SUBJECT (MODULE) DESCRIPTION

Subject name	Code
Cross-cultural management	

Staff	Faculty
Coordinator(s): Prof. dr. Danuta Diskienė **Others:**	Faculty of Economics

Study cycle	Type of study
Second	Elective

Form of implementation	Period of implementation	Language of instruction
Classroom	Spring semester	English

Requirements for student	
Prerequisites: Management	**Additional requirements (if any):**

Number of ECTS credits	Student's workload	Contact hours	Individual work
5	125	24	101

Aim of the course: competency development
Generic competences to be developed: - ability analyse and systematise information and to think abstract. *Subject-specific competences to be developed* - ability to analyse, summarise and use theoretical information about cultural differencies in international business environment - ability to imply knowledge for solving problems while worki-ng in the multicultural groups

Learning outcomes	Teaching 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		

Subject themes	Contact / Individual work: time and assignments								
	Lectures	Tutorials	Seminars	Practical classes	Laboratory work	Practice	Contact hours	Individual work	Assignments
The impact of culture on international business and management	2						2	10	Reading of assigned scientific literature
Frameworks for examining cultures and their relationship with business activity	2		2				4	20	Reading of assigned scientific literature, case study
Integrated model of key cultural orientations	2		2				4	10	Reading of assigned scientific literature, case study
Dominant cultural orientations in different regions of the world and their impact on business management	4		2				6	21	Reading of assigned scientific literature, development of presentations
Management and organizations in different cultural regions	2						2	10	Reading of assigned scientific literature, case study
Cross-cultural communication and negotiation	2						2	10	Reading of assigned scientific literature, development of presentations
Cross-cultural leadership and motivation	2						2	10	Reading of assigned scientific literature, case study
Managing multicultural teams	2						2	10	Reading of assigned scientific literature
Total	**18**		**6**				**24**	**101**	

Assessment strategy	Share in %	Time of assessment	Assessment criteria
Practical assignments (exercises and group presentations), case study.	40	During the semester	20 %: develop presentation and is active in discussions 20 %.: is active in case analysis and other practical assignments, participate in a simulation game
Final test (exam)	60	End of the class	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	Published in	Title	Issue No. or Volume	Publishing house 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
Supplementary 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
Adler N.	2002	International Dimensions of Organizational Behaviour. 2nd ed.		Boston: Kent publishing company
Thomas D.	2008	Readings and cases in international management: a cross-cultural perspective		Sage Publications