



LANDMARK UNIVERSITY, OMU-ARAN

COURSE COMPACT

COLLEGE: Business and Social Sciences

DEPARTMENT: Business Studies

PROGRAMME: Business Administration

COURSE COMPACT for: 2017/2018

Course

Course code: BUS316

Course title: International Management

Credit unit: 2

Course status: Compulsory

Lecturer's Data

Name of the lecturer: Dr. Eze C S; Miss Adenike Bello

Qualifications obtained: B.Sc. Economics, M.Sc. International Business and Ph.D. in view

Department: Business Studies

College: Business and Social Sciences

E-mail: bello.adenike@lmu.edu.ng

Office Location: Room 215, 2nd floor, 2nd College Building

Consultation Hours: Tuesdays 12 – 3 p.m., Friday 12 – 2 p.m.

INTRODUCTION TO THE COURSE

Course Description: It will also focus on the various management practices that a business planning to expand internationally needs to know

Course Justification: This course is aimed at acquainting students with management at the international level.

Course Objectives: On completion of this course, candidates should be able to have appreciable understanding of the following:

- Understand the concept of management and international management
- Compare management practices of different Countries
- Understand culture of different countries and how it influences business practices
- Have good understanding of culture and cultural dimensions
- Apply lessons to practical situations

Course Content: Concept of resources and natural resources, location and mapping of Africa, location and mapping of Nigeria, resources and location of resources in Nigeria, Population, Agriculture, Marketing of Agricultural products, Recent policies in Agriculture.

Course Expectations:

S/N	GRADING	SCORE(%)
1.	Continuous Assessments <ul style="list-style-type: none">• C.AI	7%

	<ul style="list-style-type: none"> • C.All (Mid-Semester Test) • C.AIII 	15% 8%
2.	Final Examination	70%
3.	Total	100

Course Delivery Strategies:

To enjoy maximum delivery of this course, students will be encouraged to participate. Therefore, lecture and collaboration method will be adopted. Students will also work on term paper which will be presented in the class. The aim of this is to practice effective communication and demonstrate communication skills within themselves.

Course Duration:

2hrs

LECTURE CONTENT

Module 1

Week 1

Topic: Management

Objectives: At the end of the lecture, students should be able to understand the following:

- Definitions and concept of management
- Principles and functions of management

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Discuss the principles of management
2. Discuss the functions of management

Reading/ study List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.

Module 1

Week II

Topic: Introduction to International Management

Objectives: At the end of the lecture, students should be able to understand the following:

- Definitions, scope and perspectives of international management
- Why international management?

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

Discuss the reasons for the emergence of International trade.

Reading/ study List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.

2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 2

Week III

Topic: Environment of International Management (I)

Objectives: At the end of the lecture, students should be able to understand the following

- Economic Environment
- Political Environment

Description

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Discuss the economic environment of your country of residence.
2. Discuss the political environment of your country of residence.

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 3

Week IV

Topic: Environment of International Management (II)

Objectives: At the end of the lecture, students should be able to understand the following:

- Cultural Environment
- Cultural variables
- Cultural dimensions

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Discuss the cultural environment has it will influence your country of residence

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 3

Week V

Topic: Environment of International Management (III)

At the end of the lecture, students should be able to understand the following

- Legal Environment (principles of international law, international treaties and conventions)
- Technological Environment

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Consider the legal environment of your country of residence
2. Discuss the rate of acceptance of and the guiding technology in your country of residence

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 4

Week VI

Topic: Foreign market modes of entry

Objectives: At the end of the lecture, students should be able to understand the following

- Decide on the country to enter for business
- Determine how to enter the country of choice for business
- Identify when to enter the country of choice for business
- Decide the scale of entry

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Why will you choose your country for business
2. how to you intend to enter your country of choice

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 4

Week VII

Topic: Strategy for international management

Objectives: At the end of the lecture, students should be able to understand the following

- strategy of firm
- Value creation
- Value chain

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Discuss the strategy you will adopt as you enter your country of residence.

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour: USA*. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 4

Week VIII

Topic: International Human Resource Management (I)

Objectives: At the end of the lecture, students should be able to understand the following

- Managing across culture
- staffing policies
- Options for selecting staff for international operation
- Advantages and disadvantages of the various options of selection

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Describe at least two policies available for international operation
2. Discuss the types of staffing policies available for international staffing

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour: USA*. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 4

Week IX

Topic: International Human Resource Management (II)

Objectives: At the end of the lecture, students should be able to understand the following

- Discuss expatriation as a medium of staff selection for international assignment
- Understand the acculturation of selected staff
- Understand the staffing policies of the country of residence

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Describe the selection techniques of staff for international assignment?
2. Identify the staffing law obtainable in your country of residence

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.
2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 4

Week X

Topic: International Human Resource Management (III)

Objectives: At the end of the lecture, students should be able to understand the following

- Training of expatriates appointed for international assignment
- Preparing expatriates for international assignment
- Adjustment of expatriates

Description:

90 minutes:

The first 1.30hours of lecture will be focused on the above course objectives.

30 minutes: The 30 minutes will be a tutorial session. This will enable review of study questions.

Study Question:

1. Identify the types of training available for staff selected for international assignment.
2. How will you prepare your expatriates to return to the home country after their assignments?

Reading List

1. Luthan, Fred, Doh, Jonathan P. (2012). *International Management: Culture, Strategy and Behaviour*: USA. McGraw-Hill.

2. Arvind, V. (2009). *International Management: Managing in a Diverse and Dynamic Global Environment*. New York. McGraw- Hill.
3. Ashok, S. (2004). *International Management: Managing the Global Corporation*. London. McGraw-Hill Higher Education.
4. Hill, Charles W.L. (2003). *International Business: Competing in the Global Market Place*. USA. McGraw-Hill

Module 4
Week XI

Topic: International Human Resource Management (III)

Group presentation of term paper

Title: Your company is has chosen 5 countries for proposed expansion. Prepare a plan for your country of choice.

Module 4
Week XII

Topic: REVISION

HOD's COMMENTS: _____

Name: _____ Signature _____ Date: _____