

Syllabus: Principles of International Business (4 ECTS)
040156/2

Course Instructor:

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Course Description and Objectives

This course provides you with a foundation in the theory and practice of International Business. It covers *core concepts* of international business and how these apply to the dynamics and constraints of international business strategy. The course considers the dynamics of economic, political, and socio-cultural aspects of environment and its impact on the International Firm and individuals. The course is designed to help students develop a world-view of the global marketplace, and gain knowledge and understanding of the global environment for business functions.

The course is structured in two macro parts. In the first part, there will be a detailed introduction of all the topics of the course from a theoretical point of view, with continuous references to practical cases. In the second part, there will be several discussions of real case studies in order to apply from a practical point of view the notions acquired in the first part.

By the end of this course, students should be able to:

1. Understand the role of globalisation in shaping the business environment, and recognize challenges and opportunities created by the globalisation of business practices.
2. Identify complexities introduced by globalisation and integrate concepts learned in this class with those acquired in other courses.
3. Employ critical thinking by keeping current with global events and discussing their implications.
4. Critically evaluate various components of a national environment: technological, cultural, economic, political, and legal systems, and their influence on business practices and strategies of the International Firm.
5. Consider the organisation and structure of the International Firm.
6. Understand different aspects of International Business strategy including global opportunity assessment, entry mode and market selection.

Course Textbook and Additional Readings:

Course Textbook:

Buckley, P.J., Enderwick P, and Cross, A.R., (2018), *International Business*, Oxford University Press.

Course Policies and Useful Information:

- Lectures may take place both on site and online (Zoom) – Please see all information in Moodle.
- During the course is required active participation during all lessons.
- Both the course and the exams will be held in **English**.
- Students wishing to take this course *must register via u:find/u:space* (with points) during the registration period. The maximum number of participants is 50.
- Registered students who, for whatever reason, are not able to take the course *must de-register* electronically by March 17th. Students who decide to drop the course after this deadline will be graded with 5 (failed).
- *It is absolutely essential that all registered students attend the first session on March 6th 2023 (Introduction/Vorbesprechung) as failure to do so will result in their exclusion from the course. Students should also regularly check our homepage and Moodle for any changes in dates/times or way of connecting online.*

Course Evaluation:

- 45% Final exam (closed book exam)
- 45% Midterm exam (closed book exam)
- 10% Participation in class discussion

Exams may be a combination of any of the following: open-ended questions, multiple choice, case studies, true/false, scenarios, definitions, short answers, and/or essays.

	Date/Time	Agenda	Book chapter
(1)	Mon. 06/03 09:45 – 11:15	Introduction to course	1
(2)	Mon. 20/03 09:45 – 11:15	The Global Factory Theories of International Trade and Investment	2; 3; 4
(3)	Mon. 27/03 09:45 – 11:15	The Cultural Environment of International Business	7; 16
(4)	Mon. 17/04 09:45 – 11:15	International Strategic Management	17; 18
(5)	Mon. 24/04 09:45 – 11:15	<i>Revision</i>	
(6)	Mon. 08/05 09:45 – 11:15	Mid-term examination (online)	
(7)	Mon. 15/05 09:45 – 11:15	Global Opportunity Assessment	
(8)	Mon. 22/05 09:45 – 11:15	Entering and Operating in International Markets (1)	Case study
(9)	Mon. 05/06 09:45 – 11:15	Entering and Operating in International Markets (2)	Case study
(10)	Mon. 12/06 09:45 – 11:15	Entering and Operating in International Markets (3)	Case study
(11)	Mon. 19/06 09:45 – 11:15	<i>Revision</i>	
(12)	Mon. 26/06 09:45 – 11:15	Final exam	