**Course Syllabus**

**Fall 2022**

**Samar Mohammad Baqer, PhD., Fulbright**

**International Marketing 441**

**Lecture Time and Location:**

**MKT 441 / 01A**  : Sun, Tue, Thu 03:00 to 03:50 PM, CBA South Building C1 1021

**Final Exam** 2-Jan-2023, 08:00 AM - 10:00 AM

**Contact Information:**

**Location** : Management and Marketing Department - First Floor – Office S1 B1-1006

**Email** : [SAMAR.BAQER@ku.edu.kw](mailto:SAMAR.BAQER@ku.edu.kw)

**Office** : (+965) 24988390

**Office Hours** : Sun, Tues, Thu 1:20 to 1:50 and 3:00 to 3:45 PM or by appointment on Teams

**Social Media** : @DrSamarBaqer

**Teaching Assistant:**

**Name** : Sahden Al Mustafa

**Location** : CBA – Management and Marketing Department - First Floor **A**

**Email** : SHADEN.ALMUSTAFA@KU.EDU.KW

**Office Hours** : Every day from 1 to 3

**Tutorial** : None

**Course Description:**

This course provides an overview of the international marketing practices that are used to meet the demands of world markets. The marketing principles concepts will be applied in this course but from a global perspective. Generally, this course describes the problems and decisions facing managers in global markets. Moreover, this course provides several methods for evaluating global marketing environment elements and the available approaches for entering foreign markets.

**Course Learning Outcomes:**

The learning outcomes for this course, listed below, relate to the learning goals of the College of Business Administration Undergraduate Program, which can be found in the appendix at the end of this syllabus.

Upon successful completion of the course, students will be able to:

1. Understanding international marketing issues, definitions, and terminologies.
2. Being aware of the economic, cultural, political and technological differences among international markets.
3. Understanding problems and decisions facing firms with foreign operations **LG1 – LG3.**
4. Understanding ethical/unethical business issues in the global markets.
5. Applying market segmentation schemes in international markets.
6. Understanding marketing planning and strategies in global markets based on global market analyses. This includes applying the 4Ps in global markets **LG1 – LG2**.
7. Understanding the tools used for selecting foreign markets **LG1**.
8. Understanding the available approaches for entering foreign markets.

**Required Material:**

**Textbook** : Warren Keegan & Mark Green, Global Marketing, (10th edition), Prentice Hall 2020)

**Additional Material** : Will be distributed in class

**E-Learning System** : None

**Course Website** : None

**Course Requirements and Policies:**

**Nature of the Course**

1. Students have to participate in class.
2. There will be certain reading assigned to the students from which they will prepare for their exams.
3. In this course, there will be one midterm and a final exam. The exams will be mostly in the form of essay questions.
4. Every week students will be assigned a case and/or homework.
5. **There will be *NO* extra credits or curve given to an individual student to improve his/her grades. Also, there will be *NO* makeup work (exams, quizzes, assignments, cases) allowed. If any of the previous items was missed, an average will be used based on the student’s grades.**

**Individual Work:**

* + Each student is supposed to work individually on the assignments and cases and turn them in by the specified due date.
  + Students will be graded individually during the project presentation.
  + **All students’ work should be typed** (no hand written work will be accepted).

**Group Project:**

Students will be asked to work on the course project which focuses on preparing country analyses and a marketing plan for a product of the students’ choice. A detailed description of the project will be provided for the students.

* + Students will be asked to form groups of a minimum of 3 students each.
  + Each group has to select a leader who is going to be responsible for organizing the team work. Group leaders have to give me a weekly report (one paragraph) that describes the group work during the week.
  + Each group has to prepare a proposal (one page) that describes the project’s plan. (refer to the schedule for dates)
  + **A peer evaluation has to be handed to the instructor at the end of the semester.**
  + Students have to stick to the project’s guide lines that will be provided. If a group’s work appeared to be completed by a different party or agency, the entire project grade will be deducted from the group.

**In-Class Tests:** A midterm and a final.

**Participation:** Compulsory

**Class Preparation – Readings, Videos, and Online Quizzes:** Will be announced

**Attendance and Participation:** Every student in this course must abide by the Kuwait University Policy on Attendance (published in the Student Guide, Chapter 3, Section 13). A copy of the student guide can be accessed online on:

http://www.kuniv.edu/cs/groups/ku/documents/ku\_content/kuw055940.pdf

**Cheating and Plagiarism:** Every student in this course must abide by the Kuwait University Policy on Cheating and Plagiarism (published in the Student Guide, Chapter 3, Section 2). A copy of the student guide can be accessed online on:

http://www.kuniv.edu/cs/groups/ku/documents/ku\_content/kuw055940.pdf

Please carefully note all sources and assistance when you turn in your work. Under no circumstances should you take credit for work that is not yours. You should neither receive nor give any unauthorized assistance on any deliverable. If you have any questions about what constitutes “unauthorized assistance” please email me before the deliverable is submitted.

**Writing Style:** Students must refer to MLA writing style for their assignments and report writing. Refer to the English Language Center for help.

**Grading:**

The scores in this course will be the weighted average of the following items:

|  |  |
| --- | --- |
| **Weight** | **Description** |
| 10 | Attendance and Class Participation |
| 10 | Assignments |
| 35 | Group Project (including the 10% presentation) |
| 15 | Midterm Exam |
| 30 | Final Exam |
| 100% | TOTAL |

**Grade Distribution:**

|  |  |
| --- | --- |
| **Grade** | **Range** |
| A | ≥ 95 |
| A- | ≥ 90 and < 95 |
| B+ | ≥ 87 and < 90 |
| B | ≥ 83 and < 87 |
| B- | ≥ 80 and < 83 |
| C+ | ≥ 77 and < 80 |
| C | ≥ 73 and < 77 |
| C- | ≥ 70 and < 73 |
| D+ | ≥ 65 and < 70 |
| D | ≥ 60 and < 65 |
| F | < 60 |

**Course Outline:**

|  |  |  |
| --- | --- | --- |
| **Week** | **SUBJECT** | **DELIVERABLES** |
| **W1** 25,27 Sept, 2022 | * + Introduction to the course and emerging issues   + Introduction to global marketing : Ch1 |  |
| **W2** 2,4,6 Oct, 2022 | * + The Global Marketing Environment (Economic & Trade Agreements): Ch. 2, 3 |  |
| **W3** 9,11,13 Oct, 2022 | * + The Global Marketing Environment (Economic & Trade Agreements): Ch. 2, 3   + The Global Marketing Environment (Social and Cultural & Political and Legal): Ch. 4,5 | HW1 Due |
| **W4** 23,25,27 Oct, 2022 | * + The Global Marketing Environment (Social and Cultural & Political and Legal): Ch. 4,5 | HW2 Due |
| **W5** 30 Oct, 1,3, Nov 2022 | * + Segmentation and Targeting: Ch. 7   + Importing, Exporting & Sourcing: Ch. 8 | HW3 due |
| **W6** 6,8,10 Nov 2022 | * + Importing, Exporting & Sourcing: Ch. 8   + Licensing, Investment & Strategic Alliances: Ch. 9 | Project outlines due |
| **W7** 13,15,17 Nov 2022 | * + EXAM   Licensing, Investment & Strategic Alliances: Ch. 9 |  |
| **W8** 20,22,24 Nov 2022 | * + Product and Brand Decisions: Ch. 10   + Pricing Decisions: Ch. 11 | HW4 Due |
| **W9** 27,29 Nov 1 Dec 2022 | * + Pricing Decisions: Ch. 11   + Marketing Channels and Distribution: Ch. 12 | HW5 Due |
| **W10** 8,10 Dec 2022 | * + Global Marketing Communications (Advertising and PR): Ch. 13 |  |
| **W11** 4,6,8 Dec 2022 | * + Global Marketing Communications (Sales promotions, personal selling): Ch. 14 | HW6 Due |
| **W12** 11,13,15 Dec 2022 | * + Discussion of the Final Report and Other Issues (Ethics, E-Marketing)   + Project final notes |  |
| **W13** 18,20,22 Dec 2022 | * + Presentations | Final Document Due |
| 2 Jan 2023 | * + Final Exam ☺ |  |

**Important Dates**

|  |  |
| --- | --- |
| **Date** | **Event** |
| Nov 3 , 2022 | Last day to drop a course |
| Dec 22, 2022 | Last day of classes |
| Dec 27 , 2022 | Final Exam |

**CBA Vision:**

To be the leading provider of quality business education in the region.

**CBA Mission:**

As part of Kuwait University, the leading national institution of higher education, the College of Business Administration is committed to providing quality business education, engaging in research and community services to contribute to the socio-economic development of the country.

**Undergraduate Program Learning Goals:**

1. **Decision Making Skills:** A CBA graduate shall be able to recognize the extent of the implications of business decisions, evaluate different proposals based on available facts, and make a well-supported business decision.

**Student Learning Objectives:**

* 1. Recognize the implications of a proposed business decision from a variety of diverse, internal and external, stakeholder perspectives.
  2. Evaluate the integrity of the supporting evidence and data for a given decision based on business principles.
  3. Analyze a given business decision using integrative techniques, structures, and frameworks.

1. **Communication Skills:** A CBA graduate shall be able to communicate effectively in a wide variety of business settings.

**Student Learning Objectives:**

* 1. Deliver clear, concise, and audience-centered presentations.
  2. Write clear, concise, and audience-centered business documents.

1. **Analytical Skills:** A CBA graduate shall be able to apply quantitative and qualitative methods to solve business problems.

**Student Learning Objectives:**

* 1. Use appropriate tools to solve a given business problem.
  2. Analyze business problems using suitable business theories and techniques.
  3. Structure logic and frame quantitative analysis to solve business problems.