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|  FLORIDA ATLANTIC UNIVERSITY | COURSE CHANGE REQUEST Undergraduate Programs | | UUPC Approval <u>12/01/25</u> UFS Approval _____ SCNS Submittal _____ Confirmed _____ Banner Posted _____ Catalog _____ |
| | Department Management Programs College College of Business | | |
| Current Course Prefix and Number MAN 4602 | | Current Course Title International Business Operations | |
| Syllabus must be attached for ANY changes to current course details. See <u>Template</u> . Please consult and list departments that may be affected by the changes; attach documentation. | | | |
| Change title to: Change prefix From: To: Change course number From: To: Change credits* From: To: Change grading From: To: Change WAC/Gordon Rule status** Add <input type="checkbox"/> Remove <input type="checkbox"/> Change General Education Requirements*** Add <input type="checkbox"/> Remove <input type="checkbox"/> | | Change description to: Change prerequisites/minimum grades to: MAN 3600 (remove FIN 3403 and MAR 3023) Change corequisites to: Change registration controls to: Please list existing and new pre/corequisites, specify AND or OR and include minimum passing grade (default is D-). | |
| Effective Term/Year for Changes: Fall 2026 | | Terminate course? Effective Term/Year for Termination: | |
| Faculty Contact/Email/Phone Mark Mallon / mallonm@fau.edu / (561) 297-1279 | | | |
| Approved by Department Chair <u>Phlyn Williams</u> College Curriculum Chair <u>Gabe Reyes</u> College Dean <u>MAN</u> UUPC Chair <u>Korey Sorge</u> Undergraduate Studies Dean <u>Dan Meeroff</u> UFS President _____ Provost _____ | | Date <u>11/4/2025</u> <u>11/17/2025</u> <u>11-19-25</u> <u>12/01/25</u> <u>12/01/25</u> _____ _____ | |

Email this form and syllabus to mjenning@fau.edu seven business days before the UUPC meeting.



FLORIDA ATLANTIC UNIVERSITY

MAN 4602-100 12942
International Bus Operations
3 Credit(s)
Fall 2026 - 1 Full Term

Instructor Information

Rajeev Sawant

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Office: LA 469

Office Hours: Mon 1-2 or by appointment

Phone: 954-236-1136

Course Description

International Business Operations

Prerequisites: MAN 3600

The class builds on the concepts presented in MAN 3600, with a specific focus on management of the multinational corporation and special topics related to international business.

The content of the course will be primarily conveyed through video lectures posted on Canvas. The class is fully asynchronous with no scheduled class time. I will be available online every Mon from 1 to 2 pm or by appointment to respond to your questions and queries. You will find the following algorithm useful to navigate the class and maximize learning;

1. View the readings and video lecture for the international business operations topic pertaining to each case.
2. Read and analyze the assigned case based on the topic. I will post questions for you that you need to answer in the form of a pop quiz for every case. The pop quiz will be posted on canvas and will close before we discuss the case solution in the next video lecture.

One of the objectives of this course is to facilitate critical thinking and debate around topics, theories, and concepts where disagreement is not only anticipated, but encouraged. The ability to think critically and solve business problems is the keystone of the academic experience. In this course, the professor may articulate positions and make statements for the purpose of accomplishing this objective and enhancing the learning environment. As a result, students should keep in mind that, at times, the ideas conveyed during the video lecture may not necessarily reflect the professor's personal beliefs or opinions on the subject matter.

Prerequisites/Corequisites

Prerequisite(s): All of the following:

- MAN 3600 Graduate / Undergraduate (Minimum Grade of C)

Instructional Method

Fully Online Class

100% of the course is delivered online.

Required Texts/Materials

Global Business Operations

ISBN: 9798885584968

Publisher: LAD Custom Pub

Global Business Operations

ISBN: 9798885584968

Publisher: LAD Custom Pub

Course Objectives/Student Learning Outcomes

1. Understand business operation processes in determining financial performance.
2. Improve your analytical reasoning and problem solving skills. Improve your ability to think critically and systematically about international strategic issues and develop effective solutions.

Expected Learning Goals:

1. Understand the role and importance of international business operations in determining long-term firm success and performance.
2. Increase your analytical skills for industry, operational, and strategy analysis.

Faculty Rights and Responsibilities

Florida Atlantic University respects the rights of instructors to teach and students to learn. Maintenance of these rights requires classroom conditions that do not impede their exercise. To ensure these rights, faculty members have the prerogative to:

- Establish and implement academic standards.
- Establish and enforce reasonable behavior standards in each class.
- Recommend disciplinary action for students whose behavior may be judged as disruptive under the Student Code of Conduct [University Regulation 4.007](#).

Disability Policy

In compliance with the Americans with Disabilities Act Amendments Act (ADAAA), students who require reasonable accommodations due to a disability to properly execute coursework must register with Student Accessibility Services (SAS) and follow all SAS procedures. SAS has offices across three of FAU's campuses – Boca Raton, Davie and Jupiter – however disability services are available for students on all campuses. For more information, please visit the SAS website at www.fau.edu/sas/.

Course Evaluation Method

1. Case Pop quizzes – 10%. See course schedule table for details.
2. Sample Exam – 10%
3. Midterm 40%
4. Final Exam - 40%

Course Grading Scale

1. Case quizzes– 10% of Grade

The assigned cases in the syllabus are required to be analyzed to improve your ability to critically assess a company's business problem. I will provide questions for each case through canvas that you need to answer. The schedule provides for one case and quiz every 2 weeks. Please note that the

cases increase in difficulty as we build our knowledge through the easier cases at the beginning of the course.

The pop-quizzes have no time limit and you can take them as many times as you wish, They also carry relatively less points than the midterms and finals. As such, please try and do these questions yourself. Even if you get some pop-quiz questions wrong and lose points, it will not hurt your grade but you will learn the material and be prepared for the actual exams.

2. Exams – Sample Exam – 10% and Midterm Exam 40% of the grade

All exams will be multiple choice exams. Please note that exams are also an opportunity to think logically and clearly. All exams are open-book exams. You may also use an additional computer to assist with research during the exam. Please prepare accordingly. Exams will be conducted on Canvas via Respondus Lockdown Browser. Please ensure that your computer is able to download the Respondus software and works with Lockdown Browser.

The Sample exam is an opportunity for you to understand the importance of working through the pop-quiz on your own for learning the material and understanding how the pop-quizzes translate into the mid-term and final exam questions. Thus, the sample exam has a relatively low grade.

3. Final Exam – 40% of the grade

The final exam that will also include a case (Shanzai! Media Tek and the “White Box” Handset Market) that we have not covered in class. The final further includes additional questions covering all the analytical topics and cases covered in the course.

Code of Academic Integrity

Students at Florida Atlantic University are expected to maintain the highest ethical standards. Academic dishonesty is considered a serious breach of these ethical standards, because it interferes with the university mission to provide a high quality education in which no student enjoys an unfair advantage over any other. Academic dishonesty is also destructive of the university community, which is grounded in a system of mutual trust and places high value on personal integrity and individual responsibility. Harsh penalties are associated with academic dishonesty. For more information, see [University Regulation 4.001](#).

Attendance Policy Statement

Students are expected to attend all their scheduled University classes and to satisfy all academic objectives as outlined by the instructor. The effect of absences upon grades is determined by the instructor, and the University reserves the right to deal at any time with individual cases of non-

attendance. Students are responsible for arranging to make up work missed because of legitimate class absence, such as illness, family emergencies, military obligation, court-imposed legal obligations, or participation in University-approved activities. Examples of University-approved reasons for absences include participating on an athletic or scholastic team, musical and theatrical performances, and debate activities. It is the student's responsibility to give the instructor notice prior to any anticipated absences and within a reasonable amount of time after an unanticipated absence, ordinarily by the next scheduled class meeting. Instructors must allow each student who is absent for a University-approved reason the opportunity to make up work missed without any reduction in the student's final course grade as a direct result of such absence.

Religious Accommodation Policy Statement

In accordance with the rules of the Florida Board of Education and Florida law, students have the right to reasonable accommodations from the University in order to observe religious practices and beliefs regarding admissions, registration, class attendance, and the scheduling of examinations and work assignments. University Regulation 2.007, Religious Observances, sets forth this policy for FAU and may be accessed on the FAU website at www.fau.edu/regulations.

Any student who feels aggrieved regarding religious accommodations may present a grievance to the executive director of The Office of Civil Rights and Title IX. Any such grievances will follow Florida Atlantic University's established grievance procedure regarding alleged discrimination.

Time Commitment Per Credit Hour

For traditionally delivered courses, not less than one (1) hour of classroom or direct faculty instruction each week for fifteen (15) weeks per Fall or Spring semester, and a minimum of two (2) hours of out-of-class student work for each credit hour. Equivalent time and effort are required for Summer Semesters, which usually have a shortened timeframe. Fully Online courses, hybrid, shortened, intensive format courses, and other non-traditional modes of delivery will demonstrate equivalent time and effort.

Course Grading Scale

| Letter Grade | Letter Grade |
|--------------|--------------|
| A | 94 - 100% |
| A- | 90 - 93% |
| B+ | 87 - 89% |
| B | 83 - 86% |
| B- | 80 - 82% |
| C+ | 77 - 79% |

| Letter Grade | Letter Grade |
|--------------|--------------|
| C | 73 - 76% |
| C- | 70 - 72% |
| D+ | 67 - 69% |
| D | 63 - 66% |
| D- | 60 - 62% |
| F | Below 60 |

Grade Appeal Process

You may request a review of the final course grade when you believe that one of the following conditions apply:

- There was a computational or recording error in the grading.
- The grading process used non-academic criteria.
- There was a gross violation of the instructor's own grading system.

[University Regulation 4.002](#) of the University Regulations contains information on the grade appeals process

Policy on Make-up Tests, Late work, and Incompletes

College of Business Minimum Grade Policy Statement

The minimum grade for College of Business requirements is a "C". This includes all courses that are a part of the pre-business foundation, business core, and major program. In addition, courses that are used to satisfy the university's "Writing Across the Curriculum" and Gordon Rule math requirements also have a minimum grade requirement of a "C". Course syllabi give individualized information about grading as it pertains to the individual classes.

Incomplete Grade Policy Statement

A student who is passing a course, but has not completed all work due to exceptional circumstances, may, with consent of the instructor, temporarily receive a grade of incomplete ("I"). The assignment of the "I" grade is at the discretion of the instructor, but is allowed only if the student is passing the course.

The specific time required to make up an incomplete grade is at the discretion of the instructor. However, the College of Business policy on the resolution of incomplete grades requires that all work

required to satisfy an incomplete ("I") grade must be completed within a period of time not exceeding one calendar year from the assignment of the incomplete grade. After one calendar year, the incomplete grade automatically becomes a failing ("F") grade.

Withdrawals

Any student who decides to drop is responsible for completing the proper paper work required to withdraw from the course.

Grade Appeal Process

A student may request a review of the final course grade when s/he believes that one of the following conditions apply:

- There was a computational or recording error in the grading.
- Non-academic criteria were applied in the grading process.
- There was a gross violation of the instructor's own grading system.

The procedures for a grade appeal may be found in Chapter 4 of the University Regulations.

Policy on Makeup Tests, Late Work, and Incompletes

Make-up exams are only offered when there are extenuating circumstances (e.g., university excused absences).

According to the university, students are responsible for arranging to make up work missed because of legitimate class absence, such as illness, family emergencies, military obligation, court-imposed legal obligations, or participation in University approved activities. Examples of University approved reasons for absences include participating on an athletic or scholastic team, musical and theatrical performances, and debate activities. It is the student's responsibility to give the instructor notice prior to any anticipated absence, and within a reasonable period of time after an unanticipated absence, ordinarily by the next scheduled class meeting. (Faculty Handbook, 2011)

Policy on the Recording of Lectures

Not applicable for online courses.

Counseling and Psychological Services (CAPS) Center

Life as a university student can be challenging physically, mentally and emotionally. Students who find stress negatively affecting their ability to achieve academic or personal goals may wish to consider

utilizing FAU's Counseling and Psychological Services (CAPS) Center. CAPS provides FAU students a range of services – individual therapy, group therapy, and crisis services, to name a few - offered to help improve and maintain emotional well-being. For more information, go to <http://www.fau.edu/counseling/>

Student Support Services and Online Resources

- [Center for Learning and Student Success \(CLASS\)](#)
- [Counseling and Psychological Services \(CAPS\)](#)
- [FAU Libraries](#)
- [Office of Information Technology Helpdesk](#)
- [Center for Global Engagement](#)
- [Office of Undergraduate Research and Inquiry \(OURI\)](#)
- [Student Accessibility Services](#)
- [Student Athlete Success Center \(SASC\)](#)
- [Testing and Certification](#)
- [Test Preparation](#)
- [University Academic Advising Services](#)

The Center for Teaching and Learning (CTL)

The CTL has a variety of FREE TUTORING and other academic support services to help you succeed in your courses. You are encouraged to build your academic support team early in the term and meet with your team regularly. At the CTL, you can practice difficult course content, develop skills, and learn academic success strategies -- in person and online. Learn more about FAU academic support at www.fau.edu/ctl.

Artificial Intelligence Preamble

FAU recognizes the value of generative AI in facilitating learning. However, output generated by artificial intelligence (AI), such as written words, computations, code, artwork, images, music, etc., for example, is drawn from previously published materials and is not your own original work.

FAU students are not permitted to use AI for any course work unless explicitly allowed to do so by the instructor of the class for a specific assignment. [\[Policy 12.16 Artificial Intelligence\]](#)

Class policies related to AI use are decided by the individual faculty. Some faculty may permit the use of AI in some assignments but not others, and some faculty may prohibit the use of AI in their course

entirely. In the case that an instructor permits the use of AI for some assignments, the assignment instructions will indicate when and how the use of AI is permitted in that specific assignment. It is the student's responsibility to comply with the instructor's expectations for each assignment in each course. When AI is authorized, the student is also responsible and accountable for the content of the work. AI may generate inaccurate, false, or exaggerated information. Users should approach any generated content with skepticism and review any information generated by AI before using generated content as-is.

If you are unclear about whether or not the use of AI is permitted, ask your instructor before starting the assignment.

Failure to comply with the requirements related to the use of AI may constitute a violation of the [Florida Atlantic Code of Academic Integrity, Regulation 4.001](#).

Proper Citation: If the use of AI is permitted for a specific assignment, then use of the AI tool must be properly documented and cited. For more information on how to properly cite the use of AI tools, visit <https://fau.edu/ai/citation>

Course Topical Outline

| Class | Due Date | GradeTotal 100 % | Case Materials | Topic | Industry | International Context |
|-------|----------|---------------------|--|-------------------------|-----------------------|---|
| 1 | 16 Aug | | 1. Accounting Framework, Financial Statements, and Some Accounting Concepts. Background Note. William J. Burns Jr. | 1. Break-even analysis | | |
| 2 | 23 Aug | 1 | Harrington Collection: Sizing Up the Active Wear Market | | Apparel Manufacturing | Setting up a manufacturing plant of a US firm in Mexico |
| 3 | 30 Aug | | Lecture | 1. Inventory Management | | |

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| | | | | 2. Cash conversion cycle | | |
| 4 | 6 Sep | 1 | Crocs (A): Revolutionizing an industry's supply chain model for competitive advantage | | Footware | Born global firm |
| | | 10 | Sample Exam | | | |
| 5 | 13 Sep | | Lecture | 1. Economics of outsourcing. 2. Employee turnover costs | | |
| 6 | 20 Sep | 2 | Tata Consultancy Services Iberoamerica | | Software services | Emerging market to emerging market |
| 7 | 27 Sep | | Lecture | 1. Analysis of costs of transferring business model overseas. 2. International Operating cost management | | |
| 8 | 4 Oct | 2 | Walmart: "Everyday Low Prices" in China | | Retailing | Internationalization of a developed market MNE to an emerging market |
| 9 | 11 Oct | 40 | Midterm Exam | Midterm exam review | | |
| 10 | 18 | | Lecture | 1. Market | | |

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| | Oct | | | segment analysis. | | |
| 11 | 25 Oct | 2 | Wanxiang Group: A Chinese Company's Global Strategy | | Autoparts industry | Internationalization of an emerging market MNE to a developed market |
| 12 | 1 Nov | | Lecture | 1. Du Pont equation analysis 2. Working capital management | | |
| 13 | 8 Nov | 2 | Zara: Fast Fashion | | Apparel Retail | Global MNE |
| 14 | 15 Nov | | Lecture | Final exam review | | |
| 15 | 22 Nov | 40 | Final Exam | Shanzai! Media Tek and the "White Box" Handset Market | Consumer Electronics | New business model by an emerging market MNE |

Title IX Statement

In any case involving allegations of sexual misconduct, you are encouraged to report the matter to the University Title IX Coordinator in the Office of Civil Rights and Title IX (OCR9). If University faculty become aware of an allegation of sexual misconduct, they are expected to report it to OCR9. If a report is made, someone from OCR9 and/or Campus Victim Services will contact you to make you aware of available resources including support services, supportive measures, and the University's grievance procedures. More information, including contact information for OCR9, is available at <https://www.fau.edu/ocr9/title-ix/>. You may also contact Victim Services at victimservices@fau.edu or 561-297-0500 (ask to speak to an Advocate) or schedule an appointment with a counselor at Counseling and Psychological Services (CAPS) by calling 561-297-CAPS.