

IBS100 Discovering International Business

School: School of Business and Creative Industries

2025 Semester 2

UniSC Sunshine Coast
UniSC Moreton Bay

**BLENDED
LEARNING**

Most of your course is on campus but you may be able to do some components of this course online.

Online

ONLINE

You can do this course without coming onto campus, unless your program has specified a mandatory onsite requirement.

Please go to unisc.edu.au for up to date information on the teaching sessions and campuses where this course is usually offered.

1. What is this course about?

1.1. Description

Managers operating in the international business environment have to make effective business decisions that take into account differences in the economic, cultural, political, legislative and institutional environment of foreign markets. This course provides you with the opportunity to explore the international business landscape and understand internationalisation strategies, modes of entry and the operational decisions facing managers of companies that operate beyond their domestic market.

1.2. How will this course be delivered?

| ACTIVITY | HOURS | BEGINNING WEEK | FREQUENCY |
|---|-------|----------------|-----------|
| BLENDED LEARNING | | | |
| Learning materials – Interactive online learning activities. | 1hr | Week 1 | 12 times |
| Tutorial/Workshop 1 – Scheduled face to face workshops. | 2hrs | Week 1 | 10 times |
| ONLINE | | | |
| Learning materials – Interactive online learning activities. | 1hr | Week 1 | 12 times |
| Tutorial/Workshop 1 – Scheduled online workshops (Recorded). | 2hrs | Week 1 | 10 times |

1.3. Course Topics

Globalisation, cultural differences, international business strategy, foreign market entry mode, international production, outsourcing and logistics, theories of trade, political economy of trade, foreign exchange, the international monetary system, legal environments, economic business environments

2. What level is this course?

100 Level (Introductory)

Engaging with discipline knowledge and skills at foundational level, broad application of knowledge and skills in familiar contexts and with support. Limited or no prerequisites. Normally, associated with the first full-time study year of an undergraduate program.

3. What is the unit value of this course?

12 units

4. How does this course contribute to my learning?

| COURSE LEARNING OUTCOMES | GRADUATE QUALITIES MAPPING | PROFESSIONAL STANDARD MAPPING * |
|--|--|---|
| On successful completion of this course, you should be able to... | Completing these tasks successfully will contribute to you becoming... | Association to Advance Collegiate Schools of Business |
| 1 Apply selected international business theory to practical, real life international business situations and identify the drivers for globalisation. | Empowered | PC3, PC3.1, PC5, PC6.2 |
| 2 Identify the forces that influence international business decisions. | Knowledgeable | PC3, PC5, PC6.2 |
| 3 Analyse and apply strategies for foreign market participation. | Sustainability-focussed | PC3, PC5, PC6.2 |
| 4 Apply basic written and oral communication techniques for professional business situations. | Knowledgeable Empowered | PC1, PC1.1, PC1.2, PC1.3 |

* Competencies by Professional Body

| CODE | COMPETENCY |
|---|--------------------------------|
| ASSOCIATION TO ADVANCE COLLEGIATE SCHOOLS OF BUSINESS | |
| PC1 | Communication |
| PC1.1 | Written Communication |
| PC1.2 | Oral Communication |
| PC1.3 | Digital Literacy |
| PC3 | Creative and Critical Thinking |
| PC3.1 | Problem Solving |
| PC5 | Cultural Awareness |
| PC6.2 | Discipline Knowledge |

5. Am I eligible to enrol in this course?

Refer to the [UniSC Glossary of terms](#) for definitions of “pre-requisites, co-requisites and anti-requisites”.

5.1. Pre-requisites

Not applicable

5.2. Co-requisites

Not applicable

5.3. Anti-requisites

IBS210

5.4. Specific assumed prior knowledge and skills (where applicable)

Not applicable

5.5. Microcredential Information

Not applicable

6. How am I going to be assessed?

6.1. Grading Scale

Standard Grading (GRD)

High Distinction (HD), Distinction (DN), Credit (CR), Pass (PS), Fail (FL).

6.2. Details of early feedback on progress

The first assessment task is due in Week 4 to get early feedback on your progress. Additionally, tutorial activities in all weeks allow for formative feedback on course concepts.

6.3. Assessment tasks

| DELIVERY MODE | TASK NO. | ASSESSMENT PRODUCT | INDIVIDUAL OR GROUP | WEIGHTING % | WHAT IS THE DURATION / LENGTH? | WHEN SHOULD I SUBMIT? | WHERE SHOULD I SUBMIT IT? |
|---------------|----------|--------------------|---------------------|-------------|--------------------------------|-----------------------|--|
| All | 1 | Oral | Individual | 25% | 5-minute presentation | Week 4 | Online Submission |
| All | 2 | Portfolio | Individual | 25% | 1500 words | Week 10 | Online Submission |
| All | 3 | Report | Individual | 50% | 2000 words | Exam Period | Online Assignment Submission with plagiarism check |

All - Assessment Task 1: Oral Presentation

| GOAL: | To demonstrate understanding and application of international business fundamentals and issues. | | | | | | | | | | | | | | | | | | | | | |
|------------------------------|---|-----|---------------------------|---|---|---|---|--|---|---|---|---|---|--|---|---|--------------------------------|---|---|-------------------------------|---|--|
| PRODUCT: | Oral | | | | | | | | | | | | | | | | | | | | | |
| AUTHORSHIP STATEMENT: | | | | | | | | | | | | | | | | | | | | | | |
| FORMAT: | Acting as top-level management for an international firm, you will give a 5-minute professional presentation on an issue that you consider to be of great importance. The issue will be relevant to the topics covered in weeks 1-3. More information is provided on the course learning site. | | | | | | | | | | | | | | | | | | | | | |
| CRITERIA: | <table border="1"> <thead> <tr> <th>No.</th> <th>Learning Outcome assessed</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Application of international business theories to practical, real life situations</td> <td>1</td> </tr> <tr> <td>2</td> <td>Identification of the forces that influence international business decisions</td> <td>2</td> </tr> <tr> <td>3</td> <td>Analysis and application of strategies for foreign market participation</td> <td>3</td> </tr> <tr> <td>4</td> <td>Use of appropriate verbal and non-verbal communication</td> <td>4</td> </tr> <tr> <td>5</td> <td>Use of appropriate visual aids</td> <td>4</td> </tr> <tr> <td>6</td> <td>Structure of the presentation</td> <td>4</td> </tr> </tbody> </table> | No. | Learning Outcome assessed | 1 | Application of international business theories to practical, real life situations | 1 | 2 | Identification of the forces that influence international business decisions | 2 | 3 | Analysis and application of strategies for foreign market participation | 3 | 4 | Use of appropriate verbal and non-verbal communication | 4 | 5 | Use of appropriate visual aids | 4 | 6 | Structure of the presentation | 4 | |
| No. | Learning Outcome assessed | | | | | | | | | | | | | | | | | | | | | |
| 1 | Application of international business theories to practical, real life situations | 1 | | | | | | | | | | | | | | | | | | | | |
| 2 | Identification of the forces that influence international business decisions | 2 | | | | | | | | | | | | | | | | | | | | |
| 3 | Analysis and application of strategies for foreign market participation | 3 | | | | | | | | | | | | | | | | | | | | |
| 4 | Use of appropriate verbal and non-verbal communication | 4 | | | | | | | | | | | | | | | | | | | | |
| 5 | Use of appropriate visual aids | 4 | | | | | | | | | | | | | | | | | | | | |
| 6 | Structure of the presentation | 4 | | | | | | | | | | | | | | | | | | | | |
| GENERIC SKILLS: | Communication, Problem solving, Applying technologies | | | | | | | | | | | | | | | | | | | | | |

All - Assessment Task 2: Portfolio

| | | |
|------------------------------|---|--|
| GOAL: | To demonstrate insight and understanding of international business concepts and environmental factors impacting decision making to arrive at a suitable business strategy. | |
| PRODUCT: | Portfolio | |
| AUTHORSHIP STATEMENT: | | |
| FORMAT: | During weeks 6 through 10, you will complete a range of activities related to the weekly topics. For each tutorial, you will analyse a real-life business case and conclude with the most suitable strategy for the company. A detailed task description is provided on the course learning site. | |
| CRITERIA: | No. | Learning Outcome assessed |
| | 1 | Application of international business theory to real-life business situations 1 |
| | 2 | Identification of the forces that influence international business decisions 2 |
| | 3 | Analysis and application of foreign market participation 3 |
| GENERIC SKILLS: | Communication, Problem solving, Organisation | |

All - Assessment Task 3: Report

| | | |
|------------------------------|---|---|
| GOAL: | To demonstrate knowledge of international business issues and the ability to conduct in-depth research and analysis of those issues. | |
| PRODUCT: | Report | |
| AUTHORSHIP STATEMENT: | | |
| FORMAT: | You will investigate the suitability of a foreign country for international expansion. By following course concepts and conducting extensive research, you will analyse the location and provide recommendations. A detailed description and rubric are provided on the course learning site. | |
| CRITERIA: | No. | Learning Outcome assessed |
| | 1 | Application of international business theory to real life situations 1 |
| | 2 | Identification of the forces that influence international business decisions 2 |
| | 3 | Analysis and application of strategies for foreign market participation 3 |
| | 4 | Written communication (spelling, grammar, structure, formatting, design, etc.) 4 |
| GENERIC SKILLS: | Communication, Problem solving, Organisation, Information literacy | |

7. Directed study hours

A 12-unit course will have total of 150 learning hours which will include directed study hours (including online if required), self-directed learning and completion of assessable tasks. Student workload is calculated at 12.5 learning hours per one unit.

8. What resources do I need to undertake this course?

Please note: Course information, including specific information of recommended readings, learning activities, resources, weekly readings, etc. are available on the course Canvas site– Please log in as soon as possible.

8.1. Prescribed text(s) or course reader

You need regular access to the resource(s) below. Many texts are available as ebooks through the [Library](#) at no additional cost.

| REQUIRED? | AUTHOR | YEAR | TITLE | EDITION | PUBLISHER |
|-------------|--|------|---|---------|-------------|
| Recommended | Charles W. L. Hill, Tomas M. Hult, Rumintha Wickramasekera, Kim S. Mackenzie, Cameron Gordon | 2019 | Global Business Today: Asia-Pacific Perspective | 5th | McGraw-Hill |

8.2. Specific requirements

You are required to complete the required readings prior to coming to class.

9. How are risks managed in this course?

Health and safety risks for this course have been assessed as low. It is your responsibility to review course material, search online, discuss with lecturers and peers and understand the health and safety risks associated with your specific course of study and to familiarise yourself with the University's general health and safety principles by reviewing the [online induction training for students](#), and following the instructions of the University staff.

10. What administrative information is relevant to this course?

10.1. Assessment: Academic Integrity

Academic integrity is the ethical standard of university participation. It ensures that students graduate as a result of proving they are competent in their discipline. This is integral in maintaining the value of academic qualifications. Each industry has expectations and standards of the skills and knowledge within that discipline and these are reflected in assessment.

Academic integrity means that you do not engage in any activity that is considered to be academic fraud; including plagiarism, collusion or outsourcing any part of any assessment item to any other person. You are expected to be honest and ethical by completing all work yourself and indicating in your work which ideas and information were developed by you and which were taken from others. You cannot provide your assessment work to others. You are also expected to provide evidence of wide and critical reading, usually by using appropriate academic references.

In order to minimise incidents of academic fraud, this course may require that some of its assessment tasks, when submitted to Canvas, are electronically checked through Turnitin. This software allows for text comparisons to be made between your submitted assessment item and all other work to which Turnitin has access.

10.2. Assessment: Additional Requirements

Eligibility for Supplementary Assessment

Your eligibility for supplementary assessment in a course is dependent of the following conditions applying:

- (a) The final mark is in the percentage range 47% to 49.4%; and
- (b) The course is graded using the Standard Grading scale

10.3. Assessment: Submission penalties

Late submissions may be penalised up to and including the following maximum percentage of the assessment task's identified value, with weekdays and weekends included in the calculation of days late:

- (a) One day: deduct 5%;
- (b) Two days: deduct 10%;
- (c) Three days: deduct 20%;
- (d) Four days: deduct 40%;
- (e) Five days: deduct 60%;
- (f) Six days: deduct 80%;
- (g) Seven days: A result of zero is awarded for the assessment task.

The following penalties will apply for a late submission for an online examination:

- Less than 15 minutes: No penalty
- From 15 minutes to 30 minutes: 20% penalty
- More than 30 minutes: 100% penalty

10.4. Links to relevant University policy and procedures

For more information on Academic Learning & Teaching categories including:

- Assessment: Courses and Coursework Programs
- Review of Assessment and Final Grades
- Supplementary Assessment
- Central Examinations
- Deferred Examinations
- Student Conduct
- Students with a Disability

For more information, visit <https://www.usc.edu.au/explore/policies-and-procedures#academic-learning-and-teaching>

10.5. Student Charter

UniSC is committed to excellence in teaching, research and engagement in an environment that is inclusive, inspiring, safe and respectful. The [Student Charter](#) sets out what students can expect from the University, and what in turn is expected of students, to achieve these outcomes.

10.6. General Enquiries

In person:

- **UniSC Sunshine Coast** - Student Central, Ground Floor, Building C, 90 Sippy Downs Drive, Sippy Downs
- **UniSC Moreton Bay** - Service Centre, Ground Floor, Foundation Building, Gympie Road, Petrie
- **UniSC SouthBank** - Student Central, Building A4 (SW1), 52 Merivale Street, South Brisbane
- **UniSC Gympie** - Student Central, 71 Cartwright Road, Gympie
- **UniSC Fraser Coast** - Student Central, Student Central, Building A, 161 Old Maryborough Rd, Hervey Bay
- **UniSC Caboolture** - Student Central, Level 1 Building J, Cnr Manley and Tallon Street, Caboolture

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Email: studentcentral@usc.edu.au