

**Cross Cultural Management**  
**247.998 and 247.009**  
**Winter Term 2023**

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**Course Objectives**

The goal of this course is to understand the nature of cross-cultural business encounters, in other words interactions between managers and subordinates, or between colleagues or business partners of different cultural backgrounds.

**Course Content and Structure**

The course covers the following topics: Introduction to culture; cultural dimensions; basic theories of cross-cultural management; and real cases.

The course takes place in three thematic blocks (two sessions for each block).

Lecture Dates: Please check KUSSS for final times and rooms.

Cross-cultural management is best learned in practice. Therefore, the course design is very interactive. Be prepared to bring your personal experience to class and share it with your classmates. Reading the required texts prior to the lecture is highly recommended for the sufficient contribution in class.

Teamwork important part of the learning process, be prepared to have teamwork in every class, and you need to prepare for the sessions with your teammates between sessions.

The teaching language is English. You are expected to attend all sessions\*, and stay for the whole duration of each session. Students who do not attend 80% of the total class time will automatically receive negative course grade. If you have scheduling conflicts, you must notify the lecturer (Dr. Henriett Primecz) at least 24 hours in advance. Absences that are not communicated with lecturers before the start of the session will not be excused. Consequently, any missed graded component in the respective session will result in a negative component grade.

**\*Important remark:** In case the course has to take place virtually or in blended learning manner, the same attendance principles are applied as described above. You will be informed upon semester start whether the classes take place in person or virtually. The schedule is fixed please find it on KUSSS. Professors are prepared to deliver material in any format.

**Requirements and Grading**

The assessment of this course is based on the following requirements:

Level	Assessment	Percentage
individual	Individual reflection paper on theories and cases discussed in class	50 %
team	One/two team assignment(s)	40 %
individual	Class participation	10 %
individual	Maximum:	100 %

For a passing grade students must obtain at least 50 per cent in each category AND at least 60 per cent of the total points. The final grade will be calculated according to the following formula: 0-59.5 (5); 60-69.5 (4); 70-79.5 (3); 80-89.5 (2); 90-100 (1).

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### Discipline Rules

As an academic institution, the Department of International Management does not tolerate any form of academic dishonesty. Plagiarism encompasses presenting as one's own the words, work, opinions, or factual information of someone else without giving that person credit, as well as borrowing the sequence of ideas, the arrangement of material, or the pattern of thought of someone else without proper acknowledgement. All discovered instances will result in an immediate decrease in grade of the assignment or exam. In severe cases, this may result in a failing grade for the assignment or exam. In addition, there will be an automatic decrease in overall grade. Consequently, this may result in the failure of the course. In the case of group work, the consequences will be extended to the entire team. For details see our code of conduct at [www.jku.at/iim](http://www.jku.at/iim).

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### Moodle support

We offer a reading package containing all preparatory readings and the case studies for this course. You are expected to read the texts for each session in advance. The reading package can be accessed on the Moodle course website prior to the beginning of the course. **Please note that there are preparatory readings already for the first course session.**

Results and feedback will be posted in Moodle. Please submit your assignments via Moodle.

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### Sustainability Policy

As a department that strives to promote environmental sustainability, we encourage you to consider the environment and refrain from printing the readings on Moodle.

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### Contact

In case of changes to the schedule or other important correspondence concerning the course, emails will be sent out via the KUSSS-system. Therefore, please ensure that your email address in the KUSSS-System is one that you are checking on a regular basis.

For questions or problems please contact:  
office\_iim@jku.at