



APPLIES TO ACADEMIC YEAR 2010/2011

NVH 2603 Internationalization of Retailing

Programme

Bachelor in Retail Management (3. year)

Responsible for the course

Department

Department of Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

Norwegian

Introduction

Objective

Give the course participants a basic understanding of the challenges facing the retail industry when approaching markets outside the home country. Based on retail company core mission, core concepts and competencies, the students shall be able to analyze markets and recommend strategies for international expansion. Retailing in Europe, North America and Asia will be studied.

Prerequisites

Two years of Bachelor Studies at BI or a comparable academic institution.

Compulsory reading

Books:

Dawson, John, Roy Larke and Masao Mykoyma, ed. 2006. Strategic issues in international retailing. London : Routledge

Sternquist, Brenda. 2007. International retailing. 2nd ed. New York : Fairchild

Collection of articles:

Løland, Morten. 2008. Artikkelsamling til Internasjonalisering av varehandelen. Oslo: Handelshøyskolen BI

Recommended reading

Books:

Bruce, Margaret, Christopher M. Moore, Grete Birtwistle. 2004. International retail marketing : a case study approach. Amsterdam : Elsevier Butterworth Heinemann

Howe, Stewart, ed. 2003. Retailing in the European Union : structures, competition and performance. London : Routledge

Course outline

- Framework, terms and conditions for setting up business and for competition - financial, trade policies and culture
- International retail expansion – the internationalization process, financial explanatory models,
- Sourcing in international markets
- Strategies for international expansion – franchising, licensing, buy outs, Greenfield, and strategic alliances
- Global and local markets, products and branding
- International retailing in Europe, North and South America, Asia and Australia.

Computer-based tools

Not used in this course.

Course structure

A total of 36 hours, consisting of lectures, student workshops, presentations and information search on the Internet.

Examination

Project paper counting for 60% of the final grade. The remaining 40% of the final grade is given based on two hours written final exam. Both the project paper and the written final exam have to be passed in order to get a final grade in the course. The content of the project paper shall be to evaluate strategies for international retail expansion.

Examination code(s)

NVH 26031: Process exam; Project paper counting for 60% of the final grade and a two hours written final exam counting 40%.

Examination support materials

All aids permitted for the project paper. No aids for the written two-hour final exam.

Re-sit examination

Re-sit exam will be offered every term from autumn 2011 even spring 2013.

Additional information

This course will be taught for the last time autumn 2010.