



APPLIES TO ACADEMIC YEAR 2003/2004

MRK 9834 International Marketing

Program

N/A

Responsible for the course

Erik B Nes

Department

Marketing

Term

According to study plan

ECTS Credits

9

The course MRK 9834 International Marketing is identical to MRK 9833 International Marketing in subject content, however the two courses have different exams. MRK 9834 is adapted to students following the distance education program.

Objective

The purpose of the course is to give an introduction to important operating conditions (internationally, nationally and in the individual enterprise) for businesses operating in international markets. Moreover, the course will deal with methods by which Norwegian enterprises can develop viable international market strategies.

Prerequisites

General knowledge of business administration subjects.

Compulsory literature

Solberg, Carl. A. 1999. *Internasjonal markedsføring*. 6. utg. Oslo: Tano Aschehoug.

Nes, Erik B., ed. 2002. *Artikkelsamling i Internasjonal markedsføring og ledelse 2002/2003*.

This is available on <http://www.bi.no/users/fgl93026/mrk9833.htm>.

Recommended literature

None.

Course outline

- The international business environment
- The internationalization process
- Development of international marketing strategies
- The use of marketing mix in international marketing

Computer-based tools

Computer-based tools are not used.

Course structure

Course Structure Distance Education

At the beginning of the course and before the exams there will be arranged intensive lessons. Distance Education also has a study guide as a supplement to the required reading. The study guide contains information on the study program, progress plan, and exercises and proposed solutions. Guidance via the Internet contains subject pages and group discussions. The course participants are given the opportunity to hand in voluntary assignments for evaluation.

Evaluation

Four cases are to be solved and evaluated in the course. Groups of 2-4 students solve one of the cases together and hand in their written paper, which accounts for 50% of the total grade in the course.

The three other cases are to be answered individually at a 4-hour written exam, which

accounts for 50% of the total grade.

Evaluation code(s)

MRK 98341- case, including adjustment of grade in oral presentation, which accounts for 50% of the total grade in MRK 9834, 9 ECTS credits.

MRK 98342 - written exam, which accounts for 50% of the total grade in MRK 9834, 9 ECTS credits.

Aids at the examination

All written aids are allowed.

Makeup exam

A makeup exam is held in connection with the next scheduled exam in the course.