

GRADE DISTRIBUTION

Grade	Total Points	Grade	Total Points
A	93 and above	C	73 - 76
A-	90 - 92	C-	70 - 72
B+	87 - 89	D+	67 - 69
B	83 - 86	D	63 - 66
B-	80 - 82	D-	60 - 62
C+	77 - 79	F	Below 60

Professional Conduct

While in Santiago, students are expected to follow the Bauer Student Code of Conduct (www.bauer.uh.edu/BCBE/BauerCode.htm), to represent the University of Houston in a positive and professional manner, and to participate in all required events. Your attendance, behavior, and involvement on the trip will comprise your Professional Conduct grade. Professional Behavior Includes:

- Being ***on time*** for all meetings
- Being on the bus at the scheduled time of departure
- Being respectful of our host organizations and companies
 - Not wandering in and out of meeting rooms during a meeting
 - Not talking among yourselves while our hosts are presenting
 - Not being on your phone while our hosts are presenting
 - Being properly attired for each event
- Attending all scheduled events, meetings, and site visits
- Adhering to the dress code (business casual)
- Staying with the group – not wandering off on your own at host sites
- Active involvement throughout the trip and asking meaningful questions
 - No sleeping, dozing or being distracted during activities

Host Site Questions

You will be required to conduct background research on the companies we visit during our trip. For each company, create a list of at least 3 questions that can be asked about the company. Questions should be thoughtful and meaningful, not information that is easily discovered elsewhere. The list of questions should be saved in a Word file and uploaded to the Assignment section on Blackboard in

the Host Site Questions assignment. Do NOT write the questions in the assignment section (this is an option), instead make sure you are uploading a Word document. Questions are due by January 3, 2018.

Group Company Analysis

We will be visiting a number of companies on this trip. Prior to departure, students will either choose groups or will be assigned to a group and will choose which of the companies the group wishes to analyze. The company analysis should cover the following topics:

- Industry Environmental Analysis
- Internal Resource Analysis
- Company strategy – both domestic and global
- Concluding statement about company's continued viability and recommendations for future operations

The company analyses are expected to be between 5 and 7 pages (a guideline, not a hard and fast rule), double-spaced Times New Roman or Arial, 12 pt font. They should include references to outside material, all of which is expected to be properly cited using any citation method that you are comfortable with (APA or MLA are both fine). The paper will be submitted via Turnitin through Blackboard and is due by midnight on Wednesday January 3, 2018.

Papers that do not use proper citation protocols (meaning information within the text of the paper must have a citation to the source) will lose 5 points and will have to be corrected. Please see the note in red below.

Late papers will lose 5 points each day. Papers will not be accepted after midnight on January 6, 2018.

Discussion Posting

In the three weeks prior to our departure to Santiago, Chile, each student will be required to post an answer to that week's discussion question AND to respond to the posts of at least two other students. The discussion questions will require you to do some internet searching and I expect to see the url (or other reference) to any material that you used in formulating your answers to my question or in your responses to other's posts. You must also cite the posted readings if that was the source of your information. Responses to other people's post must be substantial, mere agreement or complimentary comment ("that was an interesting perspective") does not qualify as a gradable post. These are intended to be discussions, so response posts are expected to add information, insight or

perspective to the original post. Original posts are also expected to be substantive. This means that those students who post early in the week will have a lot of latitude to say almost anything. Those who post later will be expected to say something new rather than merely repeat information that someone else has already posted.

Note Regarding Plagiarism for all papers: all quotations and paraphrases must be referenced. Any commonly accepted method of citation referencing is permissible. Please check your paper to make sure you have properly cited your sources. “Cutting and pasting” without indicating that it has been cut and pasted (quotation marks or italics) or acknowledging the source is an act of plagiarism and will be treated as such. Papers that do not acknowledge their source material will lose 5 points from their grade (each member of the group will lose the 5 points).

Anticipated Schedule

DATE/TIME	TOPIC / ASSIGNMENT
Friday December 1, 2017 6PM – 9PM	Mandatory Orientation Meeting MH 302 – Executive Conference Room
Monday December 18, 2017	Official start of the Winter-Mini Session Discussion Questions for the Week: Chilean Economy <ul style="list-style-type: none"> • What are the primary components of the Chilean Economy? • Which of those components are particularly functional? • Which of those components are not particularly functional?
Week of Monday December 25, 2017	Discussion Questions for the Week: Chilean Political System <ul style="list-style-type: none"> • What are the distinguishing features of Chilean politics? • How do politics affect the Chilean economy? • How do politics affect the Chilean business environment?
Week of Monday January 1, 2018	Discussion Questions for the Week: Business Success <ul style="list-style-type: none"> • What are the requirements for business success in Chile? • Which aspects of the economy hinder/help business organizations? • Does Chile have a strategic advantage and if it does, what is it?
Wednesday January 3, 2018	<ul style="list-style-type: none"> • Host Site Questions due • Group company analyses due
Week of January 7, 2018	<ul style="list-style-type: none"> • Santiago, Chile

APPENDIX

How to Find Articles / Resources for Your Research Paper

Step 1: Log into the UH library: <http://info.lib.uh.edu/>

Step 2: Select “Databases” from the menu on the top of the search box

Step 3: Select “B” from the alphabetic list at the bottom of the search box

Step 4: Scroll down (it is probably the last entry) and select “Business Source Complete” (you may use other databases as well, but you should find plenty in this database). At this point you will be prompted for your CougarNet account sign-on information

Step 5: On the main search page for the Business Source Complete search engine:

- At the top of the page to the right of the round EBSCO logo are search term boxes (there are three entry boxes)
- Enter search terms for your topic in each box, such as “Chile” “economy”
 - You may need to experiment with different types of terms and combinations; you can also limit the search words to the TI (title) using the drop down menus to the right of each search box
 - You will need to revise your search several times to find the kinds of article you need
- After entering terms, select the SEARCH button; your results will appear
- Scan your results – note to the right of each entry is a blue folder icon – click on this icon for each article you want to peruse
 - Alternatively, you can click on the title of the article and if you like it you can click on a yellow folder icon in the sidebar to the right of the screen
- Once you have selected the articles of interest from your list, go back to the top of your search page. Look at the dark blue banner menu – on the right among the entries is a yellow “Folder” icon – select that icon
- Selecting the Folder icon gives you a list of all the articles you selected; most will have PDF’s or the full text of the article

- Once inside your folder, you can check each box individually to receive the article, or check the “select all” check-box
- Now you can email these articles to yourself – on the right side of the text box with the article citations is a menu that includes an “E-mail” option
- If you wish to refine the output before emailing, on the right side of the screen, select the “citation format” radio button and using the drop-down menu select APA (American Psychological Association), the second option, this gives you the proper format for your citations for your group paper.
 - Each article will be sent in a separate email