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| Identification | Subject (code, title, credits) | MGT 828 International Management, 3KU /6ECTS | |
| | Department | Economics and Management | |
| | Program | Graduate | |
| | Term | Fall, 2025 | |
| | Instructor | Dr. Dilara Rasulova | |
| | E-mail | | |
| | Classroom/hours | Bashir Safaroglu 122, Thursdays 18:30 | |
| Prerequisites | ECON 830 Managerial Economics | | |
| Language | English | | |
| Compulsory/Elective | Compulsory | | |
| Required textbooks and course materials | Core textbooks: <ul style="list-style-type: none">Doh, J. P., & Luthans, Fred. (2023). International management: culture, strategy, and behavior. 12th edition. McGraw-Hill Education. Supplementary textbook: <ul style="list-style-type: none">Morschett, D., Schramm-Klein, H., & Zentes, J. (2015). <i>Strategic International Management</i>. | | |
| Course outline | International management is a course designed to meet the needs of understanding international business and management styles. This course provides students with an understanding and appreciation of International Management practices. Additional reading is beneficial for identifying the practical aspects of working globally and being open to cultural differences and challenges. | | |
| Course objectives | This course gives an overview of the field of International Management. We have two distinct learning goals in this course: <ul style="list-style-type: none">The first is to learn how to study and understand the fundamental approaches to international management and how to critically apply them to the cases at hand.Our second goal is to achieve high levels of critical thinking and effective communication through class participation and written papers/quizzes. | | |
| Learning outcomes | After completion of this course, the students should be able to: <ul style="list-style-type: none">explain the essentials of international management.understand the forces of globalization.develop cross-cultural communication, negotiation, and team building skills.to deepen understanding of what determines the success and failure of companies around the world.consider issues of ethics and social responsibility in the development and implementation of international management strategy. | | |
| Teaching methods | Lecture | | ✓ |
| | Practices | | ✓ |
| | Group discussion | | ✓ |
| | Case analysis | | ✓ |
| Evaluation | Methods | Date/deadlines | Percentage (%) |
| | Midterm Exam | To be announced | 30 |
| | Attendance | | 5 |
| | Activity | | 5 |
| | Quizzes | To be announced | 10 |
| | Individual Projects | To be announced | 10 |
| | Final Exam | To be announced | 40 |

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| | Total | 100 |
| Policy | <p>Class attendance shall mean physical presence and active participation, i.e., asking and answering questions, contributing insights and feedback, and demonstrating willingness and dedication to be part of an overall class discussion.</p> <p>Activity shall mean active participation i.e. asking and answering the question, contribute with insights and feedback, and demonstrate willingness and dedication to be part of an overall class discussion.</p> <p>Quizzes shall mean completing tasks related to topics covered during lectures in cases or quizzes format.</p> <p>An individual project shall mean a task completed by a student in a creative spirit, analyzing the assigned chapters in an interactive academic manner.</p> <p>Make-up Exams As the Quiz measures the students' current preparation for the class, Make-Ups are not permitted. If you miss the final with a valid excuse, you must make it up the following term. If you do not have a valid excuse for missing an exam, it will count as a zero. In order to be excused from the exam, the student must contact the instructor before the exam. If you cannot reach the instructor, leave a message with the department secretaries. Executives will not be granted for social activities such as non-business trips, cruises, and trips to sporting events (unless you are participating).</p> <p>Withdrawal (pass/fail) This course strictly follows the grading policy of the Graduate School of Economics and Business. Thus, a student is normally expected to achieve a mark of at least 65% to pass. In case of failure, he/she will be required to repeat the course the following term or year.</p> <p>Cheating/plagiarism Cheating or other plagiarism during the Quizzes, Mid-term, and Final Examinations will lead to paper cancellation. In this case, the student will automatically get zero (0), without any consideration.</p> <p>Professional behavior guidelines The students shall behave in a manner that creates a favorable academic and professional environment during class hours. Unauthorized discussions and unethical behavior are strictly prohibited and will result in disciplinary action and potential charges.</p> | |

Tentative Schedule

| Week | Date/Day Tentative | Topics | Textbook |
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| 1 | | Globalization and International Linkages | Chapter 1, Class activity: Internet exercise: Global competition in fast food |
| 2 | | The Political, Legal, and Technological Environment | Chapter 2, Class activity: In the International Spotlight Greece |
| 3 | | Ethics, Social Responsibility, and Sustainability | Chapter 3 Class activity: video Enron - The Biggest Fraud in History |

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| | | | https://www.youtube.com/watch?v=e5qC1YGRMKI |
| 4 | | The Meanings and Dimensions of Culture | Chapter 4 Class activity: Quiz |
| 5 | | Managing Across cultures | Chapter 5 Class activity: In the International Spotlight Poland |
| 6 | | Organizational culture and diversity | Chapter 6 Review: All chapters |
| 7 | | Mid-Term Exam | |
| 8 | | International Strategic Management: Strategy formulation and implementation | Chapter 8 Class activity: Research task, Literature review |
| 9 | | Entry Strategies and Organizational Structures | Chapter 9 Class activity: Presentation of results through research |
| 10 | | Managing Political Risk, Government Relations, and Alliances | Chapter 10 Class activity: Internet Exercise: Nokia in China |
| 11 | | Management Decision and Control | Chapter 11 |
| 12 | | Leadership Across Cultures | Chapter 13 Class activity: Quiz |
| 13 | | Human Resource Selection and Development Across Cultures | Chapter 14 Guest Speaker from industry |
| 14 | | Presentation day | Presentation day |
| 15 | | Final Review class | Review all chapters |
| 16 | | Final Exam | |