

Module Title:	International Business
Language of Instruction:	English
Credits:	10
NFQ Level:	8
Module Delivered In	No Programmes
Teaching & Learning Strategies:	<ul style="list-style-type: none"> • Lectures - communication of knowledge and ideas from the lecturer to the student. • Problem Solving Exercises/Case Studies – students will work as part of a team and will work together to discuss and evaluate scenarios related to lecture content. • Class Discussion/Debate - Students will be encouraged to actively participate in the class sessions which will develop their analytical and communication skills. • E-Learning – It is envisaged that the module will be supported with on-line learning materials including discussion boards. • Self-Directed Independent Learning – the emphasis on independent learning will develop a strong and autonomous work and learning practices.
Module Aim:	To analyse the International Business Environment and provide a broad, cross-functional understanding of the players and policies at work in both the micro and firm-level areas of international business.
Learning Outcomes	
<i>On successful completion of this module the learner should be able to:</i>	
LO1	Critically evaluate the relevance of, and effects of globalisation, trade theories and supra-national organisations on businesses competing in the global market-place.
LO2	Conduct professional reports on the potential of new markets for a company, and present this in a professional setting.
LO3	Demonstrate an understanding of international business strategy
LO4	Evaluate the wider cultural, economic, legal, political and environmental issues that affect International Business
LO5	Demonstrate a knowledge of the effects of international business on core functional areas of the business.
Pre-requisite learning	
Module Recommendations <i>This is prior learning (or a practical skill) that is recommended before enrolment in this module.</i>	
No recommendations listed	
Incompatible Modules <i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module.</i>	
No incompatible modules listed	
Co-requisite Modules	
No Co-requisite modules listed	
Requirements <i>This is prior learning (or a practical skill) that is mandatory before enrolment in this module is allowed.</i>	
No requirements listed	

Module Content & Assessment

Indicative Content
Definition and Scope of International Business • World-wide developments and the historical context • International Business in an Age of Globalisation
Concepts and Theories in International Business • The Internationalisation Process – Theory and practice • International Trade Theories
Cultural Environment • Meaning and Dimensions of culture • Managing across cultures • Cross-cultural communication and negotiations • Organisational cultural and diversity • High context and Low context countries
Political and Governmental Environment • Company-government relations; managing political risk; country risk assessment • Indicators/indices; corruption index
Legal Environment • Legal Systems/International Business Contracts/International Arbitration/ International • Law/Intellectual property
Economic Environment • Legal Systems/International Business Contracts/International Arbitration/ • International Law/Intellectual property
Global Markets and Institutions • GATT, WTO, World Bank. The International Monetary system
Direct Foreign Investment • Vertical and Horizontal DFI/Costs and Benefits to Home and Host Countries/Government Policy Instruments
International Business Strategies • Introduction to global strategic management/ Globalisation and world class organisations
The Organisation of International Business • Organisational Structure/Control Systems and Incentives/Organisational Culture/Organisational Change
Entry Strategy and Strategic Alliances • Basic Entry Decisions/ Entry Modes/Strategic Alliances/Direct Foreign Investment
Exporting/Importing and Counter-Trade • Improving Export Performance/Export and Import Finance/Export Assistance/Counter-trade
International Marketing Management, International Selling • The Globalisation of Markets and Brands/Target Market Selection/Product Attributes/Distribution Strategy/Selling and Negotiation in International Business/Communications Strategy/Pricing Strategy/New Product Development
Global Human Resource Management • Training and Management Development, Selection and Recruitment Criteria and Policies, Performance Appraisal, Compensation, International Labour Relations
Accounting in the International Business Environment • Country Differences in Accounting Standards/National and International Standards/Accounting Aspects of Control Systems
Emerging Issues in International Business • Ethics and corruption/ social responsibility and the international manager/ future global developments

Assessment Breakdown	%
Continuous Assessment	15.00%
Project	10.00%
Practical	5.00%
End of Module Formal Examination	70.00%

Continuous Assessment				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Case Studies	Case study on functional area of the business	3,5	15.00	n/a

Project				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Project	International Business report: Students must choose a company and produce a professional report outlining the potential of a new market for the company	1,2,4	10.00	n/a

Practical				
<i>Assessment Type</i>	<i>Assessment Description</i>	<i>Outcome addressed</i>	<i>% of total</i>	<i>Assessment Date</i>
Practical/Skills Evaluation	Students must present a company in an international business setting	1,2,4	5.00	n/a

End of Module Formal Examination				
<i>Assessment Type</i>	<i>Assessment Description</i>	<i>Outcome addressed</i>	<i>% of total</i>	<i>Assessment Date</i>
Formal Exam	Terminal Exam	1,3,4,5	70.00	End-of-Semester

SETU Carlow Campus reserves the right to alter the nature and timings of assessment

Module Workload

Workload: Full Time		
<i>Workload Type</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	30 Weeks per Stage	3.00
Independent Learning	30 Weeks per Stage	3.67
Total Hours		200.00

