MGT/P 297 International Study Trip to South America

Winter Quarter 2011
CRN: 32221 (MGT) and 32185 (MGP)

- Day/Time: 6:30PM to 9:30PM, Mondays
- Location: Gallagher Hall 2310
- NO classes:
  - Martin Luther King's Holiday January 17
  - President's Day Holiday February 21
  - Finals Week Monday March 14th
- Note: In-Country dates are: March 16th through 25th which means leaving by March 15th at the latest and returning on March 26th at the earliest. We may plan items before March 15th, but those are “optional” as far as the course requirements.
- Costs are likely to be $3K to $4K (double occupancy) plus course costs – depending on airfare, hotels, food, translators, and transportation.

Travel Dates: Official business dates in-Country are: March 16th through 25th. Students are free to travel earlier and later for personal or perhaps group travel, but must be there for the class dates. It is likely that the instructor will arrive March 13th. Students are welcome to join him on pre-class educational opportunity.

As the first week of travel is finals week, students are required to arrange for finals or final presentations to be taken early or proctored during the trip. It is STRONGLY suggested to be complete with finals before the trip.

Instructor: L. Wilton Agatstein
Gallagher Hall 3419, 530-752-9397, wagatstein@ucdavis.edu
Office hours: By appointment or dropping by, but generally in office T, W, R

Required Text to purchase or check-out on your own:
One non-travel book from the library/retail bookstore about history, economy, government, etc about South America

One Travel book of student’s choice (not from UC Davis bookstore, but rather from a retail bookstore).
Course Description
IST is a GSM class designed to help develop knowledge, skills and desire to do business in the international marketplace. Each time, we pick a new part of the world to study that reflects some special opportunity.

**Travel location:** South America. The two choices for IST WQ 2011 are:
- Peru/Chile
- Or
- Uruguay/Argentina
The country pair will be decided on the first night of class through student final-vote.

**Class work:** As this is a for-credit class, there are graded assignments related to preparation, business meeting write-ups and personal reflections. A digital camera (not the one in your phone) is required for each student in the class and you will have a photo-assignment. Students determine goals of the trip, arrange all meetings, transportation, lodging, translators, etc. The instructor’s responsibility is to “guide” the student-led course and provide suggestions and resources from within UC Davis.

**Costs:** The costs are the course-related course (it is for credit) plus travel costs. The travel costs are paid directly by the students and are likely to range from $3K to $4K depending on location, time, hotels (to be selected by students), translator costs and any tours/etc students may select during the evening and the middle-weekend.

**Valid passport, Visas and immunizations:** Each student is responsible for obtaining a valid passport (must be good for six months AFTER THE COMPLETION OF TRAVEL), have blank pages and Visas if needed. It is the student’s responsibility to ensure they are current on all immunizations and acquiring ones related to the county of travel.

Preliminary Agenda:

- **Jan 3rd**
  - Overview of IST & Lessons Learned
  - Country pair selection (Peru/Chile or Argentina/Uruguay)
  - Creation of team responsibilities R0
  - University, corporate and government contacts passed along.
  - Assignment of segment analysis (eg: industries, government, education, NGO, etc).

- **Jan 10th**
  - Decision of industries to analyze.
  - Creation of team responsibilities R1
  - Alignment of company/industry/government/education/NGO
  - Selection of where to spend middle weekend
- Day 0 and Day N location decision.
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- Jan 24th:
  - Decision of accommodations
  - Book Reports due and poster presentations.

- Balance of Mondays
  - Rev N report-out of businesses selected, agenda, status
  - Report out of entities to be visited with briefing status