

Course unit description

Course unit title	Course unit code
Cross-cultural management	

Lecturer(s)	Department where the course unit is delivered
Coordinator: Prof. dr. Danuta Diskienė Other lecturers:	Faculty of Economics

Cycle	Level of course unit	Type of the course unit
Second		Optional

Mode of delivery	Semester or period when the course unit is delivered	Language of instruction
Face to Face	Spring semester	Lithuanian

Prerequisites
Management, Marketing, Micro Economics, International Economics

Number of ECTS credits allocated	Student's workload	Contact hours	Individual work
5	136	48	88

Purpose of the course unit: programme competences to be developed		
<p>Generic competences to be developed: ability analyse and systematise information and to think abstract.</p> <p>Subject-specific competences to be developed</p> <ul style="list-style-type: none"> - ability to analyse, summarise and use theoretical information about cultural differences in international business environment - ability to imply knowledge for solving problems while working in the multicultural groups 		
Learning outcomes of the course unit	Teaching and learning methods	Assessment methods
Students will know how cultural differences impact international business environment and will understand the necessity of cross-cultural competency development	Lecturing, students presentations, class and group discussions, case studies, simulation game	Tests with closed and open-ended questions
Students will master and be able critically evaluate theoretical knowledge and concrete cultural orientations models		Tests with closed and open-ended questions, evaluation of a student performance in analysis and discussions
Students will be able to analyze national culture's impact on companies management in different countries		Evaluation of student performance in analysis and argumentation during class discussions
Students will be able to prepare for cross-cultural negotiations and take part in it		
Students will be able to imply cross-cultural management knowledge working in the multicultural groups		

Course content: breakdown of the topics	Individual work: time and assignments
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	Lectures	Tutorials	Seminars	Laboratory work	Internship/work placement	Contact hours	Individual work	Assignments
1. Introduction into cross-cultural management	2					2	4	Reading of assigned scientific literature
2. The impact of culture on international business and management	2		2			4	6	Reading of assigned scientific literature
3. The meaning of culture	2					2	4	Reading of assigned scientific literature
4. Frameworks for examining cultures and their relationship with business activity	4		2			6	12	Reading of assigned scientific literature, case study
5. The model of key cultural orientations	4		2			6	12	Reading of assigned scientific literature, case study
6. Dominant cultural orientations in different regions of the world and their impact on companies management	8		2			10	16	Reading of assigned scientific literature, development of presentations
7. Cross-cultural communication	2		2			4	8	Reading of assigned scientific literature, development of presentations
8. Cross-cultural negotiations	4		2			6	10	Reading of assigned scientific literature, case study
9. Cross-cultural leadership and motivation	2		2			4	8	Reading of assigned scientific literature, case study
10. Managing multicultural teams	2		2			4	8	Reading of assigned scientific literature, case study
Total	32		16			48	88	

Assessment strategy	Weight %	Deadline	Assessment criteria
Midterm test	20	After first 5 topics	14 closed-ended questions (valued 1 point each) and 3 open-ended questions (values 2.0 points each)
Practical assignments (exercises and group presentations), case study	30	During the semester	15 %: develop presentation and is active in discussions 15 %.: is active in case analysis and other practical assignments, participate in simulation game
Final test (exam)	50	January	17 closed-ended questions (valued 1 point each) and 4 open-ended questions (values 2.0 points each). The final grade consists of the percentage sum of the two tests and in-class performance: 95-100% - 10 85-94% - 9 75-84% - 8 65-74% - 7 55-64% - 6 45-54% - 5 less than 45% - unsatisfactory (4, 3, 2, 1).

Author	Publis	Title	Issue No or	Publishing house
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	hing year		volume	or Internet site
Required reading				
Browaeys M-J., Price R.	2008	Understanding cross-cultural management		Pearson Education
Schneider S., Barsoux J.	2003	Managing across cultures		Pearson Education
Steers R., Sanchez-Runde C., Nardon L.	2010	Management across cultures: Challenges and strategies.		Cambridge University Press
Optional reading				
Mead R., Andrews T.	2010	International Management. Cross-Cultural Dimensions.		Blackwell Publ.
Deresky H.	2006	International management: managing across borders and cultures		Prentice Hall
Thomas D.	2008	Readings and cases in international management: a cross-cultural perspective		Sage Publications
Su kursu susiję straipsniai				Elektroniniai šaltiniai: Cross-Cultural Management: An International Journal. www.emeraldinsight.com International Journal of Cross Cultural Management. www.sagepublications.com