

Global Marketing

Course
MKTG 4280.501
Syllabus
Fall 2023

Instructor
Matthew Storm
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201-679-5101
Office Hours:
5:30 – 6:00 pm in FRLD

Class Time & Location
TUES 3:30 – 6:20 pm
FRLD 400

Summary

Students examine marketing decision making in an international context. Course emphasizes issues and concepts relevant to firms competing in the global marketplace, including problems and opportunities arising from the economic, legal/political, sociocultural, geographic, and technological environments.

Specific topics include multinational distribution, international product adaptation and cross-cultural consumer behavior. Requires a project emphasizing using and refining secondary data collection skills. Students may be required to work in a group context.

Course Objectives

1. Contrast various cultures and describe how cultural differences affect organizations and customers.
2. Illustrate how the marketing mix applies to international organizations.
3. Identify and assess attractiveness of global markets and opportunities.
4. Assess the effect international markets have on firms worldwide.
5. Recognize the value of ethical marketing within the context of international business.

Attendance

This is a face-to-face course that meets on the UNT campus in Frisco. Attendance is a portion of your grade, and you are only allowed to take quizzes and exams during class time. Quizzes taken outside of class time will only be given 50% of the grade. Exceptions are based on the university guidelines listed.

Office Hours & Communication

I will hold office hours after class each Tuesday. Virtual sessions are available upon request. I enjoy communicating with my students outside the classroom and an email to my UNT email address is the quickest way to communicate with me. Please double-check your written communications for proper grammar, spelling, and punctuation before being submitted. You should send emails to me that meet the same standards you would use with a future employer.

Course Materials

This material must be purchased with Connect codes for online assignments (failure to purchase Connect codes by the end of the second week of classes may be grounds for immediate dismissal from the course). There are no acceptable excuses for failing to purchase these codes.

INTERNATIONAL MARKETING - CONNECT PLUS

By Philip Cateora
19th Edition

<https://connect.mheducation.com/class/m-storm-fall-2023-global-marketing>

You are required to purchase access to McGraw Hill Connect either with the textbook or separately in order to participate in the course. There are no acceptable excuses for not purchasing the textbook or the Connect access.

SONA Participation

Research Participation (10 points). As part of your learning experience in this course, you will be required to participate in research studies to gain experience with the research process and learn about methods and scaling techniques. Your participation in these research studies will make up **10%** of your final class grade.

To fulfil the requirement, you **must** create an account on the **College of Business REP** webpage—unt-cob.sona-systems.com—which allows you to browse and sign up for available studies. **DO NOT** sign up for the SONA in the Psychology Department! Use the **CoB SONA** link provided above.

The amount of credit assigned is based on the length of time the study takes to complete and whether you participate online or in-person in the COB behavioral Lab (BLB 279):

Online Studies

- <15 minute studies = 1 credit
- 15-30 minute studies = 2 credits
- >30 minute studies = 3 credits

In-Person Lab Studies (Behavioral Lab - BLB 279)

- <15 minute studies = 3 credit
- 15-30 minute studies = 4 credits
- >30 minute studies = 5 credits

To fulfill the 10% course requirement, you must earn a total of **10 REP credits** throughout the semester (i.e., 1 credit = 1 percent of your final grade). All credits earned will be added to your final course grade at the end of the semester. Additional extra credit points may be available at my discretion.

- ➔ To sign up, please visit unt-cob.sona-systems.com. If you have questions, DO NOT contact me. Instead, contact the SONA managers via email at RCoBRep@unt.edu. Your questions will be addressed promptly, usually within 24 hours.

Please Note:

- 1) Don't wait! Create your account ASAP! Get first access to available studies.
- 2) Assign your credits to the proper course. This course is: _____.
- 3) If you have another course that also requires SONA credits, you must complete those credits separately. On the main SONA account page, you can assign your completed credits to specific courses (of your choice). You have up to December 8th to adjust these credits!
- 4) If you do not want to participate in the posted studies, you can complete a 2-page research article critique for 2 points of REP credit each. To do so, please email RCoBRep@unt.edu and they will assign you an article to critique. Critiques are due on or before Dec 1st.

Important Deadlines!

December 1st, 5:00 PM – Last day to participate in SONA for Fall semester. You will have one week from this date to adjust your final credits assigned to particular classes in SONA. On December 8th, final scores will be distributed to instructors and cannot be changed after that point.

Graded Assignments & Class Participation

	Topics	Assignments Due
August 22	Using Connect Chapter 1 Chapter 2	Connect Quiz Ch 1 Quiz Ch 2 Quiz Quiz Time: 5-6 pm
August 29	Chapter 3	Ch 3 Quiz Quiz Time: 5-6 pm
September 5	Chapter 4 Chapter 5	Ch 4 Quiz Ch 5 Quiz Quiz Time: 5-6 pm
September 12	Chapter 6 Chapter 7	Ch 6 Quiz Ch 7 Quiz Quiz Time: 5-6 pm
September 19	Chapter 8	Ch 8 Quiz Quiz Time: 5-6 pm
September 26	Chapter 9	Ch 9 Quiz Quiz Time: 5-6 pm
October 3	Chapter 10	Ch 10 Quiz Quiz Time: 5-6 pm
October 11	Chapter 11	Ch 11 Quiz Quiz Time: 5-6 pm
October 17	MID TERM Chapter 12	MID TERM 3:30-4:30 Ch 12 Quiz Quiz Time: 5-6 pm
October 24	Chapter 13	Ch 13 Quiz Quiz Time: 5-6 pm
October 31	Chapter 14	Ch 14 Quiz Quiz Time: 5-6 pm
November 7	Chapter 15	Ch 15 Quiz Quiz Time: 5-6 pm
November 14	Chapter 16	Ch 16 Quiz Quiz Time: 5-6 pm
November 28	Chapter 17	Ch 17 Quiz Quiz Time: 5-6 pm
December 5	Chapter 18 Chapter 19	Ch 18 Quiz Ch 19 Quiz Quiz Time: 5-6 pm
December 12	FINAL EXAM	FINAL EXAM 3:30-6:00

Course Items with Points		Points	% of Grade
Connect Orientation Videos	P	100	2%
Chapter Quizzes @ 100 Points Each	P	1900	38%
Midterm Exam (Chapter 1-11)	P	1250	25%
Final Exam (12-19)	P	1250	25%
SONA Research - check dates here in the syllabus	P	300	6%
Six (6) Discussion Topics @ 50 Points Each	P	300	6%
Total		5000	

P – Personal Achievement
T – Team Achievement

Grading Scale

A	90%	4500
B	80%	4000
C	70%	3500
D	60%	3000
F	50%	2500

Late Work

Late work will not be accepted. Not having work ready on time would be a detriment to your ability to participate in class. Assignments are due in Canvas on time (or early), even if you will have an excused absence. Make arrangements with your instructor in advance.

Submission Guidelines

All written assignments must be submitted as a Word document attachment (DOC or DOCX file extensions) through the correct Assignment link in Canvas. I will not accept PDF, RTF, Google Docs, or any other form of written assignment. If you prepare your assignment on an Apple computer using Apple software, it is your responsibility to make sure the file will open in the correct format by a computer using MS Office software for Windows operating systems. Please do not assume that correct compatibility exists.

Agreement to the Terms of the Syllabus

This syllabus should be considered a "contract", whereby you agree to abide by the terms and requirements within this syllabus. If elements of the syllabus must change, you will be given advance notice by email and on Canvas.

You have an ethical and legal responsibility to authenticate ALL information you submit for grading. Review the UNT ethical requirements. You must properly cite sources in the body of your submissions and must provide an appropriate list titled References as the last page of your submissions. Use MLA citation for academic content submissions. Follow Associated Press (AP) guidelines for any media content you write and submit. [Citation Basics - Citations & Style Guide - Guides at University of North Texas \(unt.edu\)](#)
WARNING: Any academic dishonesty, including using undocumented material from ANY other source, can result in a failing grade for the course.

Navigating Canvas

Most of you have already gained a familiarity with Canvas (www.canvas.unt.edu). If you encounter any issues with Canvas, PLEASE CONTACT THE CANVAS STUDENT HELP DESK. As a reminder, all content areas are located on the left "Navigation Pane" of the Canvas course website. In this course, there are several major content areas on the Canvas platform:

- Announcements – I will post announcements on Canvas as appropriate throughout the semester. You are responsible for any information and/or instructions provided in these Announcements.
- Syllabus – This is a .pdf version of the Course Syllabus and Course Calendar.
- Assignments – You will find information on all assignments in this area. Assignments are due to be submitted on Canvas by noon on the day of class.

- Grades – You can check your grades 24/7 on Canvas. All graded assignments will be posted to Canvas. Please do not send emails requesting grades. Final letter grades are available on my.unt.edu ONLY.

Classroom Behavior

This is a course in a business-related discipline, therefore forms of expression that are proper in business situations are encouraged. Always be professional, courteous, and open-minded, regardless of how controversial a topic may be. To ensure that we create a positive learning environment, please:

- Turn off your mobile phones during class.
- Refrain from engaging in personal conversations with those around you during class (unless it is part of assigned course activities).

Absences

Attendance is mandatory in face-to-face classes. Still, I understand that life happens, and have experienced many disruptions in my life, too. Please adhere to these guidelines regarding absences.

- University Closures: Any time the university, or a relevant part of it, is closed to students and faculty due to natural or man-made occurrences, no documentation is required from you if the university has notified staff, students, and faculty of said closures.
- Planned Absences: If you know in advance you will need to miss a class for a monumental personal commitment, you will need to notify me in advance to confirm if it will be an excused absence. University-sanctioned activities will always be considered excused absences, but you still must notify me in advance of the anticipated absence. In all instances of absence, it is your responsibility to ensure any assignments due during the missed classes are made up in a satisfactory manner to the instructor.
- Unplanned Absences: Sometimes unexpected events happen that are beyond our control. If you miss a class unexpectedly due to an event listed below, please provide proper documentation as soon as practical without neglecting any responsibilities you may first have to family or officials involved.

Absences due to the following reasons may be excused providing proper documentation is received from you.

- Death or major illness/injury involving a family member. Some extremely close friends may also qualify, but please check with me first to ensure this applies.
- Illness, injury, or medical care of a dependent family member (this includes unborn children for pregnant students).
- Participation in legal proceedings or administrative procedures that require a student's presence.
- Religious holy days.
- Illness/ injury/ medical condition that is too severe, contagious, or debilitating for a student to attend class (to be determined by Health Center or off-campus physician). Please refer to current Covid policies for specific guidance if that is applicable.
- Required participation in military duties or civilian emergency (paramedic, volunteer fire dept., etc.) duties.
- Automobile accidents or serious traffic delays which you are involved in.
- If you miss a class without advance permission or if you fail to supply appropriate documentation for an unplanned absence, then you will be docked participation points and any late assignments will be given a zero.
- UNT Commitment

Welcome to UNT! As members of the UNT community, we have all made a commitment to be part of an institution that respects and values the identities of the students and employees with whom we interact. UNT does not tolerate identity-based discrimination, harassment, and retaliation. UNT's full Non-Discrimination Policy can be found online. As a student, you are also expected to be familiar with the Student Academic Integrity Policy.

Emergency Notification & Procedures

UNT uses a system called Eagle Alert to quickly notify students with critical information in the event of an emergency (i.e., severe weather, campus closing, and health and public safety emergencies like chemical spills, fires, or violence). In the event of a university closure, please refer to Canvas for contingency plans for covering course materials.

Retention of Student Records

Student records pertaining to this course are maintained in a secure location by the instructor of record. All records during the course are kept for at least one calendar year after course completion. Course work completed via the Canvas online system, including grading information and comments, is also stored in a safe electronic environment for one year. Students have the right to view their individual record; however, information about a student's records will not be divulged to other individuals without proper written consent. Students are encouraged to review the Public Information Policy and the Family Educational Rights and Privacy Act (FERPA) laws and the University's policy. See UNT Policy 10.10, Records Management and Retention for additional information.

Americans with Disabilities Act

The G. Brint Ryan College of Business and all institutions in the University of North Texas System comply with ADA (https://www.ada.gov/ada_intro.htm) law. We make every effort to make reasonable accommodations for qualified students with disabilities. If you have a special need in accordance with ADA guidelines, please contact and register with the Office of Disability Accommodations (<https://disability.unt.edu/>). I will make every effort to accommodate your needs in counsel with the expert guidance of our ODA support team.

Student Evaluation Administration Dates

Student feedback is important and an essential part of participation in this course. The student evaluation of instruction is a requirement for all organized classes at UNT. The survey will be made available later in the semester to provide students with an opportunity to evaluate how this course is taught. Students will receive an email from "UNT SPOT Course Evaluations via IASystem Notification" (noreply@iasystem.org) with the survey link. Students should look for the email in their UNT email inbox. Simply click on the link and complete the survey. Once students complete the survey, they will receive a confirmation email that the survey has been submitted. For additional information, please visit the SPOT website (<http://spot.unt.edu/>) or email spot@unt.edu.

Emergency Evacuation Procedures for Business Leadership Building:

Severe Weather: In the event of severe weather, all building occupants should immediately seek shelter in the designated shelter-in-place area in the building. If unable to safely move to the designated shelter-in-place area, seek shelter in a windowless interior room or hallway on the lowest floor of the building. All building occupants should take shelter in rooms 055, 077, 090, 170, 155, and the restrooms in the basement or on the first floor.

Bomb Threat/Fire: In the event of a bomb threat or fire in the building, all building occupants should immediately evacuate the building using the nearest exit. Once outside, proceed to the designated assembly area. If unable to safely move to the designated assembly area, contact one or more members of your department or unit to let them know you are safe and inform them of your whereabouts. Persons with mobility impairments who are unable to safely exit the building should move to a designated area of refuge and await assistance from emergency responders. All building occupants should immediately evacuate the building and proceed to the south side of Crumley Hall in the grassy area, west of parking lot 24.