A. Course Description

Credits: 4

Prerequisites: IBUS 611 International Business

Lab Hours/ Weeks: Corequisites: None

Lecture Hours/ Week :

MnTC Goals: None

This is a topics-based course in which current themes are covered intensively. The course is divided into three parts: an integrative portion which explores business history, culture, traditions and recent economic development, assessing their impact on the business climate/environment; a social section covering negotiation skills/styles, business etiquettes and internal country resources; and a strategic section, which covers keys to success and failure for various business strategies such as joint ventures, mergers and acquisitions, wholly-owned subsidiaries, production contracts and others.

B. Course Effective Dates: 08/01/1998 - 05/04/2009 05/05/2009 - Present

C. Outline of Major Content Areas:

See Course Description for major content areas.

D. Learning Outcomes (General)

None

E. Learning Outcomes (MN Transfer Curriculum)

This contains no goal areas.

G. Special Information

None