



APPLIES TO ACADEMIC YEAR 2007/2008

GRA 6426 International Marketing Management

Program

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

Responsible for the course

Carl Arthur Solberg

Department

Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

English

An increasing part of business exchange is carried out across borders. This course addresses critical issues in developing marketing strategies in international markets.

Objective

The students should at the end of this course have a thorough understanding of the main challenges facing firms in international markets. The course will, through lectures, group work, cases and work-shops highlight key strategic problems and discuss their solutions. Emphasis is placed on the students' ability to analyse different strategic situations of firms operating in international markets.

Prerequisites

A bachelor degree in Business, Marketing or eq.

Compulsory literature

Books:

Doole, Isobel and Robin Lowe. 2005. International marketing strategy: Analysis, development and implementation. 4th ed. London: Thomson Learning

Recommended literature

Other:

Text books and articles pertaining to the topic of the chosen term paper. UN publications, government white papers, newspapers/magazine articles, academic articles etc are all relevant.

Course outline

Module 1

Introduction

The international marketing environment: Globalisation, institutions, markets and development

The internationalisation process of firms

Strategy development and strategic thrusts

Module 2

Market selection and market coverage

Entry modes

Standardisation / adaptation of the marketing mix

Monitoring channels in international markets

Market information in international markets

Module 3
Case seminar

Computer-based tools

Not compulsory in this course. However, search in databases is strongly recommended for the term paper. Blackboard

Course structure

The course will be carried out in three concentrated modules of twelve hours. Module 1 will basically consist of lectures and class discussions. In module 2 the students will present an outline of their term paper. Module 3 will in its entirety consist of case seminars to be carried out off campus. Four cases will be treated by groups of students. The seminar will entail some costs for the student (accommodation and travel).

In this course class attendance is mandatory. Unexcused absence can result in a lower score. Specific Information regarding student evaluation will be provided in class.

Evaluation

Evaluation is based on three components: term paper 1/3, case presentation 1/3 and case discussions 1/3. All parts of the evaluation need to be passed in order to get a grade in the course.

Evaluation code(s)

GRA 64261 accounts for 100% of the final grade in the course GRA 6426.

Aids at the examination

All.

Support materials at written examinations are explained under exam information in our web-based student handbook. Please note use of calculator. <http://www.bi.no/studenthandbook>

Makeup exam

Re-takes are only possible at the next time a course will be held. When course evaluation consists of class participation or process elements, the whole course must be re-evaluated when a student wants to retake an exam. Retake examinations entail an extra examination fee.

Honor Code

Academic honesty and trust are important to all of us as individuals, and represent values that are encouraged and promoted by the honor code system. This is a most significant university tradition. Students are responsible for familiarizing themselves with the ideals of the honor code system, to which the faculty are also deeply committed.

Any violation of the honor code will be dealt with in accordance with BI's procedures for cheating. These issues are a serious matter to everyone associated with the programs at BI and 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.