





5 crédits	30.0 h	Q1
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Enseignants	Jupsin Thierry ;
Langue d'enseignement	Anglais
Lieu du cours	Louvain-la-Neuve
Préalables	Introduction to Marketing
Thèmes abordés	<p>Building on the fundamental marketing concepts, this course will examine the specificities of operating a business in an international context. Globalization has first led companies to standardize their marketing strategies across countries. Yet, more recently, some of them have discovered the limits of an excessive standardization and are now developing global marketing that take local specificities into account.</p> <p>The objectives of this course are to:</p> <ol style="list-style-type: none"> <li>1) Examine how small and bigger companies develop marketing strategies on international markets.</li> <li>2) Understand the importance of cultural differences when building a brand strategy in a globalized world.</li> </ol>
Acquis d'apprentissage	<p><b>On successful completion of this program, each student will acquire the following skills :</b></p> <ul style="list-style-type: none"> <li>• Action-orientation, implementing solutions in context based on analysis and diagnosis</li> <li>• Problem-solving orientation, through knowledge activation and application</li> <li>• Pragmatism and risk-evaluative mindset when developing and implementing new product/service idea</li> <li>• Understanding of a situation in its local and international socio-economic context and detection of strategic issues of operational problems and solutions</li> <li>• Leadership and teamworking</li> </ul> <p><b>The course will help students to :</b></p> <ol style="list-style-type: none"> <li>1. Study the latest evolution and changes of international marketing</li> <li>2. Understand how to approach the different cultures in a globalized world</li> <li>3. Learn how to realize an international marketing plan</li> </ol> <p>-----</p> <p><i>La contribution de cette UE au développement et à la maîtrise des compétences et acquis du (des) programme(s) est accessible à la fin de cette fiche, dans la partie « Programmes/formations proposant cette unité d'enseignement (UE) ».</i></p>
Modes d'évaluation des acquis des étudiants	<p><b>Continuous assessment</b></p> <p>Group work to hand out during Q1P2 (19/11 – 3/12).              Quiz on conference content.              Case study preparation during the four-week course.</p> <p><b>Examination in session</b></p> <p>January: Writing on the whole course material (60%), group project (30%), and 4 quizzes (10%).              If one of the three part of the evaluation process is not completed, students do to respect the course requirement and will be given an "Absent" for the first and second session.              September: Written or oral exam on the whole course material. Students <u>keep</u> the grade attributed for the group project and quizzes.</p>
Méthodes d'enseignement	Lectures, case studies, conferences , videos and a group project linked to a real company problem.
Contenu	<p>Building on the fundamental marketing concepts, this course will examine the specificities of operating a business in an international context.</p> <p>Globalization has first led companies to standardize their marketing strategies across countries. Yet, more recently, some of them have discovered the limits of an excessive standardization and are now developing global marketing that considers local specificities.</p> <p>The objectives of this course are twofold:</p> <ol style="list-style-type: none"> <li>1. Examine how small and bigger companies develop marketing strategies on international markets.</li> <li>2. Understand the importance of cultural differences when building a brand strategy in a globalized world.</li> </ol>
Ressources en ligne	Download teaching slides and case studies via Moodle

Bibliographie	KEEGAN WJ and GREEN MC (2004), Global Marketing Management, Prentice Hall series in Marketing International Edition, 9th Edition.
Autres infos	See detailed information on Moodle (LLSMS2002 – International Marketing, P. T. Jupsin)
Faculté ou entité en charge:	CLSM

<b>Programmes / formations proposant cette unité d'enseignement (UE)</b>				
Intitulé du programme	Sigle	Crédits	Prérequis	Acquis d'apprentissage
Master [60] en sciences de gestion	GESM2M1	5		
Master [120] en ingénieur de gestion	INGM2M	5		
Master [120] en sciences de gestion	GEST2M	5		
Master [120] en sciences de gestion	GESM2M	5		
Master [120] en ingénieur de gestion	INGE2M	5		