Course Title: International Business Management

Course Description:
Explore successful strategies for doing business in the Far East and Europe, including identifying the countries to penetrate, hiring agents, negotiating contracts and managing supply chain.

Course Objectives:
1. Employ successful strategies for doing business internationally
2. Identify countries to penetrate
3. Negotiate business deals and contracts

Lesson Plan – by week or session
Session 1: Introductions and syllabus. Student Data Forms.
   International business management principles
Session 2: International business strategies
Session 3: Identifying countries
Session 4: Negotiation and contracts
   Student Evaluation of Instruction