and integrate literature on international business to create a coherent, practical,
rigorous argument.
• Critically evaluate and reflect upon international business decisions, systems and
policies through the use of applied questions and case study analysis.

Assessment tasks
• Assessed coursework
• Group Report
• Final Examination

Changes from Previous Offering
This unit has updated its assessment components from 2015.

Research & Practice, Global contexts & Sustainability
BUS 201 is a unit that is focused around the global business environment. This extends to the
importance of global contexts. This is a key theme throughout the unit and is prevalent in the
units learning outcomes and assessment tasks.

The issue of sustainability is also a key element of the unit material. Within the course, we will
discuss the importance of sustainability for harmony and wellbeing e.g. human rights, economies
and economic wellbeing e.g. trade and development systems, and implementation and
governance e.g. participation of stakeholders in decision making.

Research and Practice
TEXTBOOKS
Upper saddle River, N.J. : Pearson Prentice Hall, (ON RESERVE)
Ohio: Thomson South-Western – (ON RESERVE)
Daniels, J.D., Radebaugh, L. H., Sullivan, D.P., (2012) International business: environments and
operations, 12th ed, Upper Saddle River, NJ: Pearson/Prentice Hall (ON RESERVE)
McGraw-Hill/Irwin (ON RESERVE)
ACADEMIC JOURNALS

There is a range of journals in the fields of international business and management. The titles below are indicative only of such publications. Most are available on the library databases:

- Academy of Management Review
- Asia Pacific Journal of Management
- Cross Cultural Management
- International Business Review
- Journal of Asia Business
- Journal of International Business Studies
- Journal of International Management
- Journal of World Business
- Management International Review

PERIODICALS

There is a range of periodicals in the fields of international business and management. The titles below are indicative only of such publications:

- Business Review Weekly (BRW)
- Business Week (Asian edition)
- Harvard Business Review
- The Wall Street Journal
- The Economist

USEFUL WEBSITES

### Changes since First Published

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>22/02/2016</td>
<td>changed a tiny error regarding the group assignment's weighting</td>
</tr>
</tbody>
</table>

- UNCTAD-United Nationals Conference on Trade and Development: [http://www.unctad.org](http://www.unctad.org)

### International business news:

- orthodox views:
  - The Economist - [http://www.economist.com](http://www.economist.com) (some parts available only on subscription)
- alternative views:
  - New Internationalist - [http://www.newint.org](http://www.newint.org)