Managing in Developing Countries
IBUS4900.10 (CRN 16117), Spring 2013 (1/17/13 to 4/25/13)
Thursdays 3:00PM– 6:00PM in Gelman Library Room B04
PRELIMINARY SYLIBUS

Professor
Professor Yohannes Assefa, Esq.
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Office/Office Hour
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Course Description
Managing in Developing Countries explores fundamental management approaches through the lenses of the historical, political, and institutional challenges found in developing countries. The course will explore the role of globalization and the changing dynamics of international business and how the emergence of new players and institutions affects institutions and investors. Specifically, the course will review the role of public and private institutions, infrastructure and human capital development, health and education, the role of the Diaspora, political risk (governance, corruption, legal & regulatory issues, contract enforcement etc...), and cultural norms in managing investments in developing countries.

Course Objectives

- Understanding the historical and institutional context of doing business in developing countries
• Identifying and understanding the unique challenges of management in developing countries
• Understanding and effectively using the concept and vocabulary of international business, policy and development strategies in emerging markets
• Enhancing student’s ability to synthesize and analyze information from a wide variety of disciplinary perspectives and approaches
• Increasing the ability of students to prepare project or investment assessments and produce a clear and concise project implementation strategy
• Enhancing student’s ability to prepare and present project assessments to management

**Required Materials**

All required course materials can be found either on the Blackboard website or at [http://www.study.net](http://www.study.net). You must use a credit card to purchase access to the study.net materials. Some materials may require you to download an electronic media player such as RealPlayer or QuickTime.

**Course Requirements**

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<th>Assignment</th>
<th>Percentage</th>
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<tr>
<td>Mid-term Exam</td>
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<tr>
<td>Final Exam</td>
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<tr>
<td>Country Investment Brief</td>
<td>10%</td>
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<tr>
<td>Country Specific Sector Investment Strategy Brief</td>
<td>10%</td>
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<tr>
<td>Country Investment Strategy Paper</td>
<td>30%</td>
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The Instructor reserves the right to give a pop-quiz on assigned readings.

**Written Assignments (Subject to Modification as the Course Progresses)**

1. **Country Investment Brief**
   This assignment consists of the drafting of a 3-5 pages memorandum using basic primary data about your developing country of choice’s historical, political and economic landscape. The memorandum will be used to brief senior management at your company. Detailed guidance will be provided in class on how to complete this assignment.

2. **Country Specific Sector Investment Strategy Brief**
   Each student is required to pick one investment sector in the above selected country and draft a five page memorandum on the investment potential of the chosen sector. Students
should review and include the pros and cons of investing in the chose sector. You will receive detailed guidance in class on how to complete this assignment.

Students are expected to build on the knowledge and analysis obtained from the country investment and sector investment briefs to write a 5-10 pages long paper for senior management at your company. The strategy paper will be used by senior management on whether to proceed on the proposed investment. This assignment will be graded based on:
(1) on the depth and diversity of the resources consulted in drafting the paper;
(2) the sophistication of the analysis employed, including the ability to synthesize investment data, policy and background information;
(3) the ability to incorporate course terms and concepts, and
(4) the proper use of grammar and formatting.

Grading Policy

All assignments have to be delivered on time
Late submissions will not be accepted
Class attendance and participation is required. More than three unexcused absence will significantly affect your final grade for the course.
The GW academic integrity policy will be fully enforced (www.gwu.edu/~bulletin/grad/unrg.html)

Course Outline

Class 1. January 17, 2011

INTRODUCTION

Course objectives, outline, and approach

Introduction to the historical, policy and theoretical approaches to managing in developing countries

Class 2. January 24, 2013

1. INSTITUTIONS IN DEVELOPING COUNTRIES
2. HOW HISTORICAL LEGACIES SHAPE INSTITUTIONS


NATIONAL AND INTERNATIONAL DEVELOPMENT POLICIES AND THE PRIVATE SECTOR
STATE CAPITALISM, DEVELOPMENTAL STATE & STRUCTURAL ADJUSTMENT

Class 4. February 7, 2013

COUNTRY BRIEF IS DUE. Post your analysis to Blackboard Assignments before class. Also bring a copy to class for your reference.

Class 5. February 14, 2013

SECTOR ACTORS: THE ROLES OF THE PUBLIC, PRIVATE, AND THIRD SECTOR IN DEVELOPING COUNTRIES

Class 6. February 21, 2013

GOVERNANCE

GOVERNANCE: CASE APPLICATION

Class 7. February 28, 2013

1. POLITICAL RISK
2. HUMAN CAPITAL RISK

Class 8. March 7, 2013

POLITICAL AND HUMAN CAPITAL RISK: CASE APPLICATION

Class 9. March 14, 2013

PROPERTY RIGHT RISK

Class 12. March 21, 2013

MID-TERM EXAM 1


PROPERTY RIGHT RISK: CASE APPLICATION

Class 14. April 4, 2013

LOGISTICS/NATURAL INFRASTRUCTURE

NATURAL INFRASTRUCTURE: CASE APPLICATION

Class 15. April 11, 2013
COMMERCIAL INFRASTRUCTURE
COMMERCIAL INFRASTRUCTURE: CASE APPLICATION
Class 16. April 18, 2013

BUSINESS MEMBERSHIP ORGANIZATIONS (BMOs) & ADVOCACY
PUBLIC PRIVATE DIALOGUES
Class 17. April 25, 2013

EDUCATION & HEALTH
HEALTH: CASE APPLICATION
Class 18. April 29, 2013

DIASPORAS
DIASPORAS: CASE

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FINAL EXAM – date to be determined.

FINAL COUNTRY INVESTMENT STRATEGY PAPER DUE

All papers should be posted to Blackboard Assignments by 10AM.