# Prerequisite Course

*1. Purpose of Course*

The purpose of this course is to offer an in-depth understanding of international management issues such as managing international assignments, leading global teams, communicating across cultures, and ethical challenges when doing business globally. It will examine existing theories, highlight similarities and differences across cultures, and discuss realistic strategies and tactics that can be used by global leaders to succeed in different cultures.

*2. Materials and Reference*

**Required Course Book**


<table>
<thead>
<tr>
<th>Attendance</th>
<th>Weekly Assignments</th>
<th>Team Presentation</th>
<th>Final Exam</th>
<th>Class discussions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>20</td>
<td>20</td>
<td>35</td>
<td>15</td>
<td>100</td>
</tr>
</tbody>
</table>

**Attendance Policy:** Students who are absent for over 1/3 of the class will receive a grade of 'F' or 'U' for the course. (Exceptions can be made when the cause of absence is deemed unavoidable by the course instructor.)

### Lecture Plan

1. Intro to course and cross-cultural management.
   
   *Reading: Is the world flat?*; *Case: Samsung in Mexico*

2. Global managers
   
   *Reading: Chapter 1; Case: From Sweden to Bahrain*

3. Exploring cultures.
   
   *Reading: Chapter 2; 1st assignment due*

4-5. Cultures and organizations
   
   *Reading: Chapter 3, Case: Japanese-Indian Partnership*

6. Communication across cultures
   
   *Reading: Chapter 5; Case: NGO in Guatemala*

7. Managing a global workforce,
   
   *Reading: Chapter 4; 2nd assignment due*

8. Cross-cultural negotiations
   
   *Reading: Chapter 8; Case: Negotiating Energy Contracts in Nigeria*

9. Working with global teams
   
   *Reading: Chapter 9; Case: Global Teams at L’Oréal, France*

10. Living and working globally
    
    *Reading: Chapter 10; Case: Living a dream in Hong-Kong*

11-12. Business ethics and CSR
### 5. Additional Notes for Students

| 6. Assistance for Students with Disabilities |  
| Class | ○ Visual Impairment: Make textbooks (digital textbook, braille textbook, enlarged textbook etc.), Allow note takers  
| ○ Physical Disability: Make textbooks (digital textbook), Allow note takers and assistants  
| ○ Hearing Impairment: Allow note takers and translators, Allow lecture recording  
| ○ Health Impairment: Excuse absence due to health problems, Allow note takers  
| ○ Learning Disability: Allow note takers  
| ○ Intellectual Disability / Autism Spectrum Disorder: Allow note takers and mentors  
| Assignment & Evaluation | ○ Visual Impairment / Physical Disability / Hearing Impairment / Health Impairment / Learning Disability: Extend assignment deadlines, Offer alternate assignment submission and response method, Extend testing period, Offer alternate testing method, Offer different testing room  
| ○ Intellectual Disability / Autism Spectrum Disorder: Offer individualized assignments and alternative evaluations  
| Others | Students who take this course can get appropriate level of support service including the support listed above depending on the students’ individual characteristics and needs through consultation with professors and the Support Center for Students with Disabilities. If you have any questions concerning support service for students with disabilities you can contact Professor *** (Contact Information) or Support Center for Students with Disabilities (02-880-8787).