



IDENTIFYING DATA

International Business Management

Subject	International Business Management			
Code	V06M101V02107			
Study programme	Máster Universitario en Comercio Internacional - Presencial			
Descriptors	ECTS Credits	Choose	Year	Quadmester
	4.5	Mandatory	1st	1st
Teaching language	Spanish Galician English			
Department				
Coordinator	Lampón Caride, Jesús Fernando Cabanelas Lorenzo, Pablo			
Lecturers	Cabanelas Lorenzo, Pablo Cabanelas Omil, José Lampón Caride, Jesús Fernando Lloveras Gutiérrez, Javier			
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General description	This subject try to help students to understand differential characteristics that international businness posses in a highly globalized world. It tries to anchor concepts, methodologies and good practices necessary in the nowadays business world. It als let students reflect about different markets and the influence of their characteristics in the way of doing business.			

Training and Learning Results

Code	
A2	That the students can apply their knowledge and their ability to solve problems in new or unfamiliar environments within broader (or multidisciplinary) contexts related to their field of study.
B5	Working in a team.
C3	Knowledge of commercial management techniques in a global context, of the different markets, and of international economic relations and strategies.
C4	Knowledge of sales techniques, strategies, products, brands and communication in international markets.
C23	Planning and implementation of an integrated internationalisation project.
D2	Ability to communicate orally and in writing in Galician language.

Expected results from this subject

Expected results from this subject	Training and Learning Results
To identify and understand the main markets, as well as detecting potential markets, its characteristic and business opportunities.	A2 B5 C3 C4 C23 D2

Contents

Topic	
Introduction: Opportunities and Potentialities of the International Trade	1. Introduction. 2. Why the internationalization?

The managerial function and the strategic planning	1. Current crisis and the internationalisation. 2. The internationalisation of the company. 3. Keys for the success.
The internationalisation of the company	1. The importance of country brand. 2. Positioning the firm outside. 3. Integrated strategy for the internationalisation of the company.
Managerial skills in the international markets	1. Previous concepts. 2. Typification of companies and styles of direction.
The international businesses environment	1. The outline in the international marketing. 2. Analysis PESTEL.
The plan of internationalisation and the plan of marketing	1. Attitude and managerial orientation. 2. Process of decision of internationalisation. 3. Operative marketing: strategies and tactical for the internationalisation.
International markets research	1. Introduction. 2. Methodology for the evaluation and analysis of markets. 3. Investigation of external markets
Markets throughout the world	UE; USA; China; Brazil; among others

Planning

	Class hours	Hours outside the classroom	Total hours
Lecturing	15	15	30
Seminars	13	20	33
Workshops	6	6	12
Problem and/or exercise solving	1	12	13
Objective questions exam	1	15	16
Essay	0	8.5	8.5

*The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.

Methodologies

	Description
Lecturing	Exposition of the lessons in accordance with the planning of the course. It includes questions and discussion.
Seminars	Thematic conferences performed by professional experts in the topics. It includes exposition and discussion.
Workshops	With a theoretical background, students should solve real cases. It is important team work, concepts application, and creativity in the proposals.

Personalized assistance

Methodologies	Description
Workshops	Queries in front of doubts in projects to develop in workshops.
Tests	Description
Essay	Attention to questions arisen in cooperative projects.

Assessment

	Description	Qualification	Training	Learning Results
Lecturing	Assistance, attitude, participation in the classes.	5		C3
Seminars	Assistance, attitude, participation in the seminars.	5	A2 B5	C3 C4 C23
Workshops	Result of the activity developed in the workshop.	10	A2 B5	C3 C4 C23
Problem and/or exercise solving	Proof on understanding, knowledge and application of concepts.	30	A2	C3 D2 C4 C23
Objective questions exam	Proof of question type test to check the follow-up.	35		C3 C4 C23
Essay	Realisation of a work tied to the internationalisation of the company.	15	A2 B5	C3 D2 C4 C23

Other comments on the Evaluation

The students that take part in the continuous evaluation and do not fulfil the qualifications that allow him/her achieve 50% will have to acudir to the extraordinary announcement.

Those students that do not fulfil a minimum assistance of 70% will have to take parte of the final examination, with a specific proof of evaluation.

July evaluation|

For the announcement of July, the students presenciales will have to present to the examination in the official date.

Sources of information

Basic Bibliography

Cavusgil, T.S., Knight, G., Riesenberger, J., **International Business: The New Realities**, 5th Global Edition, Pearson Prentice Hall, 2019

Complementary Bibliography

Cerviño, J., **Marketing internacional : nuevas perspectivas para un mercado globalizado**, Pirámide, 2006

Daniels, J., **International business: environments & operations**, Pearson, 2018

Cavusgil, S.T., Knight, G., Riesenberger, J.R., **International business: the new realities**, 4ª, Pearson, 2017

Recommendations
