



APPLIES TO ACADEMIC YEAR 2006/2007

## GRA 6331 The International Firm

### Program

Master of Science in Business and Economics, Master of Science in Business and Economics (International Management), Master of Science in International Marketing and Management, Specialization Course

### Responsible for the course

Birgitte Grøgaard

### Department

Strategy and Logistics

### Term

According to study plan

### 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 business. Hence, the scope of course is broad, and the course provides an overview of the literature rather than going in-depth into particular topics.

### Prerequisites

Bachelor's degree in Business or eq. qualifying for admission to the MSc Program

### Compulsory literature

#### Articles:

Collection of 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

Blackboard

#### Course structure

36 hours. Traditional lectures, class discussions, and case work.

#### Evaluation

The course grade will be based on the following activities and weights:

Class activities including class participation and assignments 25%

Three hour written exam 75%  
- closed book

#### Evaluation code(s)

GRA63313 accounts for 100 % of the final grade in the course GRA 6331.

#### Aids at the examination

Bilingual dictionary

**Makeup exam**

Re-takes are only possible at the next time a course is held. When course evaluation consists of class participation or process elements, all evaluation elements will have to be re-taken when a student wants to re-take an exam. Re-take examinations entail an extra examination fee.

**Honor Code**

Academic honesty and trust are important to all of us as individuals, and they are encouraged and promoted by the honor system. This is a most significant university tradition. The honor system is the responsibility of students. As faculty, we share the commitment to the ideals of the honor system.

At no time should notes or papers or personal consultations based on previous semesters of this course be used. As part of the honor code papers handed in as part of the course is, at the discretion of the professor, scanned for plagiarism. We are using Safe Assignment in Black Board for this purpose. Any violation of the honor code will be dealt with in accordance with BI's procedures on cheating. These issues are a serious matter to everyone associated with the program. They are at the heart of the Honor Code and academy integrity. If you have any questions about your responsibilities under the honor code, please ask.