**Syllabus for Master of Business Administration, 3rd Semester**

**Subject Class: Functional\_ Elective Subject**

**Name: International Business (IB) .**

**Subject Code: 4539281**

**With effective from academic year 2018-19**

# Learning Outcomes:

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| **Learning Outcome Component** | **Learning Outcome** |
| Business Environment and Domain Knowledge (BEDK) | * Ability to analyse the relationships between international business and the political, economic, legal, and social policies of countries, regions, and international institutions to develop a framework for   successful decision-making. |
| Critical thinking, Business Analysis, Problem Solving and Innovative Solutions (CBPI) | * Critically analyse current conditions in developing and emerging markets and evaluate present and future opportunities and risks for international business activities. * Use creative thinking and innovative strategies to see new global opportunities. |
| Global Exposure and Cross- Cultural Understanding (GECCU) | * Ability to develop and implement strategies to address the impact of cultural differences on an organization's international trade initiatives. * Identify and evaluate the complexities of international business and globalization from home versus host-   country, regional, and cultural perspectives. |
| Social Responsiveness and Ethics (SRE) | * Ability to recommend strategies which support principles of corporate social responsibility and ethics associated with business presence in international   markets. |
| Effective Communication (EC) | * Communicate effectively the strategies relevant to an international business environment. |
| Leadership and Teamwork (LT) | * Ability to collaborate with international partners to capitalize on new global opportunities. |

1. **Course Duration:** The course duration is of **40 sessions of 60 minutes each.**

# Course Contents:

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| **Module No:** | **Contents** | **No. of Sessions** | **70 Marks (External Evaluation)** |
| **I** | **Globalization and International Business:**   * International business and globalization * Difference between International business and Global Business. * Factors driving globalization * Reasons for firms to engage into international business * EPRG Framework (Ethnocentric, polycentric, region- centric, geocentric orientations) * Modes of operations in international business * Differences between domestic and international business   **Global Business Environment: Cultural Environment:** | 10 | 18 |
|  | * People, nation, languages, religion, behavioural practices, communications   **Political Environment:**   * Individualism v/s collectivism * Political ideology * Political risk   **Legal Environment:**   * Types of legal systems * Legal issues in international business * Strategic considerations   **Economic Environment:**   * Types of economic systems * Economic analysis – inflation, unemployment, debt, income distribution, poverty, balance of payments |  |  |
| **II** | **International trade theories:**   * Laissez-Faire, interventionist approaches * Classical Trade theories:   + Factor-mobility theory   + Mercantilism, neo-mercantilism   + Theory of absolute advantage   + Theory of comparative advantage * Modern trade theories:   + Product Life Cycle theory   + Porter’s Diamond theory of national advantage   + Country similarity theory   + Global Strategic Rivalry theory of International Trade   **Government and Trade:**   * Government intervention, rationales for intervention * Instruments of trade control * Tariff and non-tariff barriers   **Cross national cooperation:**   * Regional economic integration * Major trading groups   + EU, NAFTA, ASEAN, BRICS, SAARC | 10 | 18 |
| **III** | **Foreign Exchange:**   * Meaning, Players, major foreign exchange markets * Exchange rate arrangements * Determining exchange rates * Business implications of exchange-rate changes   **Country evaluation and selection:**   * Information in scanning | 10 | 17 |
|  | * Collecting and analyzing data   **Strategic framework:**   * Integration versus local responsiveness * Types of strategy – international, multi-domestic, global, transnational   **International Organizational Structure:**   * Organizational Structure for international business operations |  |  |
| **IV** | **Marketing Globally:**   * Marketing strategies * Product, Price, Place, Promotion strategies   **International HRM:**   * HRM and the global company * Expatriate – Perspective, managing expatriates   **Global Manufacturing:**   * Global supply chain strategies * Supplier networks   **Corporate Governance and Corporate Social Responsibility (international context).** | 10 | 17 |
| **V** | **Practical:**  A group of students shall select a product and prepare a feasibility report for international business of that product to/from a country of their choice. Students are supposed to meet companies dealing in international business. The faculty shall guide students on conducting research about how to go about Global / Country Study with reference to a Local / Global Company. | --- | (30 marks CEC) |

1. **Pedagogy:**
   * ICT enabled Classroom teaching
   * Case study
   * Practical / live assignment
   * Interactive class room discussions

# Evaluation:

Students shall be evaluated on the following components:

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| **A** | **Internal Evaluation** | **(Internal Assessment- 50 Marks)** |
| * Continuous Evaluation Component | 30 marks |
| * Class Presence & Participation | 10 marks |
| * Quiz | 10 marks |
| **B** | **Mid-Semester examination** | **(Internal Assessment-30 Marks)** |
| **C** | **End –Semester Examination** | **(External Assessment-70 Marks)** |

# Reference Books:

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| --- | --- | --- | --- | --- |
| **No.** | **Author** | **Name of the Book** | **Publisher** | **Year of Publication / Edition** |
| 1 | John D. Daniels, Lee H.  Radebaugh, Daniel P. Sullivan, Prashant Salwan | International Business  – Environments and Operations | Pearson | 15th (2016) |
| 2 | Mike W. Peng and  Deepak K Srivastava | Global Business | Cengage | Latest Edition |
| 3 | Simon Collison, Rajneesh  Narula, Alan M. Rugman | International Business | Trans-Atlantic | 2016 |
| 4 | Alan M. Rugman, Simon  Collinson | International Business | Pearson | 2008 / 5th |
| 3 | Charles Hill, Arun Kumar  Jain | International Business | McGraw Hill | 10th |
| 4 | Sumati Verma | International Business | Pearson | 3rd |
| 5 | S. Tamer Cavusgil, Gary Knight, John Riesenberger | International Business: The New  Realities | Pearson | 2017 |
| 6 | Ehud Menipaz, Amit Menipaz, Shiv S. Tripathi | International  Business: Theory and Practice | Sage | 2017 |
| 7 |  |  |  |  |
| 7 | P. SubbaRao | International  Business: Text and Cases | Himalaya | Latest Edition |

Note: Wherever the standard books are not available for the topic appropriate print and online resources, journals and books published by different authors may be prescribed.

# List of Journals / Periodicals / Magazines / Newspapers / Web resources, etc.

1. Foreign Trade Review
2. Economic & Political Weekly
3. Journal of International Business Studies
4. Journal of International Business
5. EXIM India