



## Course and Examination Fact Sheet: Autumn Semester 2017

### 7,202: International Management

ECTS credits: 4

#### Overview examination/s

(binding regulations see below)

Decentral - Group examination paper (all given the same grades) (50%)

Central - Written examination (50%, 60 mins.)

#### Attached courses

Timetable -- Language -- Lecturer

[7,202,1.00 International Management](#) -- Englisch -- [Ruigrok Winfried](#)

#### Course information

#### Course prerequisites

None.

#### Course content

This course has the following objectives:

- To understand how multinational corporations increase their international posture and increasingly compete on a regional/global scale,
- To learn how to analyse and discuss complex international management cases succinctly; and
- To interpret academic papers in the field of International Management, draw meaningful conclusions, and present these in writing.

The objective of the Self-Study Module (SSM) is to learn to interpret a number of academic papers in a subfield of International Management, and to present clear conclusions in writing. More details on the SSM of this course can be found in the course outline (which will be made available through StudyNet)

#### Course structure

During class key International Management topics will be discussed, such as International Market Selection, Market Entry, International Strategy, International Organisation, Cross-Cultural Management, and the Role of Emerging Markets. Sessions will be a mixture of lectures (incl. several guest speakers), case discussions, and small in-class assignments.

In the context of the Self-Study Module (SSM) student groups will produce an original paper in a subfield of International Management on the basis of scholarly papers.



## Course literature

All details on readings (incl. case studies and input papers for the SSM) will be provided through StudyNet.

## Additional course information

Please study the course outline for more detailed information regarding the SSM. Additional information regarding the SSM, such as paper requirements, will be provided through StudyNet.

Please note that this course will not be open for bidding in the waiting list rounds. Students can bid for the course in the preliminary and main rounds of the bidding only.

## Examination information

### Examination sub part/s

#### 1. Examination sub part (1/2)

##### Examination time and form

Decentral - Group examination paper (all given the same grades) (50%)

##### Remark

--

##### Examination-aid rule

Term papers

- Term papers must be written without anyone else's help and in accordance with the known quotation standards, and they must contain a declaration of authorship.
- The documentation of sources (quotations, bibliography) has to be done throughout and consistently in accordance with the APA or MLA standards. The indications of the sources of information taken over verbatim or in paraphrase (quotations) must be integrated into the text in accordance with the precepts of the applicable quotation standard, while informative and bibliographical notes must be added as footnotes (recommendations and standards can be found, for example, in METZGER, C. (2015), *Lern- und Arbeitsstrategien* (11th ed., 4th printing). Aarau: Sauerländer).
- For any work written at the HSG, the indication of the page numbers both according to the MLA and the APA standard is never optional.
- Where there are no page numbers in sources, precise references must be provided in a different way: titles of chapters or sections, section numbers, acts, scenes, verses, etc.
- For papers in law, the legal standard is recommended (by way of example, cf. FORSTMOSER, P., OGOREK R. et SCHINDLER B. (2014), *Juristisches Arbeiten: Eine Anleitung für Studierende* (5. Auflage), Zürich: Schulthess, or the recommendations of the Law School).



## Supplementary aids

-

## Examination languages

Question language: English

Answer language: English

---

## 2. Examination sub part (2/2)

### Examination time and form

Central - Written examination (50%, 60 mins.)

### Remark

--

### Examination-aid rule

Extended Closed Book

The use of aids is limited; any additional aids permitted are exhaustively listed under "Supplementary aids". Basically, the following is applicable:

- At such examinations, all the pocket calculators of the Texas Instruments TI-30 series and mono- or bilingual dictionaries (no subject-specific dictionaries) without hand-written notes are admissible. Any other pocket calculator models and any electronic dictionaries are inadmissible.
- In addition, any type of communication, as well as any electronic devices that can be programmed and are capable of communication such as notebooks, tablets, PDAs, mobile telephones and others, are inadmissible.
- Students are themselves responsible for the procurement of examination aids.

### Supplementary aids

None.

### Examination languages

Question language: English

Answer language: English

---

## Examination content

All course contents, incl. slides. All compulsory course readings.

## Examination relevant literature

A final reading list will be posted on StudyNet latest by September 30, 2017.



### Please note

We would like to point out to you that this fact sheet has absolute priority over other information such as StudyNet, faculty members' personal databases, information provided in lectures, etc.

When will the fact sheets become binding?

- Information about courses and examination time (central/decentral and grading form): from the start of the bidding process on 24 August 2017
- Information about decentral examinations (examination-aid rule, examination content, examination relevant literature): after the 4th semester week on 16 October 2017
- Information about central examinations (examination-aid rule, examination content, examination relevant literature): from the start of the enrolment period for the examinations on 06 November 2017

Please look at the fact sheet once more after these deadlines have expired.