1. **COURSE STAFF**

   **Course coordinator:** Dr. Gary Gregory  
   **Office:** John Goodsell Bldg Room 314/3023A Quad Bldg  
   **Consultation times:** Thursday 1-3pm or by appointment  
   **Telephone:** 9385-3389  
   **Email:** g.gregory@unsw.edu.au

1.1 **Communication with Staff**

If you need to meet with me outside my consultations hours, call and make an appointment. Alternatively feel free to email me and I will attempt to get back to you within 24-48 hours. Additionally, you can post general course enquires relating to any aspect of coursework on the discussion board of the WebCT Vista site for this course. Again, I will attempt to address all enquiries within 24-48 hours.

2. **INFORMATION ABOUT THE COURSE**

2.1 **Teaching times and Locations**

   **Lecture:** Thursday 6:00 – 9:00 pm  
   **Venue:** Mathews 102

2.2 **Units of Credit**

   This course is worth 6 credits.

2.3 **Relationship of this course to other course offerings**

   For most businesses, understanding the process involved in assessing the international marketplace for opportunities to expand operations abroad is a major key to success. The concept of international marketing is broad in meaning and can be related to all areas of business management where firms must consider expansion strategies, as well as possible threats from overseas competitors. International marketing in Asia involves assessing the economic, cultural, political and legal environments of the various markets in the Asia-Pacific region. In this course we examine various marketing management concepts and models covered in other marketing courses and consider the complexities of manufacturing and marketing within the Asian region. Specifically, we will incorporate techniques from other courses to analyse the Asian marketplace relative to: the competitive situation, structure and laws governing trade; market potential, demand analysis and potential target markets; planning and development of products and services; distribution structure, channel dynamics, and service levels; appropriate and effective pricing strategies and factors influencing/restricting price controls; and, necessary product/service support, costs of providing support and mechanisms to ensure customer satisfaction. Examining the international marketplace in Asia for a broad array of marketing opportunities and decisions further complements the wider array of subjects taught in the MCom, marketing specialisation, and the MCom in general.
2.4 Approach to learning and teaching

Effective marketers are required to not only master the key tools and techniques of the discipline, but also be able to demonstrate strong analytical, creative, team-work and communication skills. The learning experience offered by this course therefore includes group projects, case studies, class discussions, presentations and business writing. This will be achieved by engaging students in classroom discussion, as well guiding students through the international marketing research process by collecting, analysing and interpreting information for their final project – an international market entry plan. Students will begin by formulating a plan of action for a firm entering into the Asian marketplace. Next, they will work with a firm and will proceed to collect and analyse data to address specific entry objectives. Teaching staff will provide training in how to gather secondary data and students will conduct research throughout the session to develop a comprehensive course of action in entering an Asian market. Finally, students will be advised on writing up their research results in a managerially-relevant context, culminating in the completion of a formal international market entry plan.

3. COURSE AIMS AND OUTCOMES

3.1 Course Aims

This course will present various concepts and tools for analysing international marketing strategies, and evaluating the Asian marketplace (competitors, external environment: cultural, economic, technological, political/legal, marketing opportunities, etc.). Specifically, the focus will be on developing, evaluating and implementing international marketing strategy at the corporate, regional and local levels. By learning about both theory and practice, the student will obtain a good conceptual understanding of the field of international marketing as well as become firmly grounded in the realities of the global marketplace. The student may also be expected to utilize analytical techniques (financial analysis using spreadsheets, graphics packages, and quantitative analysis) appropriate for completing their final project.

Further the more general aim is:

- Provide an understanding of the scope and function of international marketing theory and practice.
- Increase knowledge and skills to help in developing international market entry strategies.
- Develop skills related to the analysis of international marketing data, in particular the use of secondary data in assessing the international marketing opportunities in Asia.

Students should emerge from this course as knowledgeable business managers, capable of formulating marketing objectives, collecting and analyzing data, and completing international marketing research projects. Hopefully, students will learn a great about international marketing in Asia and will be able to apply their knowledge in their personal, disciplinary, and professional endeavors. Ideally, they should gain valuable experience and knowledge and enjoy themselves in the process.
3.2 Student Learning Outcomes

On completion of the course students should be able to:

- Identify and analyse opportunities within international marketing environments;
- Utilise cases, readings and international business reports to evaluate corporate problems/opportunities in an international environment;
- Select, research and enter a new international market;
- Prepare an international marketing plan;
- Develop a comprehensive course of action for a business firm using formal decision making processes;
- Complete final written project using skills acquired throughout the course; and,
- Apply personal and interpersonal skills appropriate to being an effective member of an international marketing team.

3.3 Teaching Strategies

This course will be conducted on a discussion and lecture basis, with the occasional guest speaker from industry. Importantly it will draw upon the experience of both students and lecturer, via classroom discussion, to provide relevance via real world examples of concepts and models. Another important element is the discussion within the framework of assigned readings and up-to-date case studies both in Australia and the Asian region. Students will have an opportunity to develop analytical skills and improve their research skills in their major project, an international market entry plan. This research report will allow students to draw on their acquired research and analytical skills, to see how the various marketing concepts and theories can be applied when developing a comprehensive course of action for a firm entering the Asia region. It is your responsibility to study the reading assignments prior to class in order that you may contribute, participate intelligently and thus gain maximum value from the course. The lectures will primarily summarise and synthesise the key points in the chapters and readings and to explain and/or elaborate upon the more difficult principles. Furthermore the lectures will be used to provide real world examples and managerial implications of theories, concepts and models.

4. Student Responsibilities and Conduct

For information on your responsibilities regarding workload, general conduct and behaviour, and keeping informed, please refer to the School of Marketing’s website: [http://www2.marketing.unsw.edu.au/nps/servlet/portservice?GI_ID=System.LoggedOutInheritableArea&maxWnd=Current_Policies](http://www2.marketing.unsw.edu.au/nps/servlet/portservice?GI_ID=System.LoggedOutInheritableArea&maxWnd=Current_Policies)

4.1 Attendance

Your regular and punctual attendance at lectures is expected in this course. University regulations indicate that if students attend less than eighty per cent of scheduled classes they may be refused final assessment.
4.2 General Conduct and Behaviour

Students are expected to conduct themselves with consideration and respect for the needs of their fellow students and teaching staff. Conduct which unduly disrupts or interferes with a class, such as ringing or talking on mobile phones, is not acceptable and students may be asked to leave the class. More information on student conduct is available at: www.my.unsw.edu.au

5. LEARNING ASSESSMENT

5.1 Formal Requirements

In order to pass this course, you must:

• perform satisfactorily in all assessment tasks
• achieve a composite mark of at least 50; and
• gain at least 50% of the allocated marks in the final exam.

5.2 Assessment Details

Course Assessment:

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<thead>
<tr>
<th>Assessment</th>
<th>Weightage</th>
<th>Due Date</th>
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<tbody>
<tr>
<td>Case Outlines (2@15% each)</td>
<td>30%</td>
<td>(Due Aug 30th and Sept 20th)</td>
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<tr>
<td>Project</td>
<td>40%</td>
<td>(Due Nov 1st)</td>
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<tr>
<td>Final Exam</td>
<td>30%</td>
<td>(During the scheduled exam week)</td>
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<td>100%</td>
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Case Outlines (2)

Two (2) case outlines will be due during the course to assist in developing students’ analytical skills in international strategy formulation. Cases will be assigned to students ahead of time (see Course Schedule). Students are expected to be prepared to discuss the cases in class prior to submission of the case outlines. The student will be expected to contribute to the discussion, as indicated by their ability to bring outside materials, experiences, information, etc. to the discussion. In the case outlines, students are required to provide a brief case analysis including a review of the current situation, problems/issues, strategy formulation and recommendation. Details on the requirements for this outline can be seen in the ‘Case Outline’ section of the WebCT Vista site.

Project

The group project involves the development of an international marketing plan for an actual company that is considering entry into Asia. In general, the international marketing plan will involve the development of a strategic plan for a ‘real’ company that is considering (a) entering a new market/country in Asia, or (b) considering the entry of a new product/service to an existing international market in Asia, or (c) both. Many firms, when going global, need to gather information pertaining to the environment, competition, infrastructure, and product/market specific marketing strategies when
entering a country. More specifically, student groups are expected to develop a
detailed market entry plan that will involve making decisions on issues such as:

- local partners;
- mode of entry;
- positioning;
- the 4 P’s (product, place, promotion and price), including the extent of
  standardisation vs. adaptation with respect to domestic or other international
  marketing plans already in place; and
- managing, measuring and controlling the international marketing effort.

Use of GMMSO in project

The use of a web-based global marketing management research and planning program
(GMMSO) will be used to assist in the development and presentation of the final
market plan. The Global Marketing Management System Online (GMMSO) is a
strategic planning management tool designed to help your company enter or expand its
presence in foreign markets. The GMMSO will enable you to systematically conduct a
company situation analysis, identify counties with high market potential for your
products/services, conduct a competitive analysis, and select the best country market,
determine best entry mode strategy for the target country, and develop the marketing
plan.

Registration for Website and GMMSO: When students purchase the required course
text (Kotabe and Helsen Global Marketing Management 4th ed), they will be given a
Registration Code. Once at the Student Companion Site, students are expected to
Login/Register, enter their Registration Code, and gain access to both the website
materials and the GMMSO. Each student is then expected to register on-line at the
GMMSO website, enter their Registration Code (which also serves as their Purchase
Code), and follow screens to select their university (UNSW), instructor (Gary Gregory),
and course (MARK 5815). Finally, students will need to complete the Student
Registration form, and then can begin using the GMMSO for their project. Only after
you have registered online, can you complete your project using GMMSO.

Students are expected to form project groups (3-4 students per group only) and to
identify a company within the first three (3) weeks of class. The company may be large
or small, local or international, have existing products/services or considering new
products/services. Students are expected to utilise numerous data sources in compiling
their project, such as government (country) and non-government sources (UN,
Worldbank, IMF, etc.), internal company records, consulting, legal and advertising
firms, country-specific internet sites, trade statistics, embassy resources, etc. See the
WebCT site for some relevant web links.

Final Exam

The final exam will take place in the formal examination period at the end of the
session. It will be a 3-hour, closed book exam. It will be comprehensive in nature, and
will draw on work covered in lectures, discussions, textbook material and course
readings. The structure of the exam will be a combination of multiple choice, essay
and short answer questions. Details on specific topics on the exam will be discussed in the last weeks of the session.

**Group Work**

Past experience has shown that effective groups are those that are able to:

- meet regularly;
- develop and follow a work plan;
- divide the work according to each member’s strengths, and as evenly as possible;
- encourage open communication, participation and the sharing of ideas; and
- have fun!

Students are expected to work in groups throughout the semester, and to divide work amongst group members equally. When groups meet for project work during the semester, it is suggested that a diary be kept by one of the group members, highlighting meeting times, attendance, issues discussed, and delegation of work to group members. If student groups are having problems with one or more group members not meeting group obligations, they should first try and work out differences amongst the group, and if unsuccessful, set up a meeting with the lecturer as soon as possible. It is not a good idea to wait until problems escalate, so please come and see the lecturer immediately if problems exist. At the end of the project, group members will be asked to **complete a peer evaluation of each group member** (See WebCT Vista site to download peer evaluation form). Ideally, each member of the group will be allocated the grades earned by the group as a whole. However, if there are consistently poor evaluations of group member(s), marks for poorly performing students may be adjusted accordingly. It is therefore in your interest to make your group work effectively to ensure that it delivers high quality output. Working in groups is always challenging, but this is how marketing happens in reality. Students also tend to learn a great deal from fellow group members as the course progresses.

**5.3 Assignment Submission Procedure**

Assignments are to be handed in to the lecturer in charge in class on the due date.

**5.4 Late Submission**

Information about late submission of assignments, including penalties, is available on the School of Marketing’s website


**5.5 Special Consideration and Supplementary examinations**

Details relating to procedures for special consideration and supplementary exams can be found at:

http://www2.marketing.unsw.edu.au/nps/servlet/portalservice?GI_ID=System.LoggedOutInheritableArea&maxWnd=Current_SpecialConsideration
NOTE: You only have 3 days from the due date of the assessment/exam in which to lodge a special consideration form.

6. ACADEMIC HONESTY AND PLAGIARISM

The University regards plagiarism as a form of academic misconduct, and has very strict rules regarding plagiarism. For full information regarding policies, penalties and information to help you avoid plagiarism see:
www.my.unsw.edu.au/student/atoz/Plagiarism

Plagiarism is the presentation of the thoughts or work of another as one’s own.* Examples include:

- direct duplication of the thoughts or work of another, including by copying work, or knowingly permitting it to be copied. This includes copying material, ideas or concepts from a book, article, report or other written document (whether published or unpublished), composition, artwork, design, drawing, circuitry, computer program or software, web site, Internet, other electronic resource, or another person’s assignment without appropriate acknowledgement;
- paraphrasing another person’s work with very minor changes keeping the meaning, form and/or progression of ideas of the original;
- piecing together sections of the work of others into a new whole;
- presenting an assessment item as independent work when it has been produced in whole or part in collusion with other people, for example, another student or a tutor; and,
- claiming credit for a proportion a work contributed to a group assessment item that is greater than that actually contributed.†

Submitting an assessment item that has already been submitted for academic credit elsewhere may also be considered plagiarism.

The inclusion of the thoughts or work of another with attribution appropriate to the academic discipline does not amount to plagiarism.

Students are reminded of their Rights and Responsibilities in respect of plagiarism, as set out in the University Undergraduate and Postgraduate Handbooks, and are encouraged to seek advice from academic staff whenever necessary to ensure they avoid plagiarism in all its forms.

The Learning Centre website is the central University online resource for staff and student information on plagiarism and academic honesty. It can be located at:
www.lc.unsw.edu.au/plagiarism

The Learning Centre also provides substantial educational written materials, workshops, and tutorials to aid students, for example, in:
- correct referencing practices;
- paraphrasing, summarising, essay writing, and time management;
- appropriate use of, and attribution for, a range of materials including text, images, formulae and concepts.

Individual assistance is available on request from The Learning Centre.

Students are also reminded that careful time management is an important part of study and one of the identified causes of plagiarism is poor time management. Students should allow sufficient time for research, drafting, and the proper referencing of sources in preparing all assessment items.
7. **Student Resources**

7.1 **Course Resources**

(A) Text (Required):

The text that is *required* for this course is available from the University Bookshop:


Textbook website (Student access site):
http://bcs.wiley.com/he-bcs/Books?action=index&itemId=0471755273&bcsId=3514

(B) Sources for additional reading:

Numerous international marketing books are available in the library. Each provides an overview of the issues in international and global marketing.


### Newspapers/Magazines
- Sydney Morning Herald (Bus. Sec.)
- Australian Financial Review
- The Australian (Mark. Sec.)
- B&T Magazine
- Marketing Management
- Advertising News
- Business Review Weekly (BRW)
- Advertising Age

### Academic Journals
- Journal of International Marketing
- Harvard Business Review
- Journal of International Business Studies
- Journal of Global Marketing
- Journal of Advertising
- International Journal of Advertising
- International Marketing Review
- Business Horizons
- Management International Review
- Journal of Int’l Consumer Marketing
- Journal of International Management
- Columbia Journal of World Business
- Sloan Management Review

(C) WebCT Vista site:

This course will have a WebCT site. You can access this at: [http://vista.elearning.unsw.edu.au/webct/entryPageIns.dowebct](http://vista.elearning.unsw.edu.au/webct/entryPageIns.dowebct)

WebCT Vista is a critical resource for the course and will be used as follows:

- All lecture notes, in the form of PowerPoint files, will be posted under the ‘Lectures’ icon 24 hours before the actual lecture (no hard copies of the notes will be distributed at lectures).
- Any course materials (e.g., web links, project guides, peer evaluations forms, etc.) will be posted under appropriate icons.
- Any course announcements will be made on the ‘Bulletin Board’. Please check this regularly.
- The Bulletin Board can also be used by students to communicate with other class members (note that the authors of all messages will identified), as well as with the lecturer outside of office hours.
- Links to useful web sites will also be posted on the course Home Page.

Note that the Bulletin Board is not to be relied upon as a means of communicating with the lecturer/tutor regarding personal matters or issues relating to a student in particular (email should be used), but rather for general enquiries dealing with course materials, assessments, etc.

(D) Education Development Unit (EDU):

Additional learning support, tailored to the needs of FCE students, is available from the Education Development Unit (EDU) in the Faculty. The EDU offers a range of services for FCE students including:

- Academic skills workshops run throughout the session;
- Printed and on-line study skills resources e.g. referencing guide, report writing and exam preparation;
- A drop-in resource centre containing books and audio visual material that can be borrowed;
- A limited consultation service for students with individual or small group learning needs.
More information about the EDU services including on-line resources, workshop details and consultation request forms are available from the EDU website.

Contacts and location:
EDU Web: http://education.fce.unsw.edu.au
EDU Location: Room 2039, Level 2 Quadrangle Building

EDU services are free and confidential and are available to students of the Faculty of Commerce and Economics.

7.2 Other Resources, Support and Information
The University and the Faculty provide a wide range of support services for students, including:
- Learning and study support;
- Counselling support;
- Library training and support services;
- Disability support services;

In addition, it is important that all students are familiar with University and Faculty policies and procedures in relation to such issues as:
- Examination procedures and advice concerning illness or misadventure;
- Supplementary Examinations;
- Occupational Health and Safety policies and expectations;

For information and links relating to the above services, please see [note School web pages where this information is presented]

8. CONTINUAL COURSE IMPROVEMENT

Each year feedback is sought from students and other stakeholders about the courses offered in the School and continual improvements are made based on this feedback. UNSW's Course and Teaching Evaluation and Improvement (CATEI) Process (http://www.ltu.unsw.edu.au/ref4-5-1_catei_process.cfm) is one of the ways in which student evaluative feedback is gathered. Significant changes to courses and programs within the School are communicated to subsequent cohorts of students.
## 9. COURSE SCHEDULE

<table>
<thead>
<tr>
<th>Week</th>
<th>Date</th>
<th>Topic</th>
<th>Assigned Readings</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>26 July</td>
<td>Course Outline</td>
<td>Text: Kotabe Ch 1</td>
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<tr>
<td></td>
<td></td>
<td>Globalization Imperative</td>
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<td>2</td>
<td>2 August</td>
<td>Economic, Political and Legal Environments</td>
<td>Text: Kotabe Ch 2,5</td>
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<td>Discussion of Case Analysis Techniques</td>
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<td>3</td>
<td>09 August</td>
<td>Cultural Environment</td>
<td>Text: Kotabe Ch 4</td>
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<td><strong>Discussion of Case: ABC Goes Global</strong></td>
<td>Article 1: Chinese Neg. Cases: ABC Goes Global (Case 24 - Kotabe)</td>
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<tr>
<td>4</td>
<td>16 August</td>
<td>Global Segmentation and Positioning</td>
<td>Text: Kotabe Ch 7</td>
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<td><strong>Discussion of Case: Starbucks</strong></td>
<td>Cases: Starbucks (Case 7 - Kotabe)</td>
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<tr>
<td>5</td>
<td>23 August</td>
<td>Global Marketing Research</td>
<td>Text: Kotabe Ch 6</td>
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<td><strong>Discussion of Amway in China (A) and (B)</strong></td>
<td>Article 2: Amway Case (A) &amp; (B)</td>
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<tr>
<td>6</td>
<td>30 August</td>
<td>Market Entry Strategies</td>
<td>Text: Kotabe Ch 8</td>
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<td><strong>CASE OUTLINE DUE: Amway in China</strong></td>
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<tr>
<td>7</td>
<td>6 Sept.</td>
<td>Global Sourcing Strategy</td>
<td>Text: Kotabe Ch 10</td>
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<td></td>
<td></td>
<td></td>
<td>Article 3: Smarter Offshoring</td>
</tr>
<tr>
<td>8</td>
<td>13 Sept.</td>
<td>Developing New Goods and Services for International Markets</td>
<td>Text: Kotabe Ch 11</td>
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<td><strong>Discussion of SPLASH (B) Case</strong></td>
<td>Cases: Splash (B)</td>
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<td></td>
<td>Global Branding Strategies</td>
<td>Article 4: Cus Eval of Products in Global Mkt</td>
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<td><strong>CASE OUTLINE DUE: SPLASH</strong></td>
<td>Article 5: How Global Brands Compete</td>
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<td>10</td>
<td>4 Oct.</td>
<td>Global Marketing Communications</td>
<td>Text: Kotabe Ch 14</td>
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<td>Article 6: Goodyear Case Revisited</td>
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<td></td>
<td>Article 7: Competing with Gray Mkts</td>
</tr>
<tr>
<td>12</td>
<td>18 Oct.</td>
<td>Global Marketing and the Internet</td>
<td>Text: Kotabe Ch 19</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Article 8: Managing Differences</td>
</tr>
<tr>
<td>14</td>
<td>1 Nov.</td>
<td><strong>Review for Final Exam</strong></td>
<td><strong>Group Projects Due</strong></td>
</tr>
</tbody>
</table>