

BINT 4399– ST: Doing Business in Germany. Historical, Legal, Cross-Cultural and Management Issues.

Course Outline – Summer 2015 **sample**

Course Description: This is a special topics course conducted at the European Study Center in Heidelberg, Germany and consists of a number of classes and topic related excursions. Students will explore the various aspects of doing business in Germany as they relate to management.

Instructors: Dr. Gerhard Bleifuss
Rick Myatt
Dr. Hartmut Schwarzkopf
Angela Weil

Office Hours: By appointment

Class: BINT 4399: ST: Doing Business in Germany
(Days/times vary each week)

Textbook: http://www.pwc.de/de_DE/de/internationale-maerkte/assets/doing-business-in-germany-guide-2015.pdf
and https://www.kpmg.de/docs/investment_in_germany.pdf

Grading Policy:

The final grade will be based on quizzes at the end of the four modules, and the final exam.

Final Grades Assigned as Follows:

Numeric Average	Letter Grade	GPA Points
93+	A	4.00
90-92	A-	3.70
87-89	B+	3.30
83-86	B	3.00
80-82	B-	2.70
77-79	C+	2.30
70-76	C	2.00
67-69	D+	1.30
63-66	D	1.00
60-62	D-	.70
<60	F	0.00

Attendance Policy: Students are expected to attend class and all excursions.

Academic Honesty: The highest standards of academic honesty are expected in the course. Forms of academic dishonesty include, but are not limited to cheating, plagiarism, counterfeit work, falsification of academic record, unauthorized reuse of work, theft, and collusion.

Disability Accommodations:

If you are entitled to disability accommodations, inform the instructor as quickly as possible.

Dr Gerhard Bleifuss

July 6 and

July 9,

The course starts with an introduction to the origins of the German welfare state in the 19th and 20th century and the formation of the German business environment of today.

Dr Hartmut Schwarzkopf

July 13 and

July 20,

Legal aspects of doing business in a foreign country, different families of law, basic aspects of international contract law on the one hand, how to settle disputes, etc.

Angela Weil

July 14 and

July 27

Cross-cultural aspects of doing business in Germany, marketing aspects, consumer behavior, etc.

Rick Myatt

July 28 and

July 30

Management aspects of Doing Business in Germany

Final Exam

July 31