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| **General Information** | | | |
| **Department** | Business | **Phone** | 416-396-2355  ext 20101 |
| **Course Title** | International Business Fundamentals | **Course Code** | BBB4M |
| **Teacher** | Mr. Barrie | **Grade** | 12 |
| **Email** | roderick.barrie@tdsb.on.ca | **Level** | Mixed |
| **Textbook** | Fundamentals of International Business: A Canadian Perspective (Thompson Books) | **Prerequisite** | None |
| **Replacement**  **Cost** | $100 | **Credit Value** | 1 |
| **Resources** | Textbook, news sources, and various academic business sources | | |
| **Extra Help** | Tuesdays/Thursdays afterschool or any other mutually agreeable time. | | |
| **Materials Required** | Textbook, Binder, Pen/Pencil, Agenda | | |

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| **Course Description** |
| This course provides an overview of the importance of international business and trade in the global economy and explores the factors that influence success in international markets. Students will learn about the techniques and strategies associated with marketing, distribution, and managing international business effectively. This course prepares students for postsecondary programs in business, including international business, marketing, and management. |

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| **Units of Study** | | |
| Unit 1 | Introduction to International Trade | 20 hrs |
| Unit 2 | Culture, Politics and Economics | 20 hrs |
| Unit 3 | Trade Organizations and Social Responsibility | 20 hrs |
| Unit 4 | Marketing and Logistics | 20 hrs |
| Unit 5 | Canada’s Role in International Business | 15 hrs |
|  | Culminating Activity – News Reports and Presentations | 15 hrs |

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**Overall Expectations:**

**By the end of the course, students will:**

Business Trade and the Economy

• demonstrate an understanding of terminology, concepts, and basic business communication practices related to international business;

• analyse the impact of international business activity on Canada’s economy;

• demonstrate an understanding of how international business and economic activities increase the interdependence of nations.

The Global Environment for Business

• analyse ways in which Canadian businesses have been affected by globalization;

• demonstrate an understanding of the factors that influence a country’s ability to participate in international business;

• assess the effects of current trends in global business activity and economic conditions.

Factors Influencing Success in International Markets

• analyse the ways in which cultural factors influence international business methods and operations;

• assess the ways in which political, economic, and geographic factors influence international business methods and operations;

• identify and describe common mistakes made by businesses in international markets;

• evaluate the factors currently affecting the international competitiveness of Canadian businesses.

Marketing Challenges and Approaches, and Distribution

• assess the challenges facing a business that wants to market a product internationally;

• compare the approaches taken by various companies to market their products internationally;

• demonstrate an understanding of the logistics of, and challenges associated with, distribution to local, national, and international markets.

Working in International Markets

• analyse the ways in which ethical considerations affect international business decisions;

• assess the working environment in international markets;

• demonstrate an understanding of the process for crossing international borders as it relates to international business.

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| **Evaluation** |
| Tests/Quizzes 30%  Assignments 40%  Culminating Activity – News Reports 15%  Exam 15%  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **Total 100%**  The student achievement categories, where possible, are distributed as indicated by the chart below. |

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| **Achievement Categories** | **Learning Skills** |
| Knowledge / Understanding 25%  Thinking 25%  Application 25%  Communication 25% | Responsibility  Organization  Independent Work  Collaboration  Initiative  Self-regulation  Learning skills are necessary for success and affect level of achievement. They will be reported as follows:  **E – Excellent S – Satisfactory**  **G – Good N – Needs Improvement** |

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| **Attendance** |
| If you are absent on the day of a test or when an assignment is due, notify your teacher ahead of time or phone your teacher **before 8:30 am** on the day of your absence. If your teacher is unavailable then leave a message. If you do not phone and provide a valid reason for your absence a mark of **zero** may be assigned. Consequences will be determined on a case-by-case basis. |

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| **Late Policy** |
| It is the student’s responsibility to ensure that class exercises and assignments are submitted by the due date. There is a 10% mark deduction for work that is submitted late. Work submitted on or after the *Ultimate Due Date* (the date that an assignment has been marked or taken up by the teacher) may not be accepted and/or may be assigned a mark of **zero**. Typically, the *Ultimate Due Date* is when the teacher returns marked assignments to the class. |

**Notes on Assessment and Evaluation**

Students will be evaluated on the six learning skills and work habits as per Ministry Guidelines (responsibility, organization, independent work, collaboration, initiative, and self-regulation).

There will be two formal reporting periods in the semester with a numerical grade. Each mark is a cumulative mark representing the standing of the student to the date of grade reporting. Comments will be made around learning skills, and attendance and lates will be noted.

Any interim reports or letters of concern will be based on all marks earned to-date.

If a student is absent for an evaluation (test, assignment, etc.), he or she must arrange to write the test in advance. Documented explanations will be given due consideration for missed tests. It is ESSENTIAL that you communicate with me prior to the test that you will be away and to provide documentation (i.e., doctor’s note). Arrangements will be made to write a make-up test.

Homework and course review will be essential to successfully completing this course. Ample time in class is provided, but students who wish to achieve a Level 4 can expect four to six hours of homework and review each week. Additional time may be required as a result of the student's own challenges and ability to complete assignments.

Some students in this course may have special needs. If the student has any issues which could affect his or her grades, the student must see the teacher by the end of the second week of classes. The student may wish to leave the teacher a short note at the front office and a private appointment will be arranged to discuss specific needs.

**ASSESSMENT AND EVALUATION AND THE “GROWING SUCCESS” DOCUMENT**

***Questions & Answers on Late and Missed Assignments***

**The Growing Success Policy states "Individual boards will work collaboratively with their schools and communities to develop policy for dealing with late and missed assignments for evaluation for students in Grades 7 – 12, and board policy will be implemented consistently in all schools in the board. Board policy must align with the policies outlined in the present document." Pg. 44**

**Following this policy direction, Toronto District School Board undertook a consultation process and has developed**

***The Evaluation of Late and Missed Assignments (PR614).***

**1. How is student achievement evaluated?**

**Student achievement is evaluated on the basis of:**

**(1) The achievement of curriculum expectations, and**

**(2) The development of learning skills and work habits.**

**To the extent possible, the students’ achievement of curriculum expectations and development of learning skills and work habits should be evaluated and reported separately for students.**

**2. How can students be supported to submit their work on time?**

**For each evaluation, the teacher will inform students of the due date and the ultimate deadline. The ultimate deadline is the last opportunity for students to submit an assignment for evaluation.**

**The ultimate deadline is set at the teacher’s discretion; all teachers of a particular course, however, should agree upon the amount of time allowed from the due date to the ultimate deadline.**

**As always, teachers have the flexibility to use their professional judgment and consider extenuating circumstances of individual students.**

**3. For incomplete and late assignments, how is a student’s mark determined?**

**Teachers use a variety of strategies and methods for dealing with late and missed assignments such as counselling, peer tutoring, alternative assignments, and parent conferences.**

**When a significant number of strategies have been tried, marks may be deducted up to and including the full value of the assignment.**

**Mark deduction as a consequence of late and missed assignments is done only as a last resort.**

**4. What are students’ responsibilities in submitting completed assignments on time?**

**Students and their parents will be informed of the importance of timely submission of assignments and the consequences for late or nil submission of assignments early in the school year.**

**Students are responsible for providing evidence of their achievement of the overall expectations of their course in the time frame specified by their teacher(s).**

**Students should negotiate extensions prior to the assignment due date for compelling reasons or extenuating circumstances.**

**For a copy of the Procedure on Evaluation of Late and Missed Assignment PR 614:**

**Go to TDSB website at www.tdsb.on.ca, Click on "Parents" tab, Select and click on "TDSB Policies", Select and click on "Procedures".**