UNIVERSITY OF TEXAS AT EL PASO  
IBUS 6351: INTERNATIONAL MANAGEMENT AND STRATEGY  
CRN 17896  
FALL 2015

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COURSE DESCRIPTION

This is a Ph.D. seminar in the field of strategic management research with an international emphasis. It has the following objectives:
   a) To introduce you to the basic theoretical and empirical traditions of the field of strategy research.
   b) To expose you to current research in specific streams within the field.
   c) To help you develop the skills necessary to evaluate and contribute to the field.

COURSE REQUIREMENTS

Read all the ‘assigned readings’ for each session and be prepared to actively participate in discussions. The ‘additional readings’ will not be discussed in class. They either constitute additional foundational research or recent advances. They may be useful for the term paper or future research.

(1) Critical summaries

Critical thinking is an intrinsic part of the research process. Beginning on Session 2, you will be assigned a specific paper each class on which you will lead the discussion. A critical summary of it will be required. In addition to fostering critical thinking, summaries can be a good aid for your comprehensive exams for future reference. Each summary should be 2 pages maximum, single-spaced, in Times New Roman font size 12, and with 1-inch margins. The summary should include the following sections (sections 3 to 5 do not apply to theoretical papers):

   a) The research question the paper addresses.
   b) Hypotheses and the key theoretical argument supporting each of them (about 1 sentence each).
   c) Sample characteristics (one sentence).
   d) Methodology (operationalization of key variables, data sources, and modeling specification(s)).
   e) Summary of results (i.e. whether hypotheses were supported or not, use abbreviations for the hypotheses).
f) The paper’s major strengths and limitations. Push to identify limitations beyond those discussed by the authors.


g) The contribution it makes to the field, and a couple of major obvious and non-obvious links to the other pieces read that day or earlier in the seminar.


h) One interesting and researchable question derived from it.

You are required to present your assigned summary in class for about 10 to 15 minutes. This will followed by discussion with the other students and myself. *Readings marked with an asterisk in the schedule will not be summarized. Please bring paper summaries for all.*

(2) Integration

Integrative thinking is also central to the research process. Therefore one student will perform the role of ‘integrator’ in each session. The integrations will be discussed after the summary presentations. *Please bring integrations for all.* The integration should include the following:

a) An illustration of how the assigned readings are linked to each other. Compare and contrast the papers.

b) The main research question(s) answered by the papers.

c) The answers the papers provide to the questions.

d) Future research pointed out by the papers and the gaps you identify.

e) Links to other sessions.

Each integration should be 3 pages maximum, single-spaced, in Times New Roman font size 12, and with 1-inch margins.

To distribute evenly the number of integrations per student note that three sessions will not require a submitted integration from you. I will provide some guidance on integrating these topics. *Make sure you develop your own integration for these sessions as they can also be part of your comprehensive exams.*

*If you want feedback before you present your integration, email it to me by Friday at noon the week before you present it. I have office hours on Friday afternoons to discuss it.*

(3) Class participation

Being a researcher also requires carrying out dialogue in both written and oral forms. It is therefore important to learn to express your ideas and opinions clearly.

(4) Final paper

Finally, to learn the craft of writing research, you are required to develop a final paper. *You should aim to eventually submit your paper to a major academic conference.* It should be between 15 and 20 pages long (excluding cover page, abstract page and references), double-spaced, in Times New Roman font size 12, and 1-inch margins. It should lay out, at least, a research question based on a gap you have identified in the literature, have a sound theoretical
development leading to prediction(s), and describe the methodology for testing (identify clearly what type of data would be needed and explain how it would be collected). I recommend reading some of the recent additional readings in the topic of your paper listed here. *Feel free to discuss the paper with me over the term.* You will present your paper in the last session on December 2. Papers are due by 5:00 p.m. on December 1st on Turnitin. I will send you the information for the submission to Turnitin a week in advance.

**GRADING**

Evaluation will be based following weights:

- Critical summaries: 25%
- Integrations: 20%
- Class participation: 25%
- Final paper: 30%

**ACADEMIC HONESTY**

Scholastic dishonesty implies severe consequences:

“Any student who commits an act of scholastic dishonesty is subject to discipline. Scholastic dishonesty includes but is not limited to cheating, plagiarism, collusion, the submission for credit of any work or materials that are attributable in whole or in part to another person, taking an examination for another person, any act designed to give unfair advantage to a student or the attempt to commit such acts." (UTEP’s Handbook of Operating Procedures available at [http://admin.utep.edu/Default.aspx?tabid=73922](http://admin.utep.edu/Default.aspx?tabid=73922))

Please note the following regarding plagiarism:

- When you use others’ ideas be sure to cite them.
- For guidance on what constitutes plagiarism go to: [http://www.plagiarism.org/](http://www.plagiarism.org/)
- Let me know if you have any questions regarding plagiarism.
- *If plagiarism is suspected, the case will be forwarded to the Office of the Dean of Students.*

**IMPORTANT NOTICE: THE CONTENT IN THIS SYLLABUS MAY BE SUBJECT TO CHANGE.**
August 25: Session 1
Introduction to the field

Assigned readings:


Additional readings:


Assigned readings:

“Traditional” IO:


IO:


Additional readings:


**September 8: Session 3**  
**Resource Based View**

*Assigned readings:*


*Additional readings:*


**September 15: Session 4**

*Coasian view of the firm and its extensions: I (excluded from submitted integrations)*

*Assigned readings:*


*Additional readings:*


**September 22: Session 5**

*Coasian view of the firm and its extensions: II (excluded from submitted integrations)*

*Assigned readings:*


*Additional readings:*

7


Assigned readings:


Additional readings:


October 9: Session 7  
Networks

Assigned readings:


Additional readings:


**October 13: Session 8**

**Firm search**

*Assigned readings:*


*Additional readings:*


**October 20: Session 9**  
The multibusiness firm

*Assigned readings:*


*Additional readings:*


**October 27: Session 10**  
**Mergers and acquisitions**

*Assigned readings:*


Additional readings:


**November 3: Session 11**

**Alliances**

*Assigned readings:*


*Additional readings:*


November 10: Session 12
Externalities and firm strategies

Assigned readings:


Additional readings:


**November 17: Session 13**  
**International Expansion**

*Assigned readings:*


*Additional readings:*


November 24: Session 14
The multinational firm (excluded from submitted integrations)

Assigned readings:


Additional readings:


**December 1: Session 15**

**Presentations**