

5.0 credits	30.0 h	2q
-------------	--------	----

Teacher(s) :	Schuilig Isabelle ;
Language :	Anglais
Place of the course	Louvain-la-Neuve
Main themes :	This course will cover the following topics : move from international marketing to global marketing, analysis of international marketing opportunities, international and global segmentation and positioning, international branding strategies, different steps of international development
Aims :	<p>The objective of this course is to tackle the strategic marketing issues that are facing local and international firms when they market their brands internationally.</p> <p>The course will help the students to 1) understand the implications of the move from international marketing to global marketing; 2) review the different international marketing strategies selected by companies when marketing their brands internationally; 3) learn how to develop a successful international marketing program. This includes deciding the right branding, product, prices, distribution and communication plans.</p> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Content :	<p>Content See scope of activity</p> <p>Methods In-class activities X0 Lectures X0 Interactive seminar X0 Problem based learning X0 Project based learning</p> <p>At home activities X0 Readings to prepare the lecture X0 Paper work X0 Students presentation</p>

<p>Other infos :</p>	<p>Prerequisites (ideally in terms of competencies) Basic marketing course</p> <p>Evaluation : Class participation, case studies</p> <p>Support : Slides provided through icampus</p> <p>References : Provided during the class</p> <p>Internationalisation  X0 CEMS course  X0 international content (does the course tackle international issues related to the course content ?)  X0 international guests  X0 international case study</p> <p>Corporate features  X0 conference  X0 case study  X0 corporate guest</p> <p>Skills  X0 presentation skills  X0 writing skills  X0 team work  X0 problem solving  X0 decision making  X0 time management  X0 project management  X0 multicultural work</p>
<p>Cycle and year of study :</p>	<p><a href="#">&gt; Master [120] in Management</a>  <a href="#">&gt; Master 120 of arts in Business engineering</a>  <a href="#">&gt; Master [120] in Business Engineering</a></p>
<p>Faculty or entity in charge:</p>	<p>CLSM</p>