

INTERNATIONAL BUSINESS TERM PAPER: This assignment involves making a clear and logical international business proposition. A list of possible topics will be provided. The proposal topic must be previously approved by the instructor before going ahead on the research. Students will explore the topic in reference to assigned countries. The Term Paper will be developed through a process of drafts that build on provided analysis and feedback. **The paper should be at least 5 pages (no more than 7, typed, double spaced, with a cover page, and a list of sources cited (your references)). Please note that the cover page and list of references are not counted among the required number of pages.**

TOPICS: Exporting, Licensing, Franchising, Strategic Alliances, Joint Ventures, Foreign Direct Investment (Greenfield Investments, Wholly Owned Subsidiaries, and Acquisitions).

All good papers, presentations, or arguments have the following format: introduction that builds to a supposed thesis, reasons why the thesis is true, and a conclusion restating the thesis.

The paper has to be organized as follows:

1. Country background
2. Business proposition
 - 2.1. Reason 1
 - 2.2. Reason 2
 - 2.3. Reason 3
3. Conclusion

Do keep in mind that in your paper as opposed to this example you do NOT say, "I think" or use any other personal pronoun (I or me)! The reader knows it is your opinion.

Part I. COUNTRY BACKGROUND: Students are expected to develop a paragraph about the country background including all following items (bullet points are not accepted):

1. Name of the country	9. How would you classify its economic system?
2. Neighboring countries	10. What are the GNI, the GNI per capita PPP, the GDP, the GDP per capita PPP in years?
3. Territorial size of the country	11. Major Natural Resources
4. Size of the Population	12. What major products are exported and to which countries?
5. Type of Political System	13. What are the major imports and from which countries?
6. Who is the Prime Minister, President?	14. Member of what economic integration organizations
7. What political party is in power?	15. Name of the currency
8. Derivation of the form of law: Common, civil, other.	16. Is it freely exchanged?

Part II. BUSINESS PROPOSITION: things like "Outsourcing is beneficial" or "Offshoring is bad" or "FDI leads to economic growth" or "Russia is ripe for foreign investment" or

“India has changed its laws to increase entrepreneurship.” Your thesis must be approved by the instructor.

Part III. EVIDENCE: Outline three reasons and the evidence for your conclusion. Site your sources. Include in your evidence at least one article from a newspaper/media source in the country you have been assigned. **Do not** use the following sources **for your local media source**: AP, UPI, Financial Times, New York Times, WSJ (all editions), Deutsche Welle, Kyodo, Bloomberg, International Herald Tribune or CNN, unless you cannot find an English-language article **and have your instructor’s approval**. Critically evaluate the sources as to coverage and potential bias. The requirement is to learn about news, analysis and commentary from a local point of view, not from global news wire services. **(Your grade will be withheld unless the article is attached.)**

Part IV: CONCLUSIONS: Show that your thesis has been proved.

For example, you may describe your experience at GSU as follows:

“I am learning many interesting and potentially valuable things at GSU. My decision to attend Robinson College of Business (RCB) was an excellent choice. This is true because: (1) The M.B.A. program at the Robinson College of Business has been listed in the US News & World Report top 10 for thirteen consecutive years, which means that the faculty and program for undergraduate students is likely also very good. (2) While at RCB I also take advantage of the Georgia HOPE scholarship, an excellent way to finance a college education. (3) GSU is located in the heart of Atlanta and one of the nation's most dynamic business communities, providing students with access to and job opportunities in Fortune 500 corporations and small entrepreneurial firms that includes high tech, leading consumer and retail brand names as well as major players in international commerce. Given these important considerations I made an excellent choice when I selected Robinson for my college education.”

In this simple argument, the thesis is “My decision to attend Robinson College of Business (RCB) was an excellent choice.” The reasons that the thesis is true are, “RCB is ranked as an excellent business school, HOPE helps to pay for the education you get at RCB, and RCB is located in and well integrated into a vibrant business community offering many job opportunities.” They prove that the thesis is correct. And then finally, a restatement of the thesis is provided, “I made an excellent choice when I selected Robinson for my college education.”

In this course we use a rubric to assess your work. There are five standards that are applied to assess your critical thinking skills presented in your paper. These are: Clarity, precision, relevance, breadth, and logic.

Please keep in mind that all versions will be reviewed by the CTW GRA, and only the last version will be graded by your instructor.

Students are expected to use **at least eight references**, and to cite them using the APA style. Sources such as the World Bank and Global Edge are highly recommended.