



**Course Syllabus: MKTG 4643 – International Marketing**  
**College of Business Administration**  
**101**  
**Fall 2025**

**Contact Information**

**Classroom:** Dillard 342

**Class time:** Tuesday/Thursday 2:00 – 3:20 pm

**Instructor:** Jamie M. Chen, Ph.D., Assistant Professor of Marketing

**Office room:** Dillard 342

**Office hours:** Tuesday/Thursday 12:30 - 2:00pm; Friday 11:00am - 2:00pm (by Zoom/in-person appointment via email)

**Office phone:** (940) 397-4362

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**Course Description**

This course focuses on marketing theories and simulations with an objective of understanding international marketing behavior. This course will focus on evaluating new international market opportunities, developing market entry strategies, and regional expansion. You will learn how to manage these activities to create customer value internationally. The value creation process involves understanding customers, collaborators, competitors, and a company's own core competencies, all within the context of the social, political, economic, cultural, and regulatory environments in which the firm operates, and using this knowledge for competitive advantage and growth. Lectures, quizzes, exams, and a computer-based international marketing simulation game (CountryManager) will be used. The simulation will entail selecting a new international market for entry, establishing a brand presence in that market, and expanding into additional foreign markets. In addition to course slides, textbook chapters, and academic journal articles, you are encouraged to read relevant news about marketing and business from the Wall Street Journal, Financial Times, and The Economist.

**Textbook & Instructional Materials**

Roth, M. & Quackenbos, D. (2021). The CountryManager + Foreign Market Entry and Growth eBook and Simulations. <http://www.interpretive.com/students>

If assistance needed for the Simulations, contact the publisher at [support@interpretive.com](mailto:support@interpretive.com)

**Tutoring Assistance**

Tutoring assistance: by Zoom/in-person appointment via email

**Notice of Changes**

Changes in the syllabus, assignment, and schedule may be made at the discretion of the instructor. It is your responsibility to check notifications on [D2L](#).

## Grading

Table 1: Points allocated to each task

Tasks	Quantity	Points
Quiz	5	5*40
Exam	2	2*150
Group Project: Simulations	5	500
Total Points		1000

Table 2: Total points for final grade.

Grade	Points
A	900 and above
B	800 to 899
C	700 to 799
D	600 to 699
F	Less than 600

### Quizzes

Quizzes help students to keep up with the assigned course materials. Each quiz is worth 40 points (multiple choice and true/false questions). The 5 quizzes contribute 200 points to the final grade. You are required to take the quiz in class, no RESIT if you miss any quizzes.

### Exams

There are 2 exams for this course with 300 points in total. Each exam includes multiple choice and true/false questions. The exam covers the lecture slides and textbook chapters to help students keep up with the assigned course materials. Students are required to take the exam via [D2L](#) before the due time.

### Simulations (form a group of 2-3 students)

The main purpose of this group project is to give you a chance to apply the international marketing knowledge and skills you have learned during the class. There are 5 simulations to help students to keep up with the assigned materials. Each simulation is 100 points, and the 5 simulations are worth 500 points to the overall grade (out of 1000 points). No RESIT if any groups miss the time window of the simulations.

### Extra Credit

There are 100 bonus points to encourage interactions with the instructor in class. More details will be shared.

### Late Work

No RESIT if you miss the time window of the tasks.

### Attendance

MKTG - 4423 - 101 is an in-person course, attendance required. Campus closures have no impacts on this course schedule, and lecture videos will be available on [D2L](#).

## Tentative Course Schedule

Week	Activities	Readings/tasks
Week 1 8/25 to 8/29	Why international expansion?	Chapter 1
Week 2 9/2 to 9/5	What is international marketing?	Chapter 2 quiz 1
Week 3 9/8 to 9/12	Where to expand?	Chapter 3 quiz 2
Week 4 9/15 to 9/19	How to expand? Entry modes and channel management	Chapter 4 quiz 3
Week 5 9/22 to 9/26	How to expand? Buyers, products, services, and brands	Chapter 5 quiz 4
Week 6 9/29 to 10/3	How to expand? Pricing to capture value	Chapter 6 quiz 5
Week 7 10/6 to 10/10	Mastering the global mindset	Chapter 7
Week 8 10/13 to 10/17	Guest Lecture & Midterm Exam	
Week 9 10/20 to 10/24	Introduction to the group project	Grouping and practice
Week 10 10/27 to 10/31	Simulation 1	Group decision-making
Week 11 11/3 to 11/7	Simulation 2	Group decision-making
Week 12 11/10 to 11/14	Simulation 3	Group decision-making
Week 13 11/17 to 11/21	Simulation 4	Group decision-making
Week 14 11/24 to 11/26	Simulation 5	Group decision-making
Final Week 12/1 to 12/5	Review Class and Final Exam	

### Computer Requirements

Taking this class requires you to have access to a computer (with Internet access) to complete and upload your assignments. It is your responsibility to have (or have access to) a working computer in this class. ***\*Assignments and tests are due by the due date, and personal computer technical difficulties will not be considered reason for the instructor to allow students extra time to submit assignments, tests, or discussion postings.*** Computers are available on campus in various areas of the buildings as well as the Academic Success Center. ***\*Your computer being down is not an excuse for missing a deadline!!*** Contact your instructor immediately upon having computer trouble. If you have technical difficulties in the course, there is also a student helpdesk available to you. The college cannot work directly on student computers due to both liability and resource limitations however they are able to help you get connected to our online services. For help, log into [D2L](#).

### **Desire-to-Learn ([D2L](#))**

Extensive use of the MSU [D2L](#) program is a part of this course. Each student is expected to be familiar with this program as it provides a primary source of communication regarding assignments, examination materials, and general course information. You can log into [D2L](#) through the MSU Homepage. If you experience difficulties, please contact the technicians listed for the program.

### **Change of Schedule**

A student dropping a course (but not withdrawing from the University) within the first 12 class days of a regular semester or the first four class days of a summer semester is eligible for a 100% refund of applicable tuition and fees. Dates are published in the Schedule of Classes each semester.

### **Refund and Repayment Policy**

A student who withdraws or is administratively withdrawn from Midwestern State University (MSU) may be eligible to receive a refund for all or a portion of the tuition, fees and room/board charges that were paid to MSU for the semester. HOWEVER, if the student received financial aid (federal/state/institutional grants, loans and/or scholarships), all or a portion of the refund may be returned to the financial aid programs. As described below, two formulas (federal and state) exist in determining the amount of the refund. (Examples of each refund calculation will be made available upon request).

### **Services for Students with Disabilities**

In accordance with Section 504 of the Federal Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, Midwestern State University endeavors to make reasonable accommodations to ensure equal opportunity for qualified persons with disabilities to participate in all educational, social, and recreational programs and activities. After notification of acceptance, students requiring accommodations should make application for such assistance through Disability Support Services, located in the Clark Student Center, Room 168, (940) 397-4140. Current documentation of a disability will be required in order to provide appropriate services, and each request will be individually reviewed. For more details, please go to [Disability Support Services](#).

### **College Policies**

#### *Campus Carry Rules/Policies*

Refer to: [Campus Carry Rules and Policies](#)

#### *Smoking/Tobacco Policy*

College policy strictly prohibits the use of tobacco products in any building owned or operated by WATC. Adult students may smoke only in the outside designated-smoking areas at each location.

#### *Alcohol and Drug Policy*

To comply with the Drug Free Schools and Communities Act of 1989 and subsequent amendments, students and employees of Midwestern State are informed that strictly enforced policies are in place which prohibits the unlawful possession, use or distribution of any illicit drugs, including alcohol, on university property or as part of any university-sponsored activity. Students and employees are also subject to all applicable legal sanctions

under local, state and federal law for any offenses involving illicit drugs on University property or at University-sponsored activities.

### *Campus Carry*

Effective August 1, 2016, the Campus Carry law (Senate Bill 11) allows those licensed individuals to carry a concealed handgun in buildings on public university campuses, except in locations the University establishes has prohibited. The new Constitutional Carry law does not change this process. Concealed carry still requires a License to Carry permit, and openly carrying handguns is not allowed on college campuses. For more information, visit [Campus Carry](#).

### *Active Shooter*

The safety and security of our campus is the responsibility of everyone in our community. Each of us has an obligation to be prepared to appropriately respond to threats to our campus, such as an active aggressor. Please review the information provided by MSU Police Department regarding the options and strategies we can all use to stay safe during difficult situations. For more information, visit [MSUReady – Active Shooter](#). Students are encouraged to watch the video entitled “Run. Hide. Fight.” which may be electronically accessed via the University police department’s webpage: ["Run. Hide. Fight."](#)

### **Grade Appeal Process**

Update as needed. Students who wish to appeal a grade should consult the Midwestern State University [MSU Catalog](#)

### **Student Handbook**

Refer to: [Student Handbook](#)

### **Academic Misconduct Policy & Procedures**

Academic Dishonesty: Cheating, collusion, and plagiarism (the act of using source material of other persons, either published or unpublished, without following the accepted techniques of crediting, or the submission for credit of work not the individual's to whom credit is given). Additional guidelines on procedures in these matters may be found in the Office of Student Conduct.

[Office of Student Conduct](#)