MKTG 4866
INTERNATIONAL MARKETING

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TEXT

PREREQUISITES
MKTG 3803/MGNT 3600 is the only prerequisite for this course. Any deviation from this rule must have written approval of the Department Chairman. A student who has not successfully completed the prerequisite is subject to removal from the course at any time during the quarter.

COURSE OBJECTIVES
Upon successfully completing this course, the student should:

1) Have a broad based knowledge of the economic, business and trade environment in different countries/areas of the world as well as how they are linked (LG 4, 5*).

2) Be able to gather and analyze trade and business information about specific countries from various government and private sources, and to communicate this information effectively in oral presentations and in writing (LG 1, 6*).

3) Have some knowledge about how basic marketing concepts and theories can be interpreted and applied in terms of international business situations (LG 4, 5, 6*).

4) Be able to analyze international marketing situations and to recognize how diversity, globalization and multicultural considerations affect organizational environments and strategic plans (LG 5, 6*).

(* Learning Goals)
EVALUATION

Exams: There will be three exams, two mid-terms and a final. Questions will be some combination of multiple choice and discussion. The exams will cover material from the textbook, cases, videos, and class lectures. There will be no make-up exams unless unusual circumstances are present.

Term Papers: Students will be required to write a (group) term paper during the course of the quarter. This paper will basically focus on a selected country and will consist of two sections, the first section will include information about the country (e.g., social and cultural environment, political environment, international trade laws, regulations, and objectives, major trade partners, and composition of major imports and exports), and the second section will include information about the marketing operations of a specific U.S. based firm in that country. An outline is attached.

Cases: Students are responsible for reading all cases and turning-in written answers to the questions given at the end of the cases (on the day the cases are scheduled for discussion). You are expected to do these cases on your own. Case solutions should be turned in typewritten and double-spaced. Cases can be found on the following website –

http://highered.mcgraw-hill.com/sites/007352994x/student_view0/cases.html

Student Articles: Each student will be expected to present two articles during the course of the quarter. These articles should be from a current business publication and should deal with international marketing issues. A one page summary of the articles along with a couple of lines of your comments should be turned in at the time of the presentation. These two articles will be worth a total of five points, which will be added on to your lowest test grade.

Quizzes: There will be several quizzes during the course of the quarter covering material discussed in class at that time. Grades on these will be used as bonus points on the exams.

GRADING

First Mid-term..................25%
Second Mid-term.........25%
Final...........................20%
Term Paper....................15%
Cases...........................15%
COURSE CONDUCT

**Attendance / Class Participation:** Regular attendance and class participation are an important part of facilitating the learning process for you and your classmates. Class roll will be called each day. You are allowed a maximum of three absences (excused and unexcused). Two percentage points will be deducted from your overall grade for each additional absence after three. A perfect attendance record will result in 3 bonus points added on to each exam. Each student will be evaluated by their peers on their participation on the term paper and its presentation and this evaluation will be reflected in their grade.

**Courtesy:** Please come to class on time and do not leave while class is in session; late arrivals/early departures disturb everyone. Please do not talk to your neighbors during class or use your cell phones. Any of these activities is rude behavior and disturbs not only the instructor, but also your classmates. Points may be deducted from your overall grade and/or you may be asked to leave the class if you engage in any of these activities.
TENTATIVE CLASS SCHEDULE

Jan Tue. 8............................................................... Orientation
Thu. 10............................................................... Chapter 1
Tue. 15............................................................... Chapter 1
Thu. 17 (Quiz 1) Starbucks................................... Chapter 1
Tue. 22............................................................... Chapter 2
Thu. 24............................................................... Chapter 2
Tue. 29 (Quiz 2) EuroDisney............................... Chapter 2
Thu. 31............................................................. Chapter 9-10

Feb. Tue 5........................................................... Chapter 9-10
Thu. 7.........Coke and Pepsi in India.................. Chapter 9-10
Tue. 12............................................................. Exam 1
Thu. 14............................................................. Chapter 9-11
Tue. 19 Microwave Ovens.................................. Chapter 9-11
Thu. 21 (Quiz 3).................................................. Chapter 9-11
Tue. 26 Mktg to BOP.......................................... Presentations
Thu. 28 (First Section of Paper Due).................. Presentations

Mar. Tue. 5 Nestle: Infant Formula.................... Chapter 12
Thu. 7 (Quiz 4).................................................. Chapter 12
Tue. 12............................................................. Exam 2
Tue. 26............................................................. Chapter 16
Thu. 28 Aids, Condoms and Carnival................ Chapter 17

Apr. Tue. 2 (Quiz 5)........................................... Chapter 18
Thu. 4 McD and Obesity..................................... Chapter 18
Tue. 9............................................................. Chapter 4
Thu. 11 S-B Comp.–to Bribe or not............ (Quiz 6) Chapter 5
Tue. 16............................................................. Presentations
Thu. 18 (First & Second Section of Paper Due)........ Presentations
Thu. 25 8-10:30 a.m.............................................. Final exam
OUTLINE FOR A TERM PAPER ON A COUNTRY AND A US FIRM OPERATING IN THAT COUNTRY

This term paper is divided into two sections. The first section deals with the description of a country and the international business environment in that country. The second section deals with the operations of a US based firm in that country. The first part and its presentation is due around the middle of the semester and the second part and its presentation is due at the end of the semester. You will be graded on the first part and the second part and a combination of those grades will add-up to your final project grade.

The purpose of the project is to enable you to learn about how to conduct research as well as to find out information about various countries and how US businesses operate in that country. Please make sure you write this up and present it in an interesting narrative format rather than just statistics. If any statistics are presented make sure you explain, compare and put them in context. Wherever possible use articles from recent business periodicals and discuss the information.

Introduction:
Description of the country, (multinational market agreement part of one). Statistics on population, G.N.P., per-capita-income etc. Description of levels of economic and industrial/infrastructure development and orientations towards international trade etc.

International Marketing Environment:
Political Environment (including stability/risk).
Major policies/orientations towards international trade.
Major laws and regulations (Tariffs, quotas, monetary barriers etc).
Major trade partners.
Major imports and exports.
Business customs and practices.
Relationship with the U.S. (Govt./Trade).

Marketing Operations of a U.S. Firm:
Select a specific U.S. firm marketing a specific product/service in this region or a country in this region and describe its marketing operations. Give as much info. as possible about the firms operations in terms of Marketing strategy, target markets, promotions - advertising, PR, sales promotions, and personal selling. and then perform a SWOT analysis. Mention the extent of standardization or differentiation of these operations and the environmental conditions that dictate this.

Conclusions:
Trends, or the future in terms of the countries international trade involvement, as well as in terms of the firm described above.