

FIN 6642: Global Entrepreneurship

Course Objectives and Description: This course deals with the international entrepreneurship from the perspective of the firm and entrepreneurial managers operating in an international environment. International entrepreneurship is the intersection of entrepreneurship, international business, and strategy. The objective of the course is to provide students with a fundamental knowledge of the theory and application of global entrepreneurship. The course is designed to assist participants in:

1. Learning about the impact on entrepreneurial firms in a global environment.
2. Applying concepts and techniques to entrepreneurs in global business.
3. Working as a management team on problems facing entrepreneurs in global markets.

Prerequisites: Graduate student

Textbook: Charles Hill, *Global Business Today*, 6th edition, McGraw Hill Irwin, 2009 (CH).
Course pack at Target Copy (CP).

Assignments:

Cases - Each team will be asked to provide a written response to assigned questions for two assigned (team) cases. The papers should focus on the answers to the questions. The papers should be no longer than three to four pages (each case is 5 points). All assignments are due at the start of class on the assigned date. Students will be grouped into teams of four to six. For each case, write the question and the answer. Bullet points are acceptable answers.

Research Tasks - Each team will complete two research task. The assignment is in the Hill book. The paper should be five to six pages. The task will be completed as a team (10 points each).

Country Report - You are an entrepreneur located in Iceland and you have developed a wind turbine system for the generation of electricity. Your competitive advantage is based on new blade and gear box design. Your teams challenge is to determine where to produce the product and which countries present the best market opportunity for your product. Given the market size of Iceland, you are a "born global" company. Your team must analyze the attractiveness of several country locations as potential markets given political, legal, and economic risks. You must also determine the potential market for your product given market factors and other competitors (GE, Siemens, Vestas, Suzlon, Gamesa, etc.).

Each team will pick a country and develop a country report which focuses on the political economy of the country. The report is limited to ten pages and must discuss the political, social, legal, and economic system of the chosen country. Identify economic, social, political, and legal risks in doing business in the country. The report is designed to provide information to an entrepreneurial company seeking to enter a country or an opportunity to start a new company within the country. Paper must conclude with an assessment of the potential to do business in the chosen country. Reference sources must be included at the end of the report. Each team will give an eight to ten minute class presentation. The paper will be graded based on content, analysis, conclusions, and references. Presentations should last ten minutes on average.

Tests - Test 1 will cover topics Chapters 1, 2, 3, 6, 7 and 8; Test 2 will cover topics Chapters 9, 11, 12, and 13.

Grading: Research Tasks (2): 20 points; Country Report & Presentation (1): 20 points; Team Cases (2): 10 points; Test #1: 25 points; Test #2: 25 points.