

# Syllabus

## *Kursbeschreibung*

<b>Titel der Lehrveranstaltung</b>	Internationales Management
<b>Code der Lehrveranstaltung</b>	27340
<b>Zusätzlicher Titel der Lehrveranstaltung</b>	
<b>Wissenschaftlich-disziplinärer Bereich</b>	ECON-07/A
<b>Sprache</b>	Englisch
<b>Studiengang</b>	Bachelor in Wirtschaftswissenschaften und Betriebsführung
<b>Andere Studiengänge (gem. Lehrveranstaltung)</b>	
<b>Dozenten/Dozentinnen</b>	dr. Tun-I Hu, TunI.Hu@unibz.it <a href="https://www.unibz.it/en/faculties/economics-management/academic-staff/person/48974">https://www.unibz.it/en/faculties/economics-management/academic-staff/person/48974</a>
<b>Wissensch. Mitarbeiter/Mitarbeiterin</b>	
<b>Semester</b>	Zweites Semester
<b>Studienjahr/e</b>	3
<b>KP</b>	6
<b>Vorlesungsstunden</b>	36
<b>Laboratoriumsstunden</b>	-
<b>Stunden für individuelles Studium</b>	-
<b>Vorgesehene Sprechzeiten</b>	
<b>Inhaltsangabe</b>	<ul style="list-style-type: none"> <li>• To provide students the necessary understanding of the scope and function of international business theory and practice.</li> <li>• To provide students the necessary understanding regarding the impact of globalization, digitalization and other trends on business organizations and strategies and on how managers can deal with these issues.</li> <li>• To provide students the necessary understanding of how</li> </ul>

	<p>business practices vary widely across regions and countries.</p> <ul style="list-style-type: none"> <li>To provide students the necessary understanding of “how to” formulate and evaluate winning global strategies.</li> </ul>
<b>Themen der Lehrveranstaltung</b>	<ul style="list-style-type: none"> <li>-Globalization and localization</li> <li>-The importance of culture difference</li> <li>-International market entry strategy</li> <li>-International v.s. domestic marketing</li> <li>-International product differentiation</li> <li>-International human resource management</li> <li>-Coordination with international team</li> <li>-Digitalization in interantional management</li> </ul>
<b>Stichwörter</b>	Globalization, culture, market entry, product differentiation, digitalization
<b>Empfohlene Voraussetzungen</b>	
<b>Propädeutische Lehrveranstaltungen</b>	
<b>Unterrichtsform</b>	Lectures with slides, case study and discussion. In person teaching.
<b>Anwesenheitspflicht</b>	Attendance not compulsory but strongly recommended
<b>Spezifische Bildungsziele und erwartete Lernergebnisse</b>	<p>ILO (Intended Learning Outcomes)</p> <p>ILO 1 Knowledge and understanding</p> <p>ILO 1.1 knowledge of business and organisational models</p> <p>ILO 1.2 knowledge of business decision-making methods and strategic management</p> <p>ILO 1.3 understanding of social responsibility, consumer protection, sustainable marketing</p> <p>ILO 1.4 knowledge of concepts, models and tools for critically analysing business and corporate strategies</p> <p>ILO 1.5 understanding of different management theories and organisational behaviour and their relevance to different business and economic contexts</p> <p>ILO 1.6 in-depth knowledge of international marketing, the management of multinational companies, the analysis of consumer behaviour or the management of operational and technical functions</p>

	<p>ILO 2 Ability to apply knowledge and understanding</p> <p>ILO 2.1 be able to apply concepts, models, tools and techniques suitable for analysing markets, market strategies, programmes and activities through teamwork, and to communicate research results in accordance with international professional standards in three languages: Italian, German and English</p> <p>ILO 2.2 knowing how to formulate strategies and identify the critical steps in the implementation of a competitive strategy</p> <p>ILO 2.3 know how to apply appropriate analysis tools and models to evaluate the strategic choices and strategies implemented by companies</p> <p>ILO 2.4 knowing how to communicate the results of strategic analyses elaborated according to international professional standards in three languages: Italian, German and English</p> <p>ILO 3 Making judgements</p> <p>ILO 3.1 identify the most important problems in complex decision-making situations</p> <p>ILO 3.2 perform a critical analysis of facts and situations to be addressed</p> <p>ILO 3.3 use logical reasoning to combine information and analytical methods, also using modern software packages, to arrive at a solution</p> <p>ILO 4 Learning ability</p> <p>ILO 4.1 analyse, critically process and integrate data, information and future experience, also using advanced software</p>
<p><b>Spezifisches Bildungsziel und erwartete Lernergebnisse (zusätzliche Informationen)</b></p>	
<p><b>Art der Prüfung</b></p>	<p>Closed-book written final exam on the entire material covered during the course with both multiple choice questions and short questions on two levels: one designed to check knowledge and understanding on terms of indicated objectives, the other designed</p>

	<p>to verify the capacity for applying this knowledge and this understanding in reasoning (ILOs 1.1-1.6, 2.1-2.4, 3.1-3.2)</p> <p>There is no different assessment between "attending" students and "non-attending" students.</p>
<b>Bewertungskriterien</b>	<p>--Accuracy and completeness of the answer  --Correct selection in the multiple-choice section  --Focus on answering the question</p> <p>A positive rating (18/30) is obtained with 50% correctly answered questions. With 90%, the full rating (30/30) is achieved. If more than 90% of the questions are answered correctly, the addition "c.l." is awarded.</p>
<b>Pfichtliteratur</b>	<ul style="list-style-type: none"> <li>• All slides publised in the reserve collection.</li> </ul>
<b>Weiterführende Literatur</b>	
<b>Weitere Informationen</b>	
<b>Ziele für nachhaltige Entwicklung (SDGs)</b>	Partnerschaften zur Erreichung der Ziele, Industrie, Innovation und Infrastruktur