

IBUS90004 Cross Cultural Management

Credit Points:	12.50
Level:	9 (Graduate/Postgraduate)
Dates & Locations:	2010, Parkville This subject commences in the following study period/s: September, Parkville - Taught on campus.
Time Commitment:	Contact Hours: This intensive subject is taught over 36 hours Total Time Commitment: Approximately 2.5 hours of personal study per hour of class time is required to achieve a satisfactory level of performance
Prerequisites:	Entry into the Master of International Business
Corequisites:	None
Recommended Background Knowledge:	None
Non Allowed Subjects:	None
Core Participation Requirements:	For the purposes of considering requests for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this subject are articulated in the Subject Description, Subject Objectives, Generic Skills and Assessment Requirements for this entry. The University is dedicated to provide support to those with special requirements. Further details on the disability support scheme can be found at the Disability Liaison Unit website: http://www.services.unimelb.edu.au/disability/
Coordinator:	Dr Tine Koehler
Contact:	Graduate School of Business and Economics Student Centre Level 4, 198 Berkeley Street Telephone: +61 3 8344 1670 Online Enquiries: http://www.gsbe.unimelb.edu.au/future/unity_forms/contact.html (http://www.gsbe.unimelb.edu.au/future/unity_forms/contact.html/) Web: www.melbournegsm.unimelb.edu.au (http://www.gsbe.unimelb.edu.au/)
Subject Overview:	This subject explores key issues facing managers of international businesses. These include the need to develop skills in cross-cultural communication, negotiation and conflict resolution within the firm and with other parties in host countries, including partners in joint ventures and alliances as well as suppliers and customers. How managers respond positively to the challenges of using a multi-cultural workforce, including expatriates and operating a business in a number of culturally distinct environments is explored. Structuring the relationship between HQ and subsidiaries to ensure optimal performance across the whole organisation are also studied.
Objectives:	On successful completion of this subject, students should be able to: <ul style="list-style-type: none"> # Explain and evaluate the main theories, models and concepts related to managing across borders, including cross-cultural communication, negotiation and conflict resolution, management of joint ventures and alliances, management of a multi-cultural workforce including expatriates, operating a business in culturally distinct environments, management of the relationship between headquarters and subsidiaries; # Apply the above listed theories, models and concepts to different scenarios, as presented in case studies and exercises; # Synthesise the different theories, models and concepts and critically evaluate their usefulness in addressing the problems of managing across borders.
Assessment:	Assignments totalling 8,000 words, consisting of: 1 group assignment of 3,000 words (40%) 2 individual assignments of 2,500 words (30%) each
Prescribed Texts:	None

Breadth Options:	This subject is not available as a breadth subject.
Fees Information:	Subject EFTSL, Level, Discipline & Census Date, http://enrolment.unimelb.edu.au/fees
Generic Skills:	<p>On successful completion of this subject, students should have improved the following generic skills:</p> <ul style="list-style-type: none"> # The application of theories, models and frameworks to the real world problems in International Business; # Analysis and interpretation of theories, models and concepts; # Accessing various forms of data and research material, including both electronic and written sources; # Critical thinking; # Evaluate, interpret and present independent points of view in oral and written communication; # Cross-cultural communication skills; # Teamwork in a culturally diverse environment; # Computer skills.
Notes:	This subject will be offered in intensive mode.
Related Course(s):	Master of International Business Master of International Business Master of International Business Master of International Business