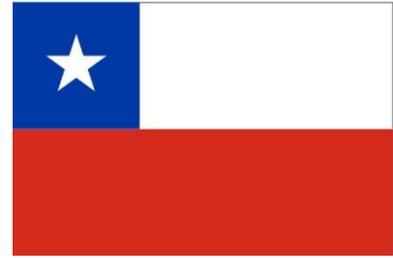


CHILE



Study abroad Chile! 22-INTB 5012

Prerequisites: INTB 3080, MGMT 3080, MKTG 2080,
FIN 3080, OM
3080

Instructor: Ruth A. Seiple 556-7155
520 Lindner Hall ruth.seiple@uc.edu

Office Hours: M&W 11:30-12:30 T&H 3:30-5PM and by appointment

Dept. Fax: 556-5499



Course Learning Objectives: This course aligns with PACE, the Lindner College of Business platform for developing the *complete* business professional.

<http://business.uc.edu/undergraduate/pace.html>

P – Professionalism – *assessed, through tours and professional experiences and timeliness*

Begin practicing professional *communications*, learning to express ideas clearly, logically and persuasively in both oral and written formats.

- Develop and practice *teamwork* skills through group projects and exercises.

A – Academics – *assessed through assimilation of course materials into plant tour/speaker experience, timely submission of assignments*

- Develop foundational knowledge of *business functions* and their interactions within organizations.
- Begin applying functional and cross-functional knowledge *to critically analyze business problems*

C – Character – *assessed through questions and observations during tours/speakers*

- Learn and apply *leadership* techniques for project management (plan, brief, execute, debrief).
- Build an understanding and initial skills of *managing diversity*, including understanding cultural differences, and challenges and opportunities of global business.
- Understand importance of *ethics and social responsibility* in business and personal settings.

E – Engagement – *assessed, taking advantage of opportunities to engage and interact, network and respond with tours/speakers*

- Build understanding of importance and practices of *networking* through interactions with business professionals and guest speakers.
- Develop awareness and appreciation of *involvement* in social organizations, community service, and professional group opportunities.

Course Policies:

- **No late work is accepted**
- **Cheating is a serious offense and will be dealt with according to the LCB academic misconduct rules** The link http://www.uc.edu/conduct/Code_of_Conduct.html outlines the definitions of

cheating per the University. Cell phones and other electronic devices used to convey quiz material, passwords, or other testing material is violation of this courses code of conduct. All phones will remain on a desk top during quiz periods. 1 violation of this policy constitutes academic misconduct and will be forwarded to the LCB academic hearing process.

- **Lindner Academic Integrity Policy**

Integrity, including Academic Integrity, is a core value of the Lindner College of Business, and central to the Character dimension within our PACE model of business education. At the Lindner College of Business, all programs apply a “**Two Strikes Policy**” regarding Academic Integrity. For formally processed cases of academic misconduct, any student who has been found responsible for two cases of academic misconduct may be dismissed from the college.

Textbook: The Chile Reader: History, Culture, Politics (The Latin America Readers) Paperback – November 29, 2013

by [Elizabeth Quay Hutchison](#) (Editor), [Thomas Miller Klubock](#) (Editor), [Nara B. Milanich](#) (Editor), [Peter Winn](#) (Editor)

Requirements & Assignments

Please keep in mind that the International Seminar you have signed up for is a class with many of the same types of requirements as any other undergraduate class. There are required meetings, readings and written assignments that will be evaluated. One area where the International Seminar is somewhat different from a typical LCB class is that you are also acting as a representative of our college and university in a foreign (in all senses of the word) environment. Thus, while some of the rules listed here may seem strange or obvious, they still need to be stated and observed.

Enrollment: You must enroll in INTB 5012 Study Abroad Chile in Fall Semester.

Attendance: You are required to attend all schedule sessions prior to departure (unless you make specific arrangements to view those session on Blackboard) and be **on time** and attend **all** seminar sessions on site. The only valid excuse for missing a session is illness (please don't get sick overseas and a hangover doesn't count!).

Conduct: Please observe local customs about classroom conduct. For example, in many places it is rude to eat or drink in class. Ask before doing. Some instructors will conduct an informal American style class. Others will be more rigid and formal. Be respectful of these differences. That's part of the cultural lesson. Pay attention to the culture readings. They offer good guidance. Consult your faculty liaison about appropriate dress for class and for company visits. In general, we expect business casual for company visits. If there are no company visits or other meetings off campus, you can dress casual. However, please do not wear hats in class or on visits. Note that Chilean students (particularly the women) tend to dress up a bit more than Americans. One important note is that you must have closed-toe shoes for all company visits. You will also be doing a bit more walking than you typically do at home. Make sure that you have comfortable shoes. Finally, we are representing our school and don't want to be perceived as “Ugly Americans.”

Course Deliverables:

- Selected readings from the text The Chile Reader **30%**
 - Select a reading from each of the 8 sections of the text
- Pre-departure topical studies **20%**
- Post-course topical reflection paper **20%**
- Ambassadorship for the college **10%**
- Journal during the trip **10%**
- Cities of Chile pre-departure presentation **10%**

Selected Readings (30% of grade)

- Choose wisely and read essays that may support other topical areas that you are choosing to focus on for this course.
 - 8 submissions will be submitted on Bb for grading. Due dates are at your own pace, but should be completed before we touch down in Santiago for full credit. One essay from each of the sections should be completed
 - See the course documents of “essays and topical areas” PDF and “text Introduction” PDF for a listing of the 8 areas and the essays you can read

Per/post- departure topics studies (20% pre and 20% post)

- Choose an area of interest that you may have from the list below or obtain approval of an additional area:
 - Fruit industry
 - Nitrates industry
 - Mining industry
 - Chilean privatized retirement
 - The Church
 - Role of women in the workforce
 - Wine industry
 - Fishing industry
- Submit a pre-departure evaluation of this industry, using materials from the text reading
- Post-trip you will be asked to submit another paper that now has your experiences and new sources. You should reevaluate what you submitted and correct or augment that submission. Quotes and pictures from Chile should be a significant portion of your new submission along with new research.

Ambassadorship (10% of grade)

Based on attendance and quality of involvement, professionalism, and a respectful and cooperative attitude. Further expectations will be discussed in class prior to our departure. Grades will be based on self-assessment, peer feedback, and reviews by the course professor.

Journal Entry (10% of grade)

Your complete journal entry should be at least two pages emailed or hard copy. **During the trip** examine a cultural difference explicitly relevant to doing business in China (using clues from company visits, guest speakers, books and readings etc.). Hand written or email versions of this journal are acceptable.

The journal should include the five general components below (although the style and length of entries may vary considerably). **IT IS ESSENTIAL THAT YOU FOLLOW THE FIVE SECTION FORMAT BELOW FOR YOUR REFLECTIVE JOURNALS.**

Experience: What **cultural** clues did you experience? Describe what happened; what you observed. This component of your journal requires *cultural sensitivity*. Thoughtfully observe and describe the related cultural clue(s) – e.g., stories, language, symbols, rites/rituals, norms, attitudes, etc. experienced during plant tours, guest lectures, casual conversations, shopping trips, etc.

Reflection: What cultural difference do these clues suggest? Why do you think this difference exists (e.g., what value does it have for the individual/group)? **Look at the experience from the “local” perspective.** Remember, cultures develop and persist because they serve a *purpose*.

Theory: A theory is a proposition (or set of propositions) that attempt to explain something. Based on your experience and reflection, what do you think you “know” now; what can you explain about Chinese culture? Develop your own or borrow (e.g., from studies, classes, etc.) a theory that explains the cultural difference, and explain your theory. *For example: Americans are very individualistic and place great importance on having their own food. Americans are very conscious of germs and hygiene...*

Experimentation: How could you test your theory? How might you feel more confident that this was not an idiosyncratic event and that your theory is not oversimplification or stereotype?

Summary/Implications: How might understanding this difference affect your social interactions with people from this culture? How would you use this learning to manage cultural differences more effectively?

Cities of Chile (10% of grade)

Choose a city or region to study in a group and make a pre-departure presentation. Teams of 2 or 3 will present prior to our departure. What you present to the class will help everyone.

Presentations will be submitted in a blog format on Bb for everyone to see an access while in Chile.

- Santiago
- Valparaiso
- Patagonia
- Easter Island
- Concepcion
- Chile's relationship with neighboring countries

Class schedule:

Oct. 21 ST	Course outline meet/greet	Select Pre/post topics and group cities
Oct 28 th	Class meeting	
Nov 4 th	Cities Presentations #1	Group dinner out at Chilean restaurant TBA
Nov 11 th	NO Class Veterans Day	
Nov 18 th	Cities Presentations #2	
Nov 25 th	No Class Thanksgiving	
Dec 4 th	Pre-departure meeting	