

<b>Course Unit Title:</b>	International Management
<b>Course Unit Code:</b>	MGT304
<b>Type of Course Unit: (Compulsory/Optional)</b>	Compulsory
<b>Level of Course Unit: (first, second or third cycle)</b>	Bachelor (1 <sup>st</sup> Cycle)
<b>Year of Study:</b>	3
<b>Semester when the unit is delivered:</b>	5
<b>Number of ECTS credits allocated:</b>	6
<b>Name of lecturer(s):</b>	TBA
<b>Learning Outcomes of the course unit:</b>	
<p>Upon successful completion of this course students should be able to:</p> <ul style="list-style-type: none"> <li>• Describe and analyze major developments and challenges in managing organizations in the international context.</li> <li>• Compare differences in managerial styles and organizational cultures and be able to offer solutions/suggestions for resolving cultural, legal/political and communication problems.</li> <li>• Complete a project on effective entry and management of operations in a foreign country with a group of colleagues that come from different countries.</li> <li>• Analyze cases by using tools and techniques of strategic management.</li> </ul>	
<b>Mode of Delivery:</b>	Face- to- face
<b>Prerequisites and co-requisites:</b>	MGT101 and MAR101
<b>Recommended optional program components:</b>	None
<b>Course Contents:</b>	
<p><b>Objective:</b> To provide the student with a good fundamental basis for progressing in more depth on the subject of International Management. More specifically, to develop expertise on subjects like management in a cultural context, international planning, managing environmental risk, international negotiation, etc.</p>	

**Description:**

An introduction to international business and management. The emergence of internationalism and globalisation. Worldwide economic and other developments. The challenges of international management.

A definition of culture and the cultural dimensions. Culture, attitudes, values, beliefs norms, and their influence on management style, organizational culture.

A look at strategic planning and how it applies in an international context. The basic steps in formulating strategy. Problems in implementing strategy in an international setting.

Risk factors in international management. Politics and business. An uneasy mixture or a good partnership? International examples.

Negotiation and associated problems. Differences in negotiation behaviors. Decision making in international organizations. Control, and organization. Complexities associated.

International human resources management. Hiring nationals vs. host country nationals. Selection criteria. Interviewing. The problem of repatriation. Training in the international business environment. Labor relations.

Communication barriers and other associated challenges. Motivation issues. Leading the international organization.

Ethics and international management. Foreign investment. Social responsibility issues.

The future of international management.

Recent developments and contemporary issues pertaining to the subject-matter of the course.

**Recommended or Required Reading:**

Hodgetts and Luthans : INTERNATIONAL MANAGEMENT  
McGraw Hill, Latest Edition

Bartlett, Ghoshal,Birkinshaw: TRANSNATIONAL  
MANAGEMENT: Text, cases and readings in cross-border  
management, McGraw Hill, Latest Edition

Beamish, Morrison, Inkpen,Rozenzweig: INTERNATIONAL  
MANAGEMENT, McGraw Hill, Latest Edition

Helen Deresky: International Management: Managing  
Across Borders and Cultures,latest, edition, Pearson  
Higher Education

	Harvard Business Review, Business Week, Fortune								
<b>Planned learning activities and teaching methods:</b>	<table border="1"> <tr> <td>Class Instruction</td> <td>42 Hours</td> </tr> <tr> <td>Consultation</td> <td>15 Hours</td> </tr> </table>	Class Instruction	42 Hours	Consultation	15 Hours				
Class Instruction	42 Hours								
Consultation	15 Hours								
<b>Assessment methods and criteria:</b>	<table border="1"> <tr> <td>Examinations</td> <td>75%</td> </tr> <tr> <td>Assignments / Project</td> <td>15%</td> </tr> <tr> <td>Class Participation</td> <td>10%</td> </tr> <tr> <td></td> <td>100%</td> </tr> </table>	Examinations	75%	Assignments / Project	15%	Class Participation	10%		100%
Examinations	75%								
Assignments / Project	15%								
Class Participation	10%								
	100%								
<b>Language of Instruction:</b>	English								
<b>Work Placement(s):</b>	No								
<b>Place of Teaching:</b>	Regular Classroom European University Cyprus, Nicosia								