

**Vietnam National University
University of Economics and Business**

**Syllabus
International Management**

I. COURSE INFORMATION:

Program: Bachelor of International Business
Course name: International Management
Number of credits: 03
Lecture: 21 hours
Tutorial: 09 hours
Self-study: 0 hours
Year: Year 4
Semester:
Pre-requisite(s):

II. LECTURER INFORMATION:

No	Name	Title	Email address	Phone number
1.	Nguyễn Việt Khôi	Assoc. Prof. PhD	khoivnu@gmail.com	091-683-3388
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III. COURSE DESCRIPTION

This course provides a better understanding of multicultural environment, cross-cultural dimensions, and their impacts on management and decision-making. The complexity of culture, cultural frameworks, organizational cultures, motivation, leadership and human resources in a multicultural environment will be discussed. Using all knowledge learned from this course, the learners will be also able to

develop their competencies and skills in management and leadership in a multicultural environment.

IV. OBJECTIVES

Upon completion of this subject, students should be able to:

1. Understand fundamentals of national culture, cross-cultural dimensions, and their impacts on management and decision making
2. Understand the complexity of culture, cultural frameworks, and cases for increased awareness, knowledge, and skills
3. Apply this knowledge in analyzing and developing strategies in an international companies and
4. Develop the students' competencies and skills in management and leadership in a multicultural environment

V. TOPICS

Chapter 1: **THE MEANINGS AND DIMENSIONS OF CULTURE AND MULTILCULTURAL ENVIRONMENT**

Chapter 2: **MANAGING ACROSS CULTURES**

Chapter 3: **ORGANIZATIONAL CULTURES AND DIVERSITY**

Chapter 4: **CROSS-CULTURAL COMMUNICATION AND NEGOTIATION**

Chapter 5: **BUSINESS DECISION AND CONTROL IN MULTILCULTURAL ENVIRONMENT**

Chapter 6: **MOTIVATION IN MULTILCULTURAL ENVIRONMENT**

Chapter 7: **LEADERSHIP IN MULTILCULTURAL ENVIRONMENT**

Chapter 8: **HUMAN RESOURCE SELECTION AND DEVELOPMENT IN MULTILCULTURAL ENVIRONMENT**

VI. PRESCRIBED TEXT AND RECOMMENDED REFERENCES

Prescribed text

- Lufthan, F and Doh, J.P (2009) *International Management: Cultures, Strategy and Behaviors*; 7th Edition, The Mac-Grawhill.

- Quản lý xuyên văn hoá: Managing Across Cultures, Charlene M. Solomon, Michael S. Schell. Người dịch: TS. Nguyễn Thọ Nhân. NXB Tổng hợp Tp. HCM 2010.
- Hill, Charles W.L (2009) *Global Business Today*, 6th Edition, The Mac Grawhill.

Recommended references

Korac-Kakadabse N., Kouzmin A., Korac-Kakadabse A. and Savery L. (2001). Low- and high-context communication patterns: towards mapping cross-cultural encounters. *Cross Cultural Management*, vol. 8 (2), pp. 3-24.;

Trompenaars F. (1996). Resolving international conflict: Culture and business strategy. *Business Strategy Review*, vol. 7 (3), pp. 51-68.

VII. COURSE SCHEDULE/ TEACHING PLAN

Week /Date	Topics	Discussion questions	Case analysis	References
1.	THE MEANINGS AND DIMENSIONS OF CULTURE AND MULTILCULTURAL ENVIRONMENT			Chapter 1
2.	MANAGING ACROSS CULTURES			Chapter 2
3.	ORGANIZATIONAL CULTURES AND DIVERSITY			Chapter 3
4.	CROSS-CULTURAL COMMUNICATION AND NEGOTIATION			Chapter 4
5.	BUSINESS DECISION AND CONTROL IN			Chapter 5

	MULTILCULTURAL ENVIRONMENT			
6.	MOTIVATION IN MULTILCULTURAL ENVIRONMENT			Chapter 6
7.	LEADERSHIP IN MULTILCULTURAL ENVIRONMENT			Chapter 7
8.	HUMAN RESOURCE SELECTION AND DEVELOPMENT IN MULTILCULTURAL ENVIRONMENT			Chapter 8
9.	Group presentation			
10.	Final examination			

VII. ASSESSMENT DETAILS

There are 03 assessment items for this subject.

<i>No</i>	<i>Assessment items</i>	<i>Value</i>	<i>Due date</i>	<i>Notes</i>
1.	Class participation	10%		Continuous – class attendance and tutorial participation (1 mark/one class attendance)
2.	Presentation	30%		Group Work
3.	Final exam	60%		Closed Book
	Total	100%		

IX. OTHER REQUIREMENTS

Plagiarism in any forms will result to FAIL for the related academic work and all parties.

Cheating on any exam also results to FAIL to the student who commits the cheating and to the person who allows others to copy his/her work.

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