INSTRUCTOR INFORMATION AND COURSE MODALITY

Instructor: Dr. Vivien E. Jancenelle  
Office: Founder’s Hall 217K  
Phone: (254) 501 5944  
Email: vjancenelle@tamuct.edu – Email is preferred for communications. Please allow 24 hours for a response on a weekday, and 48 hours on a weekend.

Office Hours: Virtual office hours due to COVID-19.

Mode of Instruction and Course Access: This course meets online. The TAMUCT Canvas Learning Management System [https://tamuct.instructure.com] will be used for instruction and assessment.


COVID-19 SAFETY MEASURES

To promote public safety and protect students, faculty, and staff during the coronavirus pandemic, Texas A&M University-Central Texas has adopted policies and practices to minimize virus transmission. All members of the university community are expected to adhere to these measures to ensure their own safety and the safety of others. Students must observe the following practices while participating in face-to-face courses, course-related activities (office hours, help sessions, transitioning to and between classes, study spaces, academic services, etc.) and co-curricular programs:

- Self-monitoring—Students should follow CDC recommendations for self-monitoring. Students who have a fever or exhibit symptoms of COVID-19 should participate in class remotely and should not participate in face-to-face instruction. Students required to quarantine must participate in courses and course-related activities remotely and must not attend face-to-face course activities. Students should notify their instructors of the quarantine requirement. Students under quarantine are expected to participate in courses and complete graded work unless they have symptoms that are too severe to participate in course activities.

- Face Coverings—Face coverings must be worn inside of buildings and within 50 feet of building entrances on the A&M-Central Texas Campus. This includes lobbies, restrooms, hallways, elevators, classrooms, laboratories, conference rooms, break rooms, non-
private office spaces, and other shared spaces. Face coverings are also required in outdoor spaces where physical distancing is not maintained. The university will evaluate exceptions to this requirement on a case by case basis. Students can request an exception through the Office of Access and Inclusion in Student Affairs.

- If a student refuses to wear a face covering, the instructor should ask the student to leave and join the class remotely. If the student does not leave the class, the faculty member should report that student to the Office of Student Conduct. Additionally, the faculty member may choose to teach that day’s class remotely for all students.
- Physical Distancing—Physical distancing must be maintained between students, instructors, and others in the course and course-related activities.
- Classroom Ingress/Egress—Students must follow marked pathways for entering and exiting classrooms and other teaching spaces. Leave classrooms promptly after course

**WARRIOR SHIELD**

Warrior Shield is an emergency notification service that gives Texas A&M University-Central Texas the ability to communicate health and safety emergency information quickly via email, text message, and social media. All students are automatically enrolled in 911 Cellular through their myCT email account.

Connect to Warrior Shield by 911Cellular [https://portal.publicsafetycloud.net/Account/Login] to change where you receive your alerts or to opt out. By staying enrolled in Warrior Shield, university officials can quickly pass on safety-related information, regardless of your location.

**COURSE INFORMATION**


**Course Overview and Description:** Course offers a broad coverage of key concepts and issues in the 21st century global business environment. Emphasis will be placed on political, financial, cultural, and regulatory effects on the operations of businesses in the global environment.

**Course Objective:** This course is designed to increase the student's understanding of the complexity and the continuously evolving nature of global business. The course will introduce issues, such as the role of trade, investment liberalization, economic integration, and the multinational enterprise. We will examine the influence of cultural, social, religious, economic, political, geographic, philosophical, and environmental forces on competitiveness of an international business.

**Student Learning Outcomes:** At the conclusion of the course the student will be able to:

a) Develop cross-cultural sensitivity to interact with individuals from different cultures in a business setting.

b) Analyze the cultural, legal, political, and economic forces of international business environment.

c) Understand specific trade and investment theories.
d) Understand the impact of government intervention and trade agreements on global business decisions.
e) Explain the reasons and methods of entering international business through foreign markets and through domestic import/export markets.
f) Select appropriate entry modes and business organization models to match strategic international business marketing and/or production objectives.
g) Apply basic marketing, management, and human resource principles to doing business in various countries.

TECHNOLOGY REQUIREMENTS AND SUPPORT

Technology Requirements for the Course:
This course will use the TAMUCT Instructure Canvas learning management system.
Logon to TAMUCT Canvas [https://tamuct.instructure.com]
   Username: Your MyCT username (xx123 or everything before the "@" in your MyCT e-mail)
   Password: Your MyCT password

Canvas Support
Use the Canvas Help link, located at the bottom of the left-hand menu, for issues with Canvas. You can select “Chat with Canvas Support,” submit a support request through “Report a Problem,” or call the Canvas support line: 1-844-757-0953.

Other Technology Support for the Course:
For technology issues, students should contact Help Desk Central. Available 24 hours a day, 7 days a week.
Email: helpdesk@tamu.edu
Phone: (254) 519-5466
Web Chat: http://hdc.tamu.edu
When calling for support please let your support technician know you are a TAMUCT student. For issues related to course content and requirements, contact your instructor.

UNIVERSITY RESOURCES, DATES, PROCEDURES, AND POLICIES

Drop Policy:
If you discover that you need to drop this class, you must complete a Drop Request Form, found through the Registrar’s web page: https://dynamicforms.ngwebsolutions.com/casAuthentication.ashx?InstID=eaed95b9-f2be-45f3-a37d-46928168bc10&targetUrl=https%3A%2F%2Fdynamicforms.ngwebsolutions.com%2FSubmit%2FForm%2FStart%2F53b8369e-0502-4f36-be43-f02a4202f612]. Professors cannot drop students; this is always the responsibility of the student. The Registrar’s Office will provide a deadline on the University Calendar for which the form must be completed, signed and returned. Once you return the signed form to the Registrar’s Office, you must go into Warrior Web and confirm that you are no longer enrolled. If you still show as enrolled, FOLLOW-UP with the Registrar’s Office immediately. You are to attend class until the procedure is complete to avoid penalty for absence. Should you miss the drop deadline or fail to follow the procedure, you will receive an F in the course, which may affect your financial aid and/or VA educational benefits.
Academic Integrity:
Texas A&M University -Central Texas values the integrity of the academic enterprise and strives for the highest standards of academic conduct. A&M-Central Texas expects its students, faculty, and staff to support the adherence to high standards of personal and scholarly conduct to preserve the honor and integrity of the creative community. Academic integrity is defined as a commitment to honesty, trust, fairness, respect, and responsibility. Any deviation by students from this expectation may result in a failing grade for the assignment and potentially a failing grade for the course. Academic misconduct is any act that improperly affects a true and honest evaluation of a student’s academic performance and includes, but is not limited to, cheating on an examination or other academic work, plagiarism and improper citation of sources, using another student’s work, collusion, and the abuse of resource materials. All academic misconduct concerns will be reported to the university’s Office of Student Conduct. Ignorance of the university’s standards and expectations is never an excuse to act with a lack of integrity. When in doubt on collaboration, citation, or any issue, please contact your instructor before taking a course of action.

For more information regarding the Student Conduct process, [https://www.tamuct.edu/student-affairs/student-conduct.html].

If you know of potential honor violations by other students, you may submit a report, [https://cm.maxient.com/reportingform.php?TAMUCentralTexas&layout_id=0].

Penalty for Academic Integrity Violations:
All academic misconduct will be reported to the university’s Office of Student Conduct. Ignorance of the university’s standards and expectations is never an excuse to act with a lack of integrity. Additionally, zero points will be given for any assignment or exam for which academic misconduct has occurred (e.g., cheating on an exam). The instructor reserves the right to use appropriate tools—such as turnitin.com reports or similar software—to identify plagiarism.

Academic Accommodations:
At Texas A&M University-Central Texas, we value an inclusive learning environment where every student has an equal chance to succeed and has the right to a barrier-free education. The Office of Access and Inclusion is responsible for ensuring that students with a disability receive equal access to the university’s programs, services and activities. If you believe you have a disability requiring reasonable accommodations please contact the Office of Access and Inclusion, WH-212; or call (254) 501-5836. Any information you provide is private and confidential and will be treated as such.

For more information please visit our Access & Inclusion Canvas page (log-in required) [https://tamuct.instructure.com/courses/717]

Important information for Pregnant and/or Parenting Students
Texas A&M University-Central Texas supports students who are pregnant and/or parenting. In accordance with requirements of Title IX and related guidance from US Department of
Education’s Office of Civil Rights, the Dean of Student Affairs’ Office can assist students who are pregnant and/or parenting in seeking accommodations related to pregnancy and/or parenting. Students should seek out assistance as early in the pregnancy as possible. For more information, please visit Student Affairs [https://www.tamuct.edu/student-affairs/index.html]. Students may also contact the institution’s Title IX Coordinator. If you would like to read more about these requirements and guidelines online, please visit the website [http://www2.ed.gov/about/offices/list/ocr/docs/pregnancy.pdf].

Title IX of the Education Amendments Act of 1972 prohibits discrimination on the basis of sex and gender – including pregnancy, parenting, and all related conditions. A&M-Central Texas is able to provide flexible and individualized reasonable accommodation to pregnant and parenting students. All pregnant and parenting students should contact the Division of Student Affairs at 254-501-5909 to seek out assistance. Students may also contact the University’s Title IX Coordinator.

A Note about Sexual Violence at A&M-Central Texas:
Sexual violence is a serious safety, social justice, and public health issue. The university offers support for anyone struggling with these issues. University faculty are mandated reporters, so if someone discloses that they were sexually assaulted (or a victim of Domestic/Dating Violence or Stalking) while a student at TAMUCT, faculty members are required to inform the Title IX Office. If you want to discuss any of these issues confidentially, you can do so through Student Counseling (254-501-5955) located on the second floor of Warrior Hall (207L). Sexual violence can occur on our campus because predators often feel emboldened, and victims often feel silenced or shamed. It is incumbent on ALL of us to find ways to actively create environments that tell predators we don’t agree with their behaviors and tell survivors we will support them. Your actions matter. Don’t be a bystander; be an agent of change. For additional information on campus policy and resources visit the Title IX webpage [https://www.tamuct.edu/departments/compliance/titleix.php].

Behavioral Intervention:
Texas A&M University-Central Texas cares about the safety, health, and well-being of its students, faculty, staff, and community. If you are aware of individuals for whom you have a concern, who are exhibiting behaviors that pose a threat to safety, or individuals causing a significant disruption to our community, please make a referral to the Behavioral Intervention Team. You can complete the referral online [https://cm.maxient.com/reportingform.php?TAMUCentralTexas&layout_id=2].

Anonymous referrals are accepted. Please see the Behavioral Intervention Team website for more information [https://www.tamuct.edu/student-affairs/bat.html]. If a person’s behavior poses an imminent threat to you or another, contact 911 or A&M-Central Texas University Police at 254-501-5800.

Tutoring:
Tutoring is available to all A&M-Central Texas students, both on-campus and online. Subjects tutored on campus include Accounting, Advanced Math, Biology, Finance, Statistics, Mathematics, and Study Skills. Tutors are available at the Tutoring Center in Warrior Hall, Suite 111. Tutor.com tutoring will not offer writing support beginning August 1, 2019, but will
continue to offer other tutoring support. If you have a question regarding tutor schedules, need to schedule a tutoring session, are interested in becoming a tutor, or have any other question, contact Academic Support Programs at (254) 519-5796, or by emailing Dr. DeEadra Albert-Green at deeadra.albertgreen@tamuct.edu.

Chat live with a tutor 24/7 for almost any subject from your computer! Tutor.com is an online tutoring platform that enables A&M-Central Texas students to log in and receive online tutoring support at no additional cost. This tool provides tutoring in over 40 subject areas. Access Tutor.com through Canvas.

Copyright Notice:
Students should assume that all course material is copyrighted by the respective author(s). Reproduction of course material is prohibited without consent by the author and/or course instructor. Violation of copyright is against the law and Texas A&M University-Central Texas’ Code of Academic Honesty. All alleged violations will be reported to the Office of Student Conduct.

The University Writing Center:
The University Writing Center (UWC) at Texas A&M University–Central Texas (TAMUCT) is a free service open to all TAMUCT students. For the Fall 2020 semester, all services will be online as a result of the COVID-19 pandemic. The hours of operation are from 10:00 a.m.-5:00 p.m. Monday thru Thursday with satellite hours online Monday thru Thursday from 6:00-9:00 p.m. The UWC is also offering hours from 12:00-3:00 p.m. on Saturdays.

Tutors are prepared to help writers of all levels and abilities at any stage of the writing process. By providing a practice audience for students’ ideas and writing, our tutors highlight the ways in which they read and interpret students’ texts, offering guidance and support throughout the various stages of the writing process. While tutors will not write, edit, or grade papers, they will assist students in developing more effective composing practices. Whether you need help brainstorming ideas, organizing an essay, proofreading, understanding proper citation practices, or just want a quiet place to work, the UWC is here to help.

Students may arrange a one-to-one session with a trained and experienced writing tutor by making an appointment via WCOnline [https://tamuct.mywconline.com/]. In addition, you can email Dr. Bruce Bowles Jr. at bruce.bowles@tamuct.edu if you have any questions about the UWC and/or need any assistance with scheduling.

University Library:
The University Library provides many services in support of research across campus and at a distance. They offer over 200 electronic databases containing approximately 250,000 eBooks and 82,000 journals, in addition to the 72,000 items in our print collection, which can be mailed to students who live more than 50 miles from campus. Research guides for each subject taught at TAMUCT are available through our website to help students navigate these resources. On-campus, the library offers technology including cameras, laptops, microphones, webcams, and digital sound recorders.
Research assistance from a librarian is also available twenty-four hours a day through our online chat service, and at the reference desk when the library is open. Research sessions can be scheduled for more comprehensive assistance, and may take place on Skype or in-person at the library. Assistance may cover many topics, including how to find articles in peer-reviewed journals, how to cite resources, and how to piece together research for written assignments.

The 27,000-square-foot facility on the TAMUCT main campus includes student lounges, private study rooms, group work spaces, computer labs, family areas suitable for all ages, and many other features. Services such as interlibrary loan, TexShare, binding, and laminating are available. The library frequently offers workshops, tours, readings, and other events. For more information, please visit their homepage: https://tamuct.libguides.com/

For fall 2020, all reference service will be conducted virtually. Please go to our Library website [http://tamuct.libguides.com/index] to access our virtual reference help and our current hours.

**Important University Dates:**
Important university dates can be accessed at: https://www.tamuct.edu/registrar/docs/2020-2021-academic-calendar.pdf

**INSTRUCTOR POLICIES**

**Spelling, Grammar, and Writing Skills for reports:** The content of all written assignments is what you will be evaluated on, provided that your spelling and grammar does not have major issues. While a few spelling and grammar mistakes are acceptable and will not affect your grade, I reserve the right to remove of up 10% of the points of a written assignment for excessively bad grammar and spelling mistakes. Students who proofread their work, use spelling and grammar checking tools, or obtain help from the University Writing Center (described above) should not be affected by this policy.

**Participation in Group Work:** This class includes an important group work component. All members in a group are expected to do their fair share of work. If a group member is not pulling his or her weight in a group project, any other group member can contact me to request that a peer-evaluation be given at the end of the semester for their group. If a group elects to do a peer review, each group member will be asked to fill out an evaluation form based on a 5-point scale. A student needs an average rating of 2.5 to receive the full group grade. Students receiving an average grade below 2.5 and above 1.5 from the other group members will see their group grade reduced by 40%. If a student has an average group grade under 1.5, this student will receive zero points on the group work component of the course. If no members of a group request a peer review, then I will assume that the work was shared fairly, and all students will receive the same grade for group work.

**Academic Honesty and Cheating:** All work for individual assignments and exams must be your own. You may not collaborate in any way on online exams. Any students who deliberately cheats on an exam will receive a zero grade for that exam and be reported to the university’s Office of Student Conduct.

**Submitting Assignments and Late Policy:** Students need to submit their assignments (e.g., forum posts and response to a fellow class member, midterm and final examinations) within the
allotted time for each module. As can be seen on the course outline, modules close at a preset date and time. Once a module is closed, the submission period is over and students will receive zero points for the module. Late submissions will only be allowed for unanticipated and legitimate reasons (e.g., unforeseeable emergency). Traveling or forgetting about an assignment are not considered to be unanticipated and legitimate circumstances.

**Required Studying: Instructor-Created/Provided Materials and Book Chapters:** Modules are used for instruction in this online course. While Module Forum Discussions (detailed next in the Assessments section of the syllabus) are the equivalent of face-to-face discussions, studying the materials in each module as instructed is the equivalent of attending a lecture. You are required to study the material as instructed if you want to succeed in the class. Studying for a module may include: listening/watching to instructor-created audio and/or video content (e.g., narrated presentation), listening/watching instructor-provided audio and/or video content (e.g., a news segment about an event that impacts business strategy), reading instructor-created notes and PDFs, reading instructor-created slides, reading instructor-provided slides, and lastly, reading book chapters as instructed.

**COURSE REQUIREMENTS AND ASSESSMENTS**

**INDIVIDUAL COURSE COMPONENT (700 POINTS)**

**Module Forum Discussions (6 x 25 = 150 points)**
Module forum discussions are intended to emulate a class setting and to trigger conversations between classmates about the course content. This is an essential component of this course, as students typically share a wealth of knowledge derived from everyone’s unique thoughts, ideas, experiences, and background. Forum discussions rely on the principles of learner-learner interaction to deepen the understanding of the material. As your instructor, I will rarely intervene in discussions, but will read every post and grade them according to their adequacy. To receive a maximum grade for a forum discussion, students must make at least two posts: (1) a primary post should respond to the question asked regarding the subject matter, and (2) a second post should respond to at least one other student. Grading for forum discussions largely depends on your ability to follow forum instructions and give well-justified answers. Students are encouraged to be engaged in learner-learner interaction forums, and should see them as equivalent to a class discussion. Participation in forum discussions is required, and students who do not participate in a given module discussion will not earn points for that module.

**Cultural Interview Report (100 points)**
The cultural interview is to be conducted with a person who has a different nationality from yours, or is of a different national origin. A single-spaced report of 1 page maximum should be submitted (see calendar for due date). The recommended outline for the report will be provided in Canvas.

**Exam 1, Exam 2, and Exam 3 (3 x 150 points)**
Three examinations will be given throughout the course of the semester. Exams will be composed of multiple choice questions based on the chapters studied in class. The instructor may make adjustments to the examinations, depending on the learning pace of the class.
GROUP COURSE COMPONENT (300 POINTS)

Initial Country Group Report (50 points)
The initial country research report is intended to prepare you for the final country report. There will be two broad topics to be researched related to trade and monetary environment, and to international opportunity and market entry. The initial country research group report is not a part of the final country group report. Rather, it is an initial research assignment on your selected country intended to prepare you for the final group report. More instructions about the initial country report will be given when the final project module opens on Canvas.

Final Country Group Report (200 points)
By the end of the semester, your group will be expected to provide a full business report regarding the entry of a new product in your selected country. This report will include two major components: a country analysis (including an analysis of political, legal, economic, monetary, trade, and cultural environments) and a proposed plan for new product entry (including an analysis highlighting the challenges and opportunities of doing business in your chosen country, a description of your product, a competitor analysis, and an entry strategy). More instructions about the write-up will be given when the final project module opens on Canvas.

Final Country Group Presentation (50 points)
Each group will be expected to make a professional presentation using PowerPoint slides. Group members should cover all parts of their final project within the presentation. More instructions about the presentation report will be given when the final project module opens on Canvas.

SUMMARY OF GRADING CRITERIA

<table>
<thead>
<tr>
<th>Assessments</th>
<th>Points</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Module Forum Discussions</td>
<td>6x25</td>
<td>150</td>
</tr>
<tr>
<td>Cultural Interview</td>
<td></td>
<td>100</td>
</tr>
<tr>
<td>Exam 1</td>
<td></td>
<td>150</td>
</tr>
<tr>
<td>Exam 2</td>
<td></td>
<td>150</td>
</tr>
<tr>
<td>Exam 3</td>
<td></td>
<td>150</td>
</tr>
<tr>
<td>Initial Country Group Report</td>
<td></td>
<td>50</td>
</tr>
<tr>
<td>Final Country Group Report</td>
<td></td>
<td>200</td>
</tr>
<tr>
<td>Final Country Group Report</td>
<td></td>
<td>50</td>
</tr>
<tr>
<td><strong>Total points:</strong></td>
<td><strong>1000</strong></td>
<td></td>
</tr>
</tbody>
</table>

*Note: Final grades will be calculated using a standard scale (900-1000 points=A, 800-899 points=B, 700-799 points=C, 600-699 points=D, less than 600 points=F). Students begin the class with 0 points and earn points throughout the semester. Although changes to this grading criteria are rare, I reserve the right to adjust point allocation based on the pace of the class. Grades will be posted on Canvas on a regular basis, although it may take the instructor up to 7 days to post grades.*
COURSE SCHEDULE
(Subject to change at the instructors’ discretion)

Important, read first:
- Modules open on Mondays at 6pm and close on Sundays at 11:59pm
- The Group Project module is an ongoing module which opens on Mon, Oct 5, and closes at the end of the semester on Tue, Dec 8.

<table>
<thead>
<tr>
<th>Module Name</th>
<th>Starts (opens)</th>
<th>Ends (closes)</th>
<th>Activity</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Course Orientation</td>
<td>Mon, Aug 24</td>
<td>Sun, Aug 30</td>
<td>Post to the “Present yourself” forum by Sun, Sept 1 (required to show that you are active in the course). Read and review syllabus.</td>
<td>Present yourself post.</td>
</tr>
<tr>
<td>Module 1: Ch. 1 &amp; Ch. 2</td>
<td>Mon, Aug 31</td>
<td>Sun, Sept 13</td>
<td>Study all posted materials. Watch professor-created video.</td>
<td>Module 1 forum posts.</td>
</tr>
<tr>
<td>Cultural Interview</td>
<td>Mon, Aug 31</td>
<td>Sun, Sept 13</td>
<td>Read instructions for cultural interview Find appropriate interviewee, conduct cultural interview, and submit 1-page write-up by Mon, Sept 13, 11:59pm.</td>
<td>Cultural interview submission due by Sun, Sept 13.</td>
</tr>
<tr>
<td>Module 2: Ch. 3 &amp; Ch. 4</td>
<td>Mon, Sept 14</td>
<td>Sun, Sept 27</td>
<td>Study all posted materials. Watch professor-created video. Read Ch. 3 - Political Economy and Ethics Read Ch. 4 – Economic Development of Nations. Post to the Module 2 forum and respond to at least one other student's post.</td>
<td>Module 2 forum posts.</td>
</tr>
<tr>
<td>Exam 1</td>
<td>Mon, Sept 28</td>
<td>Sun, Oct 4</td>
<td>Time for taking Exam 1 after completion of Module 1 (Ch. 1 and Ch. 2) and Module 2 (Ch. 3 and Ch. 4). Available on Mon, Sept 28 at 6:00pm. Students have until Sun, Oct 4 at 11:59pm to complete Exam 1.</td>
<td>Take exam 1 online.</td>
</tr>
<tr>
<td>Group Project</td>
<td>Mon, Oct 5</td>
<td>-</td>
<td>Read instructions for both the Initial Country Group Report and Final Country Group Report. Join one of the country teams available (select one from the professor-provided list) by Sun, Oct 11, 11:59pm.</td>
<td>Self-select into a country team by Sun, Oct 11.</td>
</tr>
</tbody>
</table>
### Module 3: Ch. 5 & Ch. 6.
- **Mon, Oct 5** to **Sun, Oct 18**
- Study all posted materials.
- Watch professor-created video.
- Read *Ch. 5 – International Trade Theory*
- Read *Ch. 6 – Political Economy of Trade*
- Post to the Module 3 forum and respond to at least one other student's post.

### Module 4: Ch. 9 & Ch. 11.
- **Mon, Oct 19** to **Sun, Nov 1**
- Study all posted materials.
- Watch professor-created video.
- Read *Ch. 9 – International Financial Market*
- Read *Ch. 11 – International Strategy and Organization*
- Post to the Module 4 forum and respond to at least one other student's post.

### Group Project Module
- **Initial Country Group Report** due by Sun, Nov 8, 11:59pm.

### Exam 2
- **Mon, Nov 2** to **Sun, Nov 8**
- Time for taking Exam 2 after completion of Module 3 and Module 4.
- Available on Mon, Nov 2 at 6:00pm. Students have until Sun, Nov 8 at 11:59pm to complete Exam 2.

### Module 5: Ch. 12 & Ch. 13.
- **Mon, Nov 9** to **Sun, Nov 29**
- Study all posted materials.
- Watch professor-created video.
- Read *Ch. 12 – Analyzing International Opportunities*
- Read *Ch. 13 – Selecting and Managing Entry Modes.*
- Post to the Module 5 forum and respond to at least one other student's post.

### Module 6: Ch. 14 & Ch. 16.
- **Mon, Nov 30** to **Tue, Dec 8**
- Study all posted materials.
- Watch professor-created video.
- Read *Ch. 14 – Developing and Marketing Products*
- Read *Ch. 16 – Hiring and Managing Employees.*
- Post to the Module 6 forum and respond to at least one other student's post.
<table>
<thead>
<tr>
<th>Exam 3</th>
<th>Mon, Dec 7</th>
<th>Wed, Dec 9</th>
<th>Take Exam 3 after completion of Module 5 and Module 6. Available on Mon, Dec 7 at 6:00pm. Students have until Wed, Dec 9 at 11:59pm to take Exam 3.</th>
<th>Take exam 3 online.</th>
</tr>
</thead>
</table>