



APPLIES TO ACADEMIC YEAR  
2002/2003

## GRA 6331 The International Firm

### Program

Master of Science in Business Administration (MScBA), Specialization Course

### Responsible for the course

Gabriel R G Benito

### Department

Strategy

### Term

Fall

### ECTS Credits

6

### Objective

The principal objective of the course is to familiarize students with the research-based literature on firms' internationalization. The aim is to give a foundation for more advanced studies of various aspects of international. Hence, the scope of course is broad, and the course provides overview of the literature rather than going in-depth into particular topics.

### Prerequisites

None beyond entry requirements to graduate studies in business administration.

### Compulsory literature

- Buckley, Peter J. and Pervez N. Ghauri, eds.1999. *The internationalization of the firm* . 2nd ed. London: International Thompson Business Press.
- Compendium of selected articles

### Recommended literature

### Course outline

This course gives (i) a broad overview of the opportunities and challenges facing firms involved in doing cross-border business activities in an increasingly open and dynamic world, and (ii) an introduction to the research literature about the internationalization of the firm. The level of analysis in this course is the firm. The main emphasis is put on analyzing the behavior of firms in an-ever changing international marketplace and the ways firms organize their activities in order to cope with the intricacies of operating in foreign contexts.

### Computer-based tools

Students should have an e-mail address.

### Course structure

Traditional lectures, presentations by students, and case discussions.

### Evaluation

Class participation, case discussion and student presentation count for 40% of the final grade. A 3 hour written closed book exam counts for 60%

**Evaluation code(s)**

GRA63311 for cases and class participation  
GRA63312 for three hour written exam

**Aids at the examination**

None

**Makeup exam**

The next time the course is offered