**ADMS 4210 International Marketing Summer (S1) 2020**

**Course Outline**

**COURSE DIRECTOR:**

**COURSE DESCRIPTION:** This course covers the fundamentals of international marketing theory, concepts and management as applied to international firms’ performance in meeting customer needs, products/service, price, promotion, distribution, consumer behaviour, market, positioning, ethics and research. The course utilizes lecture, oral and written work, case studies and a marketing plan.

**REQUIRED READINGS/TEXTS:** Gerald Albaum, Edwin Duerr, Alexander Josiassen

 "International Marketing and Export Management " (8th edition), Pearson Canada, ISBN 978-1-292-01692-4; 978-1-292-01695-5

**COURSE OUTLINE / SCHEDULE:**

| **Week** | **Topic** | **Chapters** | **Case** |
| --- | --- | --- | --- |
| Class 1  | International marketing and exportingFormation of Groups | 1 |  |
| Class 2 | Bases of international marketing | 2 | Toyota |
| Class 3 | Market selectionPaper presentation | 3, 4, 5 | **IKEA****Reading**: The internationalization process of the firm |
| Class 4 | Market entry strategiesPaper presentation | 7 | **Avon****Reading**: (1) Choice of foreign market entry mode: impact of ownership, location and internalization factors(2) Modes of foreign entry: a transaction cost analysis and proposition |
| Class 5  | Export and non-export entry modesPaper presentationReview for mid term exam | 8, 9 | **VW in China****Reading**: Toward a Theory of International New Ventures |
| Class 6 | Mid-Term Date |  | Online timed mid term exam |
|  |
| Class 7  | Product decisionPresentationsStudents receive mid term exam marks | 10 | **GM** |
| Class 8 | Pricing decisionPresentations | 11 | **Capitool company** |
| Class 9  | Promotion decisionPresentations | 13 | **Christa Clothing International** |
| Class 10 | Shipment and paymentPresentations | 12, 14 | **Jaguar** |
| Class 11 | Review for final examPresentations  |  |  |
| Class 12 | Final exam |  | Online timed final exam |
|  |  |  |  |

GRADE BREAKDOWN: (TBC/TBD):

Midterm 20%

Project (group or individual project) 30%

Presentation 30% (Optional)

Final Exam 20%

Mid-Term Exam – 6th class (3 hours)

Final Exam – 12th class (3 hours)

# Presentations (Optional): 10 to 15 minutes. Students can give up presentations and transfer the weight of the presentations (30%) to project.

# Project report due: 12th class – Students email a copy of the project report to the course director.

Deferred Exams**:**Deferred standing may be granted to students who are unable to write their final examination at the scheduled time or to submit their outstanding course work on the last day of classes. Details can be found at <http://myacademicrecord.students.yorku.ca/deferred-standing>

***As communicated to the University community on March 13, 2020, Senate Executive has agreed to waive until further notice the requirement for students to submit an Attending Physician’s Statement in support of a request for deferred standing or petitions***

**DSA Form:** <http://www.registrar.yorku.ca/pdf/deferred_standing_agreement.pdf>

In order to apply for deferred standing, students must register at <https://sas-app.laps.yorku.ca/>. Followed by handing in a completed DSA form and supporting documentation directly to the main office of the School of Administrative Studies via email (**apsas@yorku.ca**) providing your ticket number and attaching the DSA form. The DSA must be submitted no later than five (5) business days from the date of the exam. These requests will be considered on their merit and decisions will be made available by logging into the above-mentioned link. No individualized communication will be sent by the School to the students (no letter or e-mails). Students with approved DSA will be able to write their deferred examination during the School's deferred examination period. No further extensions of deferred exams shall be granted. The format and covered content of the deferred examination may be different from that of the originally scheduled examination. The deferred exam may be closed book, cumulative and comprehensive and may include all subjects/topics of the textbook whether they have been covered in class or not.