

SAULT COLLEGE OF APPLIED ARTS AND TECHNOLOGY

SAULT STE. MARIE, ONTARIO

COURSE OUTLINE

COURSE TITLE	INTERNATIONAL BUSINESS
CODE NO.	INT200
PROGRAM	BUSINESS
SEMESTER	FOUR
DATE	JANUARY 1998
AUTHOR	PENNY PERRIER

NEW REVISED X

APPROVED ~~DEAN~~ **E ^ ^ K**

z&r DATE

2. Identify the human and cultural challenges facing businesses in the international

Elements of the performance:

- define the concept of culture.
- assess the relevance of culture.
- outline some boundaries for analyzing cultural differences.
- summarize language barriers and difficulties in communication.
- recognize the impact of attitudes.
- describe the dynamics of cross-cultural negotiations.

This learning outcome will constitute 25% of the course's grade

3. Analyze the political and legal challenges of international trade

Elements of the performance:

- identify the factors causing political risk.
- develop political risk strategic management
- outline political risk analysis
- explain political risk insurance
- identify steps in building local alliances.
- expound on the concept of becoming a good citizen in a foreign country
- describe the nature of enforcing national laws
- detail international trade laws
- discuss international dispute settlement
- explain legal risk analysis

This learning outcome will constitute 15% of the course's grade.

4. Explain methods of payment and the challenges of trade finance.

Elements of the performance:

- describe the international financial system
- summarize international financial institutions
- outline The World Bank operations
- explain the foreign exchange system
- identify the instruments used in the foreign exchange market
- discuss international money markets

This learning outcome will constitute 15% of the course's grade

METHOD OF ASSESSMENT (GRADING METHOD)

Students will be assessed on the basis of their written assignments and tests.

The following letter grades will be assigned in accordance with The School of Business and Hospitality Guidelines

A+	Consistently outstanding	(90% -100%)
A	Outstanding achievement:	(80% - 89%)
B	Consistently above average achievement	(70% - 79%)
C	Satisfactory or acceptable achievement	(60% - 69%)
R	Repeat - The student has not achieved the objectives of the course and the course must be repeated.	(Less than 60%)
CR	Credit exemption	
X	A temporary grade, limited to situations with extenuating circumstances, giving a student additional time to complete course requirements	

GRADING

Written work assigned and graded will constitute 60% of the grade. Tests will constitute 30%, with 10% given for attendance and participation.

V. SPECIAL NOTES:

Special Needs

If you are a student with special needs (eg. physical limitations, visual impairments, hearing impairments, learning disabilities), you are encouraged to discuss required accommodations with the instructor and/or contact the Special Needs OfBce, Room E1204, Ext. 493, 717,491 so that support services can be arranged for you.