IB495 Business Study Abroad  
MBA691 Directed Study  

**INTERNATIONAL TRADE BETWEEN THE U.S. AND CHINA: THE VIEW FROM BOTH SIDES**  
Summer 2019 (with travel in May)  
Dr. Bruce L. Gordon  
brucegordon@uab.edu  
Collat School of Business, UAB  

**COURSE DESCRIPTION**  
This course will take place during the Summer semester of 2019 with travel to China from May 15 – May 30, 2019. Classes will also take place prior to travel. China is the top trading partner of the United States, and students will benefit from learning about Chinese manufacturing, trade practices and culture.  

Dr. Gordon has traveled to China multiple times and has led student groups to China on four different occasions. He has also taken student groups to Australia and New Zealand on two trips and led multiple domestic trips.  

3 credit hours, no prerequisites; Open to undergraduate and graduate students  

**LEARNING OBJECTIVES**  
Upon the successful completion of this course, students will be able to:  

- Identify the advantages and disadvantages of U.S. firms manufacturing and sourcing materials in China.  
- Analyze changing trends in China and the U.S. to better predict future trading patterns.  
- Recognize the cultural differences between citizens of the U.S. and China.  
- Adapt personal behavior to interact effectively with people from multiple cultures.  
- Communicate appropriately in a country where the primary language is not English.  
- Identify and analyze any differences in negotiating style and ethical behavior between the U.S. and China.  
- Analyze the importance of personal networks (guanxi) in Chinese business.  
- Explain the basic tools of trading and reducing risk in global business.  

**COURSE PRESENTATION**  
The course includes both classroom sessions and a two-week travel component which will include Beijing, Xi’an and Hong Kong. Classroom sessions will take place before and during the travel component of the course. Students will study language basics, Chinese culture, business practices, and Chinese history along with familiarizing themselves and conducting presentations on our travel destinations in China.
In addition to historic and cultural sites such as the Forbidden City and Great Wall, students will have the opportunity to visit multiple Chinese businesses. Previous trips have included visits to automobile manufacturers, a rare earth chemical plant, a furniture manufacturer, real estate development projects, an International Paper plant, the Port of Tianjin, U.S. Embassy and, ironically, one of the largest Bible printers in the world. Students will research the businesses they will visit prior to the trip. In addition to reading assignments and presentations prior to the trip, students will write a paper reflecting what they learned after they return.

REQUIRED MATERIALS

1. A collection of assigned articles provided by the professor.
3. Dealing with China by Paulson.

ASSESSMENT AND GRAADING

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<thead>
<tr>
<th>Component</th>
<th>Points</th>
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<tbody>
<tr>
<td>Team Research and Presentations</td>
<td>200</td>
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<tr>
<td>Pre-Travel Exam</td>
<td>200</td>
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<tr>
<td>Professionalism and Participation</td>
<td>300</td>
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<tr>
<td>Post-Trip Paper</td>
<td>300</td>
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Note: Any student missing any required business visits or activities in China will receive an automatic one letter grade reduction unless there is grave illness or an emergency of some type.

Total 1000 Points

Final grade will be determined using the following scale:

A = 900 – 1000 points
B = 800 – 800 points
C = 700 – 799 points
D = 600 – 699 points
F = 0 – 599 points
TENTATIVE TRAVEL DATES

May 15, 2019: Travel from Birmingham to Beijing, arriving on May 16.

May 20, 2019: Travel from Beijing to Xi’an

May 25, 2019: Travel from Xi’an to Hong Kong

May 30, 2019: Travel from Hong Kong to Birmingham

COURSE POLICIES

Students must apply, be accepted and pay program fees for the Education Abroad Faculty-Led Program AND register and pay tuition for the course (either IB495 or MBA691). No other students or student companions are permitted on the study tour unless he or she is a student at UAB and has met both of these requirements.

The same policies that are in effect for “regular” courses are apply to this course. This includes the following:

COLLAT SCHOOL OF BUSINESS CODES OF CONDUCT
Because this course will be partially online and some online-only students will be enrolled in the course, the codes of conduct for both the online and classroom types of courses are relevant. View the Collat School of Business Code of Professional Classroom Conduct to learn about policies regarding conduct online and in the classroom.

UAB POLICIES
While on campus for class sessions or while traveling, students are under the ethical and professional standards and policies of the The University of Alabama at Birmingham.

For details and more information, read the Policies section of the Student Handbook.

The UAB Education Abroad office provides additional policies for the conduct of students while traveling abroad. These are provided when students apply for and register for the course.