

*Sul Ross State University*  
*Department of Business Administration*

International Marketing

MKT 5303- Web Based  
Fall 2019  
Sections W01 & W02  
Room: NA

Professor: Dr. William C. Green  
Office: NA  
Office Phone: 837-8066; 8067(D)  
Office Hours: TBA  
wcgreen@sulross.edu

**Course Description:**

This course provides a comprehensive approach to understand the dynamic pace of global Marketing competition and the many nuances of the global marketplace. Ideally, emphasis will be on the development of Marketing programs and strategies in international environments flowing from the determination of objectives and methods of organization to the actual execution of Marketing programs. At a minimum, a much more in-depth understanding of global marketing in the 21<sup>st</sup> century is critical!

**Prerequisite:**

Graduate standing and MKT 3370 or equivalent.

**Course Material(s):**

Cateora, et al.; International Marketing, 17th ed.; McGraw-Hill; 2016 (E-Text) & CONNECT

**Student Learning Outcomes:**

- SLO1 Analyze & solve complex business problems across major business functions, using advanced business principles and strategies
- SLO 2 Communicate in-depth business information through written, oral and other delivery processes
- SLO 3 Identify and discuss the impact of ethical and social responsibility issues in business

**Student Course Objectives:**

An advanced understanding of pertinent areas of International Marketing, their function, objectives, and interrelationships.

An appreciation of the complex and dynamic nature of the International and Global Marketing environments.

Development of a broad vocabulary of "Globally" based business terminology.

Enhanced understanding of how International Marketers develop strategies to sustain growth and competitive advantage(s).

A greater understanding of cultural issues, nuances, trends and opportunities.

In sum, a fundamental and practical working knowledge of International Marketing as an aid in further study and vocational pursuits.

**Course Grades:**

Grades are determined on a percentage/points basis. Course requirements follow:

Engagement/Responsiveness	05%	(050)
<b><i>Learn-Smart</i></b> on CONNECT	20%	(200)
Other CONNECT	30%	(300)
Discussion Forums - Individual	15%	(150)
Other (cases, articles, etc.)	15%	(150)
Chapter Discussion Set- Group	<u>15%</u>	<u>(150)</u>
TOTAL	100%	(1000)

Grades in the course will be assigned as follows:

A = 90 - 100%	D = 60 - 69%
B = 80 - 89%	F = Below 60
C = 70 - 79%	

**Note: It is my expectation that satisfactory work in this course is at the B level or above. Thus, unless you receive notification from me or your grade average reflects lower than this level (80%), you can be assured that you are doing as expected in the course.**

**Engagement/Responsiveness:**

The purpose of this graded course component is solely a function of the fact that this is an online course. As such, it is important that you are “engaged!” That is – that you are active in the course; responsive in submitting work; timely in responding to various requests I may have and so forth. This is intentionally a small percentage but an important component nonetheless. In short, I want to ensure that each of you is “on top” of course components and that the course takes on a high priority in your life for the next few weeks. Remember that it is easy for an online course to get away from you and this is especially true with a summer online course!

**Learn-Smart on Connect:**

There are actually two Learning Management Systems (LMS) in this course – CONNECT (C) & Black-Board (BB). There are some assets with C which are valuable learning aids. One is ***Learn-Smart***. At first glance, some think “big deal,” but after doing the work, it becomes clear that the Learn-Smart approach helps with both focus and time management (two valuable assets in summer school). ***We will not cover every chapter but you should note two things.*** To receive credit for the particular chapter, it (the assignment) must be completed before the end date. Second, as there will be plenty of time to do the reading, no extensions will be granted excepting very unusual circumstances. By the way, BB does not offer anything close to this type of learning asset which is part of the reason for the use of two LMS. Plus, as there is considerable material to cover, C is an effective way to assist. There are also things associated with BB that help with the online format of the course. Most of the C assignments will be individually based which is another reason it (C) is useful. ***C Assignments will not be linked to BB as to grading.*** So, the points on C do not really matter as percentages will be computed from C and uploaded to BB.

**Other - Connect:**

There are other assets with CONNECT which also are valuable learning aids. One, which is easily administered and applied is the quiz component based on individual chapter content. Variations on this are some homework modules which are also important. As there is variation as to chapter importance, assignment numbers and emphasis will reflect such variation. Further, such things as chapter questions and discussion forums lend themselves to BB. Thus, both LMS systems are useful tools. Once again, assignments will be announced in advance and as noted above, the assignments must be submitted on time or a late deduction will be applied. The deduction will not be excessive but enough to underscore the importance of meeting deadlines in graduate school. Most, if not all of the assignments will be assigned and due within a relatively short window (time span). The quizzes and/or homework assigned (unless noted otherwise) are intended to be completed on an individual basis and should be completed entirely on such basis. As we get started, do not hesitate to ask if something does not make sense to you or you notice I made a mistake on an assignment date, for example. There are lots of moving pieces to these type courses and I encourage your input.

**Discussion Forums:**

As this class is conducted on an online basis, it changes several things but leaves many things intact as if it were offered on an in-class basis. One element that does not change is that proper preparation and class involvement are important. Discussion forums are an effective device for keeping high levels of motivation and/interest in the course and thus, are an important component of the course. As there are two sections of this course, forums are enhanced somewhat and we avoid too much repetition of thought or posts to others. In short, smaller class size helps reduce redundancy. Discussion forum topics will be posted but you may not know the topic until close to when the forum begins.

One objective with these is to get almost a reaction rather than a carefully and well developed and non-risky response. Some courses seem to be more suited for forums than others. International Marketing is such a course that lends itself to discussion forums as there is so much going on internationally and no one has all the answers! One last thing; you are urged to contribute at your own initiative and online discussion grades, for example, will be based upon quality of comments more than on quantity. Thus, your *thoughtful contributions* are more compelling than your frequency of input! More detail will be included with the individual forum(s).

**Other – Cases, Articles, etc.:**

There are so many important elements of international marketing that this is one way to enhance coverage of just a few of those areas. This area will evolve based on class progress and areas of interest but will provide ample means for you to go beyond the material in the text. There will be written assignments on Black-Board and other related assignments as warranted by class progress. The objective, as noted, is to increase coverage and both understanding and/appreciation for the scope (breadth and depth) of conducting business internationally.

***Chapter Discussion Set:***

For several of the chapters, I will assign a few **questions** that will provide an opportunity to link chapter content to a specific situation much as an international marketing manager might do. The amount of time we have will enable broader and deeper coverage of many topics than would otherwise be the case. These are very appropriate for a graduate course in strategy. One preliminary comment on responding to chapter related questions - ***when responding to these, make sure you answer the question as you think a working manager would answer rather than what you think I might be after or how I might think about the situation.*** Also, please avoid just repeating what the text has to say. At a minimum, try to express things in your own way and without the benefit of what has already been written in the text. Finally, I do like to see practicality and thoughtfulness revealed in your responses but there is no deduction without these elements. We will have two chapter discussion sets and together, they account for a large chunk” of your grade. They will also be done in teams. Please submit these using the assignment tool in Black-Board. And ***please note that your responses to these questions should not need to be supplemented with outside inquiries except in a few instances. In short, most of your responses should flow from what you have learned from reading the chapter and the other elements of the class.***

***You will work in groups of two or possibly three and submit these as a group rather than as individual assignments. Please know that is the grade for all individuals in the group so make sure all work is high quality and of graduate caliber. Finally, make certain that each group member appreciates what they did not do as well as what they did do for the group.***

The question set should be typed and single spaced. Length will be dependent on the number of questions assigned and the depth of your answer. In fact, there is no minimum page limit but I may place a maximum limit!! Any question group with excessive mechanical errors (misspellings, typos, etc.) will be penalized. These will be evaluated on thoroughness of analysis of area(s), creativity and practicality revealed in responses, quality of organization, etc.

### Final Points

#### **PLEASE READ THE FOLLOWING STATEMENTS CAREFULLY**

*This syllabus represents the plan of action for the course. It is, in many ways, a contract between us. Should you lose this document, not understand any part of it, or not agree with some component contained in it, please let me know. Finally, modify the schedule as needed.*

*Students with Disabilities: Qualified students with disabilities needing academic or other accommodations to ensure full participation in the programs, services and activities at Sul Ross State University should contact the Office of Student Support Services, Ferguson Hall Room 112, Box C-117, Alpine, Texas 79832 (915) 837-8203.*

*Distance Education Statement: Students enrolled in distance education courses have equal access to the university's academic support services, such as Smarthinking, library resources, such as online databases, and instructional technology support. For more information about accessing these resources, visit the SRSU website. Students should correspond using Sul Ross email accounts and submit online assignments through Blackboard, which requires secure login information to verify students' identities and to protect students' information. As noted below, we will be using both CONNECT (which includes an E-Book) and Black-Board. The procedures for filing a student complaint are included in the student handbook. Students enrolled in distance education courses at Sul Ross are expected to adhere to all policies pertaining to academic honesty and appropriate student conduct, as described in the student handbook. Students in web-based courses must maintain appropriate equipment and software, according to the needs and requirements of the course, as outlined on the SRSU website.*

*Other:*

*My personal position on dishonesty is as follows: if I suspect that there is even a hint or any probability (greater than 0.0), that anyone in the course is violating the policy on academic honesty (plagiarism, copying without appropriate credit, using the work of other students - even with their permission, cheating) I will take the following steps. I will take every means possible to ensure that such individual does not pass the class; and I will apprise the Head of Student Affairs; College Dean; Provost and others in an attempt to have the individual dropped from the MBA program. If this is not clear, let me know and I will be happy to clarify my position. Very simply, this is graduate school and should be approached as such. That is, you get out of graduate school in large part based on what you put into it. That is what I think is the graduate school "mindset." Finally, do not take this personally – this is only to make certain that my position is clear and there is no confusion as to what it is!*

**Tentative Course Outline – See Next for Example**

There will be a **master schedule posted sometime this week or next** that will detail every component in the course. It will be a separate link on BB.

**Other:**

*Please turn in assignments on time*

*Do NOT email assignments and/or Do NOT use the BB drop box or other like devices*

*You may write your assignments directly in the assignment submission area but you must Include a word document or both (both is what I prefer)*

*Please do NOT submit documents in formats other than word.doc or excel... (if needed)*

*When submitting group work, only one person per group needs to submit. **But all group members must be identified so everyone receives credit.***

*You will note (eventually) that we will NOT cover every chapter – only those I feel are the most critical to a solid foundation in international marketing. But, I sure hope you read everything!*

**Note: The schedule below is from a previous course – it is included for pace only! Do NOT go by anything on this example!**

**Tentative Course Outline – Example Only**

<u>Week</u>	<u>Topic</u>	<u>Assignment*</u>
Aug. 27	Overview	
Sept. 03	Introduction - <i>Monday - Labor Day Holiday</i>	Ch. 1
10	The Global Environment - <i>Forum</i>	Ch. 2 – 7
17	Cont. -	Ch. 2 - 7
24	Cont. –	Ch. 2 - 7
Oct. 01	Approaching Global Markets - <i>Forum</i>	Ch. 8 - 9
08	Approaching (cont.)	Ch. 8 - 9
15	Regional Integration	Ch. 10 - 11
22	Cont.	Ch. 10 – 11
29	Global Mix –	Ch. 12 - 18
Nov. 05	Global Mix (cont.)	Ch. 12 - 18
12**	Other (cont.) - <i>Forum</i>	Ch. 12 - 18
19	Cont. – <i>Thanksgiving Holidays 21-23</i>	TBA
26	Other	TBA
Dec. 03	Wrap-up -	
10	<i>Final Exam - TBA</i>	

\* Assignment should be completed close to the day they are assigned

\*\* November – 16<sup>th</sup> - Last day to withdraw from university or drop with a "W"