

## Cross-cultural Management

Course Name	Course type (credit/hours)	전선(3/3)	Course code	1009
	Target students Division/major/grade	경영학과/2학년	Opening semester	2017 1ST SEMESTER
	Class time and classroom	( )	English Grade	A(100%English)
Reference to this course	Prerequisite courses			
	Related basic courses			
	Recommended concurrent courses			
	Related advanced courses			

Instructor	Name (title/division)		김기민(Kimin Kim) (조교수/경영대학 경영학과)			
	Office Room Number	다산관 407-2호	Office phone Number	3687	e-mail	
	Office hours	Thr & Fri 3:00pm-4:30pm		Homepage address		
Teaching Assistant	Name (title/division)					
	Office Room Number	Dasan Hall 509	Office phone Number	010-9168-8974	e-mail	kaletamu@ajou.ac.kr

### 1. Introduction

The contemporary global business world requires that employees and managers develop cross-cultural competence to work effectively in international assignments, on cross-cultural teams, with increasingly diverse customers and clients, and to effectively collaborate with competitors, suppliers, partners and other relevant stakeholders. This course is designed to introduce students to comparisons of significant cross-cultural differences and helps them to become familiar with ways to effectively anticipate and address cultural differences toward organizational and individual success.

### 2. Course Objectives

#### COURSE OBJECTIVES:

1. For the student to better understand how various management functions are impacted by cross-cultural differences.
2. Participants will have the opportunity to become familiar with findings from multiple real world studies of cross-cultural managerial differences.
3. Opportunities will be provided for students to develop specific skills that can be used to anticipate and successfully address cross-cultural differences at a managerial level from theoretical and practical perspectives.

#### LEARNING OUTCOMES:

1. Students will be able to identify potential intercultural synergies and develop strategic plans to help organizations use them to improve market penetration, employee engagement, customer loyalty, and profits.
2. Students will understand methods of optimizing human performance and potential in organizations.
3. Students will understand culture and how it impacts organizations and businesses.
4. Students will have a working knowledge of several specific countries' cultures and several domestic Korean subcultures.
5. Students will understand human diversity, how it impacts organizations and businesses, and how it relates to culture.
6. Students will demonstrate improved cultural intelligence skills and ability to work with others from different cultures.
7. Students will be aware of and have practice using specific strategies to deal with challenges posed by

### 3. Class types and activities

There are a few things to be fully noticed before you register, due to the format of the course: English and Cyber course.

First, being an 100% English course, all the class activities, including taking lectures, communicating with the instructor and the TA, and writing exams, shall be conducted only in English. Also, there should be minor penalties for incorrect or inappropriate English writings for the assignments and exams.

Second, being a cyber course, all the class activities shall be conducted via the e-class through the Internet. Students are expected to manage their own resources, such as time and PCs to access to the Internet, and to have no difficulties in handling related devices.

Thirdly, midterm and final exams will be conducted on the Saturdays of the corresponding exam period. Should you have any conflict in the schedule, contact the TA at least one week before the date of the exam. There should be no supplemental exams unless you get a permission from the instructor.

Lastly, when taking exams, the behaviors below shall be considered to be plagiarism thus strictly punished according to the University Regulation:

- Discussion with others.
- Opening any Internet website other than the eclass.
- The 'copy and paste' of any source of on- or off-line document.

### 4. Teaching Method

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> lecture  | <input type="checkbox"/> discussion and debate              |
| <input type="checkbox"/> team project(presentation and case studies)   | <input type="checkbox"/> experiments(role-playing,etc)      |
| <input type="checkbox"/> designing and production  | <input type="checkbox"/> on-site learning(on-site training) |
| <input checked="" type="checkbox"/> others ( This course provides online lectures and requires students to conduct case analyses |   |

### 5. Support Systems in Use

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|--|--|--|
| <input checked="" type="checkbox"/> e-class              | <input type="checkbox"/> automatic recording system  | <input checked="" type="checkbox"/> web-based assignment |
| <input checked="" type="checkbox"/> cyber lecture        | <input checked="" type="checkbox"/> blended learning(combination of online and offline teaching) |  |
| <input type="checkbox"/> class behavior analyzing system | <input type="checkbox"/> others  |  |

### 6. Teaching Tools

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|---|--|
| <input checked="" type="checkbox"/> PBL(Problem Based Learning) | <input checked="" type="checkbox"/> CBL(Case Based Learning) |
| <input type="checkbox"/> TBL(Team Based Learning)               | <input type="checkbox"/> others                              |

## 7. Knowledge and ability required for taking this course

Fluency in reading and writing in English

## 8. Method of Evaluation

Evaluation Item	The Number of Times	Evaluation Proportion	Remarks
Attendance		10	Attendance
midterm exam	1	30	Midterm Exam
final exam	1	30	Final Exam
quiz			
presentation			
discussion			
homework	2	30	Individual Assignments (15*2times)
etc			
study hours			

## 9. Textbook and supplementary material

Main/Sub	Title (Web-site)	Writer	Publisher	Publication year
Main	Management Across Cultures: Developing Global Competencies	Steers. R. M. et al.	Cambridge University Press	2013

## 10. Class system and Class shedule

## < Class Schedule >

\* language : K-korean, E-English

Weeks	Topics	language	Instructor	Teaching Method	Evaluation Method	Matter to be prepared
1	Introduction	E	김기민(Kimin Kim)	Lecture & Case Analysis		
2	The new global realities	E	김기민(Kimin Kim)	Lecture & Case Analysis		
3	The new global managers	E	김기민(Kimin Kim)	Lecture & Case Analysis		
4	The cultural environment	E	김기민(Kimin Kim)	Lecture & Case Analysis		
5	The organizational environment	E	김기민(Kimin Kim)	Lecture & Case Analysis		Assignment Due
6	The situational environment	E	김기민(Kimin Kim)	Lecture & Case Analysis		
7	Communicating across cultures	E	김기민(Kimin Kim)	Lecture & Case Analysis		
8	Midterm Exam	E	김기민(Kimin Kim)		Short Essay	
9	Negotiating global agreements	E	김기민(Kimin Kim)	Lecture & Case Analysis		
10	Leading global organizations	E	김기민(Kimin Kim)	Lecture & Case Analysis		
11	Managing a global workforce	E	김기민(Kimin Kim)	Lecture & Case Analysis		
12	Working with global teams	E	김기민(Kimin Kim)	Lecture & Case Analysis		Assignment Due
13	Living and working globally	E	김기민(Kimin Kim)	Lecture & Case Analysis		
14	Epilogue: the journey continues	E	김기민(Kimin Kim)	Lecture & Case Analysis		
15	Review & Course Wrap-Up	E	김기민(Kimin Kim)	Lecture & Case Analysis		
16	Final Exam	E	김기민(Kimin Kim)		Short Essay	

11. Other items of notification

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