



Course syllabus

Faculty Board of Business, Economics and Design
School of Business and Economics

2FE030 Management Across Borders, 7,5 högskolepoäng
Management Across Borders, 7.5 credits

Main field of study

Business Administration

Subject Group

Business Administration

Level of classification

First Level

Progression

G2F

Date of Ratification

Approved by the Board of the School of Business and Economics 2009-06-18

Revised 2012-03-02. Reading list revised

The course syllabus is valid from spring semester 2012

Prerequisites

Business Administration 1-60 credits

Objectives

On successful completion of the course the student should be able to:

- demonstrate an understanding of management concepts and practices and their impact upon the individual
- critically analyze different management concepts and practices
- reflect upon the social significance of such concepts and practices in modern industrial societies

Content

- Management and gender issues
- Managing work - identity and flexibility
- The effects of service work and routine
- Organizational culture
- The effects of teams, TQM and Just in time
- Ethical borders

Type of Instruction

The teaching consists of lectures and seminars. Participation/attendance in seminars is compulsory. The students are required to do a large amount of work on their own, like reading the literature.

Examination

The course is assessed with the grades Fail (U), Pass (G) or Pass with Distinction (VG).

The course is assessed through active participation in seminars, individual pre-discussion papers, a research paper and a peer-review process written and performed in groups of two.

Results are graded using one of the terms Passed with distinction (80% -100%), Pass (60%-79%) or Fail (0%-59%), and A-F according to the ECTS scale.

Students who do not achieve a satisfactory result in the examinations are permitted to make a second attempt approximately 5-8 weeks after the normal examination date. The student will have a minimum of five occasions for written exams in relation to the syllabus to which the student was accepted. Usually 3 occasions per academic year.

Course Evaluation

A written evaluation is conducted and compiled in a report, which is filed at the department. The result and actions, if taken, are communicated to the teacher responsible for the course and presented to the students in the way most appropriate according to the teacher responsible for the course. Other types of evaluations, such as continuous during the course or oral communication with the students, can occur and is encouraged to secure continuous quality improvement.

Required Reading and Additional Study Material

Required reading

Fisher, R och W Ury. Getting to Yes 2nd Edition. The Secret to Successful Negotiation. London: Random House Inc., 2003, 224 pages.

Gesteland, R. Cross-Cultural Business Behaviour. Negotiating, Selling, Sourcing and Managing Across Borders. Copenhagen: Copenhagen Business School Press, 2005, 351 pages.

Gupta, V., Hanges, P. J., & Dorfman, P. (2002). Cultural clusters: methodology and findings. *Journal of World Business*, 37(1), pages 11-15.

House, R. J., Javidan, M., Hanges, P., & Dorfman, P. (2002). Leadership and cultures around the world: findings from GLOBE. *Journal of World Business*, 37(1), pages 1-3.

House, R. J., Javidan, M., Hanges, P., & Dorfman, P. (2002). Understanding cultures and implicit leadership theories across the globe: an introduction to project GLOBE. *Journal of World Business*, 37(1), pages 3-10.

Newman, K. L., & Nollen, S. D. (1996). Culture and congruence: The fit between management practices and national culture. *Journal of International Business Studies*, 27(4), pages 753-779.

Smith, P. B. (2006). When elephants fight, the grass gets trampled: the GLOBE and Hofstede projects. *Journal of International Business Studies*, 37(6), pages 915-921.

Referenslitteratur

Ashkanasy, N. M., Trevor-Roberts, E., & Earnshaw, L. (2002). The Anglo Cluster: legacy of the British empire. *Journal of World Business*, 37(1), pages 28-39.

Bakacsi, G., Sandor, T., Andras, K., & Viktor, I. (2002). Eastern european cluster:

tradition and transition. *Journal of World Business*, 37(1), pages 69-80.

Gupta, V., Surie, G., Javidan, M., & Chhokar, J. (2002). Southern Asia cluster: where the old meets the new? *Journal of World Business*, 37(1), pages 16-27.

Hofstede, G. (1980/2001). *Culture's Consequences. Comparing Values, Behaviours, Institutions, and Organisations Across Nations (Second Edition)*. Beverly Hills: Sage Publications.

Kabasakal, H., & Bodur, M. (2002). Arabic cluster: a bridge between East and West. *Journal of World Business*, 37(1), pages 40-54.

Leidner, Robin, *Fast Food, Fast Talk - Service Work and the Routinization of Everyday Life*. Ca: University of California Press, 1993, 286 pages

Sennet, Richard, *The Corrosion of Character: The Personal Consequences of Work in the New Capitalism*, New York: W.W. Norton, cop., 1998, 176 pages

Szabo, E., Brodbeck, F. C., Den Hartog, D. N., Reber, G., Weibler, J., & Wunderer, R. (2002). The Germanic Europe cluster: where employees have a voice. *Journal of World Business*, 37(1), pages 55-68.