Management of International Business (MIB) explores the relationship between firms that operate internationally and economic development. The course adopts the view that the pursuit of continued economic development is the fundamental force driving change in the international business environment. Governments throughout the world seek to better living standards through changes in policies, laws and through the institutions that govern business. In turn, these institutions are central to firms’ decisions regarding the attractiveness of business investment, domestic and foreign, and portfolio holdings. Investments in developing economies in particular present firms with opportunities to realize substantial financial returns and contribute to economic growth, but are fraught unique challenges and risks. Moreover, these investments raise normative concerns regarding the role of business in society and the nature of globalization. MIB delivers models and concepts for understanding the process of economic growth, human development and the roles of private firms in promoting rising living standards through their operating and strategic decisions. By applying these models and concepts to a broad set of cases, students learn how to analyze the economic, financial and social issues that affect firms’ investments and operations around the globe.

MIB is divided into three broad modules, each targeting one of the course’s primary objectives. The first module focuses on models, theory and data that help one understand the process and nature of economic growth. The models and theories, which will be used throughout the course, expound the role of firms and institutions in the process of economic development. The second module examines how specific challenges in the development process affect the attractiveness of markets for investment and how firm’s have and should adapt to such challenges. The third module examines the social context of international business through discussions of key issues at the intersection of firms and economic development.

MIB has no prerequisites, but draws heavily on themes presented in the required first year Global Economies and Markets (GEM) course and relates to numerous issues covered in finance, strategy and other GEM electives. MIB is targeted at students who want to work outside the U.S., in highly globalized industries or in positions where they will be responsible for the evaluation of investment opportunities across a diverse set of countries.
Course Materials and Resources

The principal source of all materials for this course is the course website on the Darden Portal - http://mbaportal.darden.virginia.edu/ca/SY/gbus8309/. Please, bookmark the site and refer to it often for assigned materials, supplementary materials and recommended readings and interactive websites. Course assignment sheets will provide embedded links to cases and most other required reading materials. Any other materials used in the course will be provided electronically via the portal site and posted to the course folder and/or handed out in class.

Pre-class discussion articles and contemporary stories can also be followed via the course website.

Course Requirements and Grading

Grades will be determined based on class participation, written assignments and the group projects and will be weighted using the following percentages. Details on the written assignments and group projects will be provided in class and can also be downloaded from the course website.

<table>
<thead>
<tr>
<th>Individual Written Assignments</th>
<th>15%</th>
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<tbody>
<tr>
<td>Class Participation</td>
<td>35%</td>
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<tr>
<td>Projects</td>
<td>50%</td>
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Course Outline (this is an abbreviated reading list – see course website for full list)

Class 1 (3/18): An Introduction to Institutions and Economic Growth
- Inequality and the American Model (HBS 703025)

Class 2 (3/19): Theories and Models of Economic Growth
- A Note on Long-Run Models of Economic Growth (UVA-G-0614)
- Angus Maddison’s Tables and exercise Tables available on the on course website

Class 3 (3/24): Institutions and Economic Growth
- Chapter 1 of The Power of Productivity: Wealth, Poverty and the Threat to Global Stability
- The Mystery of Capital
- Root Causes
- Maddison Tables

Class 4 (3/25): Foreign Direct Investment and Economic Development
- ENTel and the Privatization of Argentine Telecommunications (HBS 9-796-065)

Class 5 (4/1): Multinationals Confronting Institutional Change in Emerging Markets
- PowerTrip, The Movie
Class 6 (4/2): Multinationals Confronting Institutional Change in Emerging Markets
  - The Situation at AES Telasi, (Darden Case)

Class 7 (4/7): Corruption and Development
  - A Technical Note on Corruption (Darden-0502)

Class 8 (4/8): Corruption and Development
  - Newmont in Peru (IB-51)

Class 9 (4/14): Foreign Direct Investment and Firm Strategies in Emerging Economies
  - Dell Computadores Do Brasil, LTDA (Darden-0482)

Class 10 (4/15): Multinationals in Emerging Markets
  - Journey to Sakhalin (HBS 9-704-040)

Class 11 (4/21): Economic Growth and Consumer Behavior/Advocacy
  - The Global Coffee Trade (IB-53)

Class 12 (4/22): Low-Income, Low-Growth Economies
  - Haiti (Darden Case), materials pending.

Class 13 (4/23): Presentations and Debates
  - Poverty and Inequality

Class 14 (4/28): Presentations and Debates
  - Fostering Institutional Change in Emerging Markets

Class 15 (4/29): Presentations and Debates
  - Corruption, Influence and Political Advocacy Abroad