

# International Business & Politics Honors Overview

Content Area: **Computer Science & Business**  
Course(s): **INTERNATIONAL BUSINESS AND POLITICS H**  
Time Period:  
Length: **90 Days**  
Status: **Published**

## **Cover**

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### **EAST BRUNSWICK PUBLIC SCHOOLS**

**East Brunswick New Jersey**

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Course Adoption: 1/21/1999

Curriculum Adoption: 1/21/1999

Date of Last Revision Adoption: 9/1/2017

## **Course Overview**

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## DESCRIPTION OF INSTRUCTION

International Business and Politics is an honors weighted semester course offered to students in the 10th, 11th, and 12th grades who are interested in global economics and international trade. Course content will include the study of international business structures, global trade patterns, political and cultural influences on the business climate, trading blocs, trade agreements and disagreements, international finance, commodities exchanges, foreign exchange, customs, tariffs, and taxes, telecommunications and technology, and the geography of global resource allocation and use. Computer research will assist students in solving problems, cases, and simulations associated with the complex world of global trade and economic interdependence.

## COURSE SCOPE AND SEQUENCE

Sequential Unit Description	Other Pacing Guide References	Proficiency (Summative) Assessments
Unit 1 - Review Importance of International Trade		<ul style="list-style-type: none"><li>• Completion of course contracts</li><li>• Securing a folder for handouts</li><li>• Completion of course notes</li><li>• Successful completion of react questions</li><li>• Closure Activities</li><li>• Homework handouts</li><li>• Chapter questions</li><li>• Objective Unit Quiz</li></ul>
<ul style="list-style-type: none"><li>• Introduction to course</li><li>• International business climate</li><li>• What goes into business transactions</li><li>• Business Structures</li><li>•</li></ul>	5	
Unit 2 - Examine Key Economic Indicators, Factors of Production, and Comparative Economic Systems		<ul style="list-style-type: none"><li>• Completion of course notes</li><li>• Successful completion of react questions</li><li>• Closure</li></ul>
<ul style="list-style-type: none"><li>• Federal Reserve's 12 Economic Indicators</li></ul>	4	

- Land, Labor, and Capital
- Capitalism, Socialism, Communism, and mixed economic systems
- Historical role of trade, mercantilism, and triangular trade

### Unit 3 - Structures of International Business

- Levels of Corporate Structures corporations
- Multi-national corporations and their impact on global trade

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### Unit 4 - International Trade Project

- Process of Importing Goods into the United States
- Product Selection according to current market trends and consumer demand
- Project parameters and student choice of position in either marketing, finance, legal, or transportation groups
- Creating a corporation, obtaining permits and licenses, arranging to purchase a foreign made item.
- Shipping, warehousing, and transporting the

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### Activities

- Chapter questions
- Objective chapter test
- Completion of course notes
- Successful completion of react questions
- Closure Activities
- Homework handouts
- Chapter questions
- Objective Chapter Quiz
- Completion of course notes
- Successful completion of react questions
- Closure Activities
- Participation in Port Authority of NY/NJ Portsport Game
- Import Company project presentation to class

product to the retail store

- Selling the product to the consumer.

#### Unit 5 - Cultural Influences on International Business

- Behaviors in international trade such as meeting, dress, greeting, thanking and dining etiquette
- Role-play of acceptable business behavior
- Cultural norms and accepted behavior in international trade
- Cultural barriers to international trade.

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- Completion of course notes
- Successful completion of react questions
- Closure activities
- Homework handouts
- Chapter questions
- Objective chapter quiz

- Completion of course notes

#### Unit 6 - Theories of International Trade

- Comparative Advantage Theory
- Absolute Advantage Theory
- Product Life Cycle Theory
- Balance of Trade

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- Successful completion of react questions
- Closure activities
- Chapter questions
- Objective Chapter Test

#### Unit 7 - Barriers to International Trade

- Embargoes, tariffs, and quotas.
- Political Trade Wars.
- Labor Unions and Protectionism.

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- Completion of course notes
- Successful completion of react questions
- Closure activities

- Protecting “pet” industries for political gain.

- Homework handouts
- Chapter questions
- Objective chapter quiz

## Unit 8 - Construction of Free Trade Zones/Trading Blocs

- Historical Perspective of Trading Associations
- Creation of modern trade blocs
- Political advantages and disadvantages of joining trade blocs
- Relevance of modern trade blocs such as NAFTA and CAFTA

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- Completion of course notes
- Successful completion of react questions
- Closure activities
- Chapter questions
- Homework handouts
- Objective chapter quiz

## Unit 9 - Financing International Trade

- Foreign Currency Exchange
- Obtaining Capital
- Role of Customs on International Business
- Taxes including VAT, Excise, and Sales
- Role of E-Commerce on international trade transactions and logistics.

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- Completion of course notes
- Successful completion of react questions
- Closure activities
- Homework handouts
- Objective chapter test

## Unit 10 - Transporting Goods

- Triangular Trade Routes
- Transportations Routes for International Commerce

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- Completion of course notes
- Successful completion of react questions
- Closure

- Transporting Packages in International Business

## Activities

- Chapter questions
- Objective chapter quiz

## Unit 11 - Global Security

- The impact of terror attacks on American business
- United States Department of Homeland Security and its agencies with regard to protecting the United States from terror

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- Protecting major economic and landmark targets from future terror attacks

- Working model of security for such targets

- Completion of course notes
- Successful completion of react questions
- Closure activities
- Terrorism Project Papers

## Unit 12 - Intellectual Property and Global Business

- Intellectual property and its impact on the global economy.
- Counterfeiting, bootlegging, and piracy and the effects on the entrepreneur/creator.
- Current methods and measures to counter global intellectual property theft.
- The morality on individual violations of software and music property rights.
- Current intellectual property disputes and their effect on international trade.

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- Completion of course notes
- Successful completion of react questions
- Closure Activities
- Homework handouts
- Objective Chapter Quiz

## Unit 13 - Resolution of Trade Disputes

- Resolution of Bilateral trade disputes
- Roles of private business and government in resolving trade disputes
- Historical evolution of multi-lateral trade agreements and trading blocs

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- Completion of course notes
- Successful completion of react questions
- Closure activities

- Effectiveness of the World Trade Organization (WTO)
- Classroom simulation of trade dispute resolution into involving the World Trade Organization

- Chapter questions
- Homework handouts
- Objective Chapter Quiz
- Objective Chapter Test

#### Unit 14 - Role of Labor (National/International)

- The relative current strength of labor unions both home and abroad
- Key and current violations of child labor conventions

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- Current trends in the United States labor market

(Re: privatization and illegal immigrant workers)

- Ideal union/management relationship in a global economy

- Completion of course notes
- Successful completion of react questions
- Closure activities
- Chapter questions
- Objective chapter quiz

#### Unit 15 - World Financial Markets

- Global abandonment of the Gold Standard
- Relative strengths and weakness of currencies to the U. S. dollar
- Historical development of the European Monetary Union
- Factors that affect the value of currency both home and abroad

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- Completion of course notes
- Successful completion of react questions
- Closure activities
- Homework handouts
- Chapter questions
- Objective chapter test

- Exchange rates of various foreign currencies
- Foreign currency trading and speculation.

#### Unit 16 - Privatization versus Nationalization of Economic Assets

- Bilateral trade dispute case studies
- The roles of private business and government in resolving trade disputes
- Historical evolution of multilateral trade agreements and trading blocs

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- Completion of course notes
- Successful completion of both workbook exercises and chapter problems
- Homework handouts
- Objective chapter quiz

#### Unit 17 Impacts of Global Trade on the Environment

- Impacts of industrialization of the developing world on the local and global environments
- Political aspects of a changing global environment and protocols such as CAPTRADE
- Analyze political and economic consequences of adherence to the Copenhagen and Kyoto Treaty protocols

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- Completion of course notes
- Successful completion of both workbook exercises and chapter problems
- Homework handouts

#### Unit 18 Global Financial Crises

- Historical development of various sources of foreign aid
- Reasons for the creation of the International Monetary Fund

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- Completion of course notes
- Successful completion of both workbook exercises and chapter problems
- Homework handouts
- Objective



- Methods of IMF financial assistance
- Case studies of recent IMF intervention in global economic crises
- National sovereignty and its application to decisions of the IMF
- Model IMF classroom simulation using current world financial crises.

#### Unit 19 Sustainable Economic Development

- Economic patterns of the 3rd World in terms of resource allocation and use
- Change in the western industrialized countries from manufacturing/industrial to a service economy
- The creation and the World Bank and other developmental agencies
- Effectiveness of the World Bank in creating sustainable economic growth in developing countries
- Classroom simulation using current or fictitious World Bank projects
- Ethical value of sustainable economic growth in the 3rd world at the expense of the human rights of indigenous or native peoples, the environment, political structures, and family and cultural values
- Completion of course notes
- Successful completion of react questions and closure activities
- Participation in the Global Sustainable Economic Summit.

- Work in conjunction with students from other schools, in an interactive Internet-based simulation/game that promotes global awareness in economic/business issues

## CONTENT FOCUS AREA AND COURSE NAME

**Course Name: International Business and Politics - #1440**

Course Number	School Numbers	Course Level	Grads(s)	Credits	Min. Per Week	Elective/Required	Initial Course Adopted
1440	050	H	10-12	2.50	210	E	01/21/99

## Textbooks and Other Resources

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### Textbook

Business in a Global Economy, 1996, Les Dlabay and James Scott, South-Western Educational Publishing.

## Standards

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9.3.12.FN-BF.1	Describe and follow laws and regulations to manage business operations and transactions in corporate finance.
9.3.12.FN-BF.2	Manage the use of financial resources to ensure business stability.
9.3.12.FN-BF.3	Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop in a corporate finance career.
9.3.12.FN-BF.4	Employ risk-management strategies and techniques in corporate finance to minimize business loss.
CRP.K-12.CRP1	Act as a responsible and contributing citizen and employee.
CRP.K-12.CRP2	Apply appropriate academic and technical skills.
CRP.K-12.CRP5	Consider the environmental, social and economic impacts of decisions.
CRP.K-12.CRP6	Demonstrate creativity and innovation.
CRP.K-12.CRP7	Employ valid and reliable research strategies.
CRP.K-12.CRP8	Utilize critical thinking to make sense of problems and persevere in solving them.

## **Grading and Evaluation Guidelines**

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### **GRADING PROCEDURES**

In terms of proficiency level the East Brunswick grades equate to:

- A    Excellent - Advanced Proficient
- B    Good Above Average - Proficient
- C    Fair - Proficient
- D    Poor - Minimally proficient
- F    Failing - Partially Proficient

### **COURSE EVALUATION**

Each quarter students will be evaluated with tests and programming assignments using a total point basis to determine the quarter average. The semester/course average will be a weighted average of the 2 quarter averages (40% each) and a final exam (20%); in a full year course, each quarter is worth 20% of a student's final grade and each exam (midterm & final) is worth 10% of the student's final grade.

Course achievement will be evaluated based on the percent of all pupils who achieve the minimum level of proficiency (final average grade) in the course. Student achievement levels above minimum proficiency will also be reported. Final grades, and where relevant mid-term and final exams, will be analyzed by staff for the total cohort and for sub-groups of students to determine course areas requiring greater support or modification.

The following evaluation procedures will be employed to determine student performance.

Quizzes 10%

Tests 20%

Class Participation 20%

Classwork and Homework 20%

Projects and Simulations 30%

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### **Other Details**

**12056 International Business and Marketing**

International Business and Marketing courses examine business management and administration in a global economy. Topics covered in this course typically include the principles and processes of export sales, trade controls, foreign operations and related problems, monetary issues, international business and policy, and applications of doing business in specific countries and markets.