



**Universitas Negeri Surabaya
Faculty of Economics and Business
Bachelor of Management Study Program**

Document Code

SEMESTER LEARNING PLAN

Courses	CODE	Course Family	Credit Weight			SEMESTER	Compilation Date
International Business	6120103027	Compulsory Study Program Subjects	T=3	P=0	ECTS=4.77	3	June 1, 2023
AUTHORIZATION	SP Developer	Course Cluster Coordinator			Study Program Coordinator		
	Muhammad Rizky Ramadhan, BBus., MITHM	Dr. Nadia Asandimitra, S.E., M.M			Yuyun Isbanah, S.E., M.SM.		

Learning model	Case Studies																																																																																			
Program Learning Outcomes (PLO)	PLO study program that is charged to the course																																																																																			
	Program Objectives (PO)																																																																																			
	PO - 1 C4. Students are able to explain in detail the theories of international business.																																																																																			
	PO - 2 P5. Students are able to solve international business cases well																																																																																			
	PO - 3 A5. Students are able to show the character of Resilient, Collaborative, Adaptive, Innovative, Inclusive, Entrepreneurial in managing business globally																																																																																			
	PLO-PO Matrix																																																																																			
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PO Matrix at the end of each learning stage (Sub-PO)																																																																																				
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Short Course Description This course contains the concept of international business and the development of world markets, the terms, systems and methods used in international trade, the scope and environment of international trade, international business management systems, international business operations management systems and the use of payment instruments in completing trade between countries. . The learning method used is a combination of lecture methods, group discussions, and questions and answers at each meeting per subject.

References

Main :

- Griffin W., Pustay & Michael W. 2020. International Business a Managerial Perspective Ninth Edition. United States: Pearson Education.
- Katsioloudes, Marios L. & Spyros Hadjidaki. 2007. International Business a Global Perspective. Elsevier: United Kingdom
- Ball, Donald A. dkk. 2005. Bisnis Internasional, Buku 1 dan 2 Edisi 9. Jakarta: Salemba Empat.

Supporters:

- Rudy, May. 2002. Bisnis Internasional. Bandung: Refika.

Supporting lecturer

Prof. Dr. Sri Setyo Iriani, S.E., M.Si.
 Dr. Harlina Meidiaswati, S.E., M.Si.
 Dr. Nadia Asandimitra Haryono, S.E., M.M.
 Dr. Yessy Artanti, S.E., M.Si.
 Nindria Untarini, S.E., M.Si.
 Tias Andarini Indarwati, S.E., M.M.
 Fandi Fatoni, S.Pd., M.SM.
 Muhammad Rizky Ramadhan, BBus., MITHM.
 Bima Yatna Anugerah Ramadhani, B.Ba., M.M.

Week-	Final abilities of each learning stage (Sub-PO)	Evaluation		Help Learning, Learning methods, Student Assignments, [Estimated time]		Learning materials [References]	Assessment Weight (%)
		Indicator	Criteria & Form	Offline (offline)	Online (online)		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	understand the Characteristics of International Business and International Markets	1.1.1. Able to discuss the characteristics and scope of international business 1.4. Be able to mention ways to enter the foreign market 2.1.2. Able to understand the historical development of international business 3.1.3. Able to describe the impact of dynamic growth and the size of international trade and foreign investment	Criteria: Criteria: Review Questions Form of Assessment : Participatory Activities	discussion, case study Google meet (presentation of material), Google classroom (assignment) Assignment Sheet 1 3 X 50		Material: Characteristics of International Business and International Markets Reference: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i>	2%
2	Able to explain the importance of cooperation between government organizations in the international environment	1. Identify and describe forms of government organizations 2. Explain the strengths of government organizations in international business	Criteria: Criteria: Review Questions Form of Assessment : Participatory Activities	discussion, case study Google meet (material presentation), Google classroom (assignment) Assignment Sheet 2 3 X 50		Material: Legal, Technological, Accounting, and Political Environments Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i>	3%
3	Able to describe ethics and responsibility in the context of international business	1.3.1. Able to describe the nature of ethics I 2.3.2. Able to discuss ethics in cross-cultural and international contexts 3.3.3. Able to identify key elements in managing ethical behavior	Criteria: Criteria: - Review Questions - Questions for Discussions Form of Assessment : Participatory Activities	discussion, case study Google meet (material presentation), Google classroom (assignment) Assignment Sheet 3 3 X 50		Material: Ethics and Social Responsibility in International Business Reference: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i>	4%

4	Able to describe ethics and responsibility in the context of international business	1.4.1 Able to identify basic areas of social responsibility 2.4.2 Able to discuss how organizations manage social responsibility	Criteria: - Answer briefly the review questions given. - Express opinions accompanied by appropriate reasons to answer Questions for Discussions Form of Assessment : Participatory Activities	discussion, case study Google meet (material presentation), Google classroom (assignment) Assignment Sheet 4 3 X 50		Material: Ethics and Social Responsibility in International Business Reference: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i>	4%
5	Able to understand the role of international trade and investment	1.1. Explain the reasons for conducting international trade 2.2. Explain classical country-based international trade theory 3.3. Describe the use of modern company-based international trade theory for global strategy in business	Criteria: 1.Criteria: - Review Questions - Questions for Discussions 2.Technique: - Answer briefly the review questions given. - Express opinions accompanied by appropriate reasons to answer Questions for Discussions Form of Assessment : Participatory Activities	1. Question and answer method 2. Discussion method 3. Reading literature and listening to student discussion explanations, case study Google meet (material presentation), Google classroom (assignment) 3 X 50		Material: International Trade and Investment Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i>	4%
6	Able to understand the role of international trade and investment discussion, case study Google meet (material presentation), Google classroom (assignment) Assignment Sheet 6	1.6.1. Able to describe forms of international investment 2.6.2. Able to explain the importance of direct investment	Criteria: 1.Criteria: - Review Questions - Questions for Discussions 2.Technique: - Answer briefly the review questions given. - Express opinions accompanied by appropriate reasons to answer Questions for Discussions Form of Assessment : Participatory Activities	Question and answer method Discussion method 3 X 50		Material: International Trade and Investment Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i>	4%

7	Be able to explain how the current monetary system is based on inter-governmental cooperation	<p>1.7.1. Explains the development of the formation of the world monetary system from the end of WWII to the present</p> <p>2.7.2. Be able to explain balance sheet equilibrium and disequilibrium</p> <p>3.7.3. Able to identify the main foreign exchange exchanges in the world and understand changes in foreign exchange exchanges</p> <p>4.7.4. Be able to describe the conflict between central foreign exchange reserve assets in the national currency of the US dollar and the reasons for this as well as the use of SDR</p> <p>5.7.5. Able to identify the advantages and disadvantages of adopting industrial policy</p> <p>6.7.6. Able to analyze the role of domestic politics in formulating international trade policies</p> <p>7.7.7. Able to explain techniques to promote international trade</p>	<p>Criteria:</p> <p>1.Criteria: - Review Questions - Questions for Discussions</p> <p>2.Technique: - Answer briefly the review questions given. - Express opinions accompanied by appropriate reasons to answer Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	1. Question and answer method 2. 3 X 50 assignment method	<p>Material: The International Monetary System and the Balance of Payments</p> <p>References: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	4%
8	MIDDLE SEMESTER EXAMINATION (UTS)		<p>Form of Assessment : Test</p>	3 X 50		20%

9	Able to explain the formulation of national trade policies and international cooperation	<p>1.9.1. Discuss the challenges in international business</p> <p>2.9.2. Explain the steps in the global strategic planning process</p> <p>3.9.3. Understand the purpose of vision statements, missions, goals, objectives, and strategies as well as organizational forms</p> <p>4.9.4. Understand: visionary leadership, management leadership, strategic leadership and be able to explain the differences between managers and leaders</p>	<p>Criteria:</p> <p>1.Criteria: - Questions for Discussions</p> <p>2.Technique: - Express opinions accompanied by appropriate reasons to answer Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Discussion Method2. Discussion assignments , case studies Google meet (material presentation), Google classroom (assignments)</p> <p>Assignment sheet 8</p> <p>discussions, case studies Google meet (material presentation), Google classroom (assignments) 3 X 50</p>		<p>Material: International Strategic Management</p> <p>Bibliography: Griffin W., Pustay & Michael W. 2015. <i>International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	3%
10	Understand and explain international corporate cooperation	<p>1.10.1. Understand international corporate cooperation</p> <p>2.10.2. Able to explain the benefits of strategic alliances</p> <p>3.10.3. Explain the weaknesses of strategic alliances</p>	<p>Criteria:</p> <p>1.Criteria: - Questions for Discussions</p> <p>2.Technique: - Express opinions accompanied by appropriate reasons to answer Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Discussion method 2. Discussion lecture method, case study Google meet (material presentation), Google classroom (assignment)</p> <p>Assignment Sheet 9 3 X 50</p>		<p>Material: Formulation of National Trade Policies</p> <p>Bibliography: Griffin W., Pustay & Michael W. 2015. <i>International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	3%
11	Understand and explain international corporate cooperation	<p>1.11.1. Explain the nature of international organizational design</p> <p>2.11.2. Explain global organizational design</p> <p>3.11.3. Understand issues in global organizational design</p> <p>4.11.4. Explain the function of control in international business</p>	<p>Criteria:</p> <p>1.Criteria: - Questions for Discussions</p> <p>2.Technique: - Express opinions accompanied by appropriate reasons to answer Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Lecture method 2. Question and answer method discussion, case study Google meet (material presentation), Google classroom (assignment)</p> <p>Assignment Sheet 10 3 X 50</p>		<p>Material: International Strategic Alliances</p> <p>Bibliography: Griffin W., Pustay & Michael W. 2015. <i>International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	3%

12	Explains how to assess and analyze international markets, as well as explore ways in which international marketing differs from domestic marketing	<p>1.12.1. Able to explain the environment, indicators and international market factors as well as estimate market demand and market groups</p> <p>2.12.2. Able to explain the differences between domestic marketing and international marketing, international marketing mix standards, and international marketing mix strategies</p>	<p>Criteria: Criteria: - Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Lecture2. Discussion3. Discussion assignment , case study Google meet (presentation of material), Google classroom (assignment)</p> <p>Assignment Sheet 11 3 X 50</p>		<p>Material: International Marketing Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	4%
13	Able to understand and explain how operations in international organizations include international supply chain management	<p>1.13.1. Able to explain the nature of global operational management</p> <p>2.13.2. Be able to explain five global sourcing arrangements and their additional costs</p> <p>3.13.3. Able to explain manufacturing systems and global supply chain management</p>	<p>Criteria: 1.Criteria: - Questions for Discussions 2.Technique: Express opinions accompanied by appropriate reasons to answer Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Tasks2. Discussion, case study Google meet (material presentation), Google classroom (assignment)</p> <p>Assignment Sheet 12 3 X 50</p>		<p>Material: International Operations Management Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	4%
14	Able to understand and explain how to manage human resources in international business	<p>1.Explain regional and cultural differences in labor conditions</p> <p>2.Explain the nature of HR management</p> <p>3.Explains how the workforce recruitment and selection system works in global companies</p> <p>4.Understand the forms of training and development programs in global companies</p> <p>5.Explains what the compensation package is for foreign workers</p> <p>6.Explain the process of retention and turnover of foreign workers</p>	<p>Criteria: 1.Criteria: - Questions for Discussions 2.Technique: Express opinions accompanied by appropriate reasons to answer Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Discus i2. Questions and Answers 3. Discussion assignment, case study Google meet (presentation of material), Google classroom (assignment)</p> <p>Assignment Sheet 13 3 X 50</p>		<p>Material: International Human Resource Management and Labor Relations Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	4%

15	Able to understand foreign exchange and international financial markets	<p>1.15.1. Able to describe the demand and supply of foreign exchange prices</p> <p>2.15.2. Be able to discuss the role of international banks in foreign markets</p> <p>3.15.3. Able to use spot and forward markets in conducting international transactions</p> <p>4.15.4. Be able to explain the role of market arbitrage in the foreign exchange market</p>	<p>Criteria: Criteria: - Questions for Discussions</p> <p>Form of Assessment : Participatory Activities</p>	<p>1. Discussion 2. Questions and Answers 3 X 50 Demonstration</p>		<p>Material: Foreign Exchange and International Financial Markets</p> <p>Bibliography: <i>Griffin W., Pustay & Michael W. 2015. International Business a Managerial Perspective Eighth Edition. United States: Pearson Education.</i></p>	4%
16	FINAL SEMESTER EXAMINATION (UAS)		<p>Form of Assessment : Test</p>	3 X 50			30%

Evaluation Percentage Recap: Case Study

No	Evaluation	Percentage
1.	Participatory Activities	50%
2.	Test	50%
		100%

Notes

- Learning Outcomes of Study Program Graduates (PLO - Study Program)** are the abilities possessed by each Study Program graduate which are the internalization of attitudes, mastery of knowledge and skills according to the level of their study program obtained through the learning process.
- The PLO imposed on courses** are several learning outcomes of study program graduates (CPL-Study Program) which are used for the formation/development of a course consisting of aspects of attitude, general skills, special skills and knowledge.
- Program Objectives (PO)** are abilities that are specifically described from the PLO assigned to a course, and are specific to the study material or learning materials for that course.
- Subject Sub-PO (Sub-PO)** is a capability that is specifically described from the PO that can be measured or observed and is the final ability that is planned at each learning stage, and is specific to the learning material of the course.
- Indicators for assessing** ability in the process and student learning outcomes are specific and measurable statements that identify the ability or performance of student learning outcomes accompanied by evidence.
- Assessment Criteria** are benchmarks used as a measure or measure of learning achievement in assessments based on predetermined indicators. Assessment criteria are guidelines for assessors so that assessments are consistent and unbiased. Criteria can be quantitative or qualitative.
- Forms of assessment:** test and non-test.
- Forms of learning:** Lecture, Response, Tutorial, Seminar or equivalent, Practicum, Studio Practice, Workshop Practice, Field Practice, Research, Community Service and/or other equivalent forms of learning.
- Learning Methods:** Small Group Discussion, Role-Play & Simulation, Discovery Learning, Self-Directed Learning, Cooperative Learning, Collaborative Learning, Contextual Learning, Project Based Learning, and other equivalent methods.
- Learning materials** are details or descriptions of study materials which can be presented in the form of several main points and sub-topics.
- The assessment weight** is the percentage of assessment of each sub-PO achievement whose size is proportional to the level of difficulty of achieving that sub-PO, and the total is 100%.
- TM=Face to face, PT=Structured assignments, BM=Independent study.