Course Objective:
The purpose of Study Abroad Chile is to explore the culture, economy, and business environment of another nation with an eye toward developing increased international understanding and enriching the lives of graduate students in Business and Public Administration. The goals of the course are to

-- Learn about Chilean culture by experiencing it first-hand
-- Explore the Chilean economy and business environment by touring operating enterprises.
-- Meet top executives and important government officials in Chile.
-- Earn University credits in a unique and experiential way.
-- Develop close professional friendships through a unique shared experience and opportunity.
-- Enhance professionalism by gaining understanding of different international perspectives.
-- Get a start on building meaningful professional relationships with Chilean nationals.

Prerequisites
Students must be accepted and enrolled in the pre-MBA, MBA, or MBA/MPA program at EWU. No prerequisites are necessary, although at least one quarter of pre-MBA or MBA coursework must be satisfactorily completed. The experience will be enhanced if some students enrolled have completed BADM 580 - International Business Environments and BADM 590 – Business Strategy and Implementation, so students are encouraged to include this elective in their program even if they are near program completion.
Tentative Schedule and Work Plan

**June 21, 2010**  
Class meets first time on normal summer evening schedule. Brief lecture on history, geography, culture, current issues, and travel etiquette in Chile (including Chilean guest speaker if one available in Spokane region). Depending on enrollment numbers, students work individually or as a team of 2-3. Students select an industry or special topic to research during summer quarter (exploratory research paper, 5-10 pages). Instructions attached. Initiate meetings with instructor as needed throughout quarter if additional clarity is needed.

**August 9, 2010**  
Students present their completed research to the class. Presentations are limited to 20 minutes per person/team, with an additional 10 minutes of discussion/questions. Presentations must include visuals and a professional written and oral communication style. Near-final draft of exploratory research paper is due.

**August 28-Sept 4**  
Students attend sessions in Chile as listed in attached itinerary. Arrival and departure logistics to be coordinated with trip advisor.

**Sept 20**  
Debrief discussion and final draft of synthesized paper is due. Final draft of synthesized paper is to include an addendum with your analysis of what you learned about your specific topic from your experiences in Chile. Attendance at debriefing session is required.

**Exploratory Research Paper**

Choose ONE of the industries OR special topics listed below.

**INDUSTRIES**

- Grape Growing and Wine-Making
- Fruit Orchards
- Food Processing (General or a Specific Food)
- Lumber and Forestry
- Silver or Gold Mining
- Banking
- Financial Services
- Health Insurance
- Real Estate
- Retailing

**SPECIAL TOPICS**

- Global Warming/Ozone Depletion and its Influence on International "Green Business"
- Government Supported and Privatization Models of Health Care and Social Security Around the World
- Hofstede’s Cultural Differences and Other Important Research on Cultural Differences
- Expansion of Free Trade Agreements to Include All Nations of North, Central, and South America
Industry analysis paper:
For the industry you’ve chosen, describe the domestic structure of the industry in general terms: size, competitive structure (fragmented, oligopoly, monopoly, etc.), major domestic companies, international competitors, import/export ratios, major customers, product life cycle stage, important processes (production or value chain), technologies, and/or important historical developments. Discuss the general business environment, challenges, and opportunities that exist in this industry domestically. Last, investigate the impact of globalization on the industry.
What specific challenges have resulted from globalization and/or free trade agreements? What is the outlook for capitalizing on free trade agreements and globalization? What is the general outlook for the industry’s viability in the US? How about globally – who are the major players and competitors around the world? Which are most likely to survive in the long term?

For international students, please use the industry structure in your own nation as the basis for your paper.

Special topics paper:
For the topic you’ve chosen, investigate important knowledge, theories, concepts, and/or facts about the topic. Provide a general background on the topic and its current importance in general. Next, find specific information on how Chile affects or is affected by what you’ve studied. Each topic was chosen for a specific reason in relation to Chile; feel to discuss more specifics with the instructor to gain clarity.

Final Synthesis Paper with Addendum
For your final paper, add a section to analyze what you learned from your trip to Chile. How are industries affected by Chile’s participation -- globally and domestically? Do you see their industries as a threat or opportunity to your domestic industry? Can trade relationships be built on existing industry structure? If so, how? Are the industries complementary or competitive to domestic industries? What about technology transfer and know-how? Are there opportunities for sharing? How do growth stages of the industry affect competitiveness? These are a few questions you might consider as you think through your synthesis. While touring, bear in mind these or any of your own ideas to raise questions.

For special topics papers, what did you learn more specifically about Chile’s position or effect on the concerns raised by your topic? Did anything surprise you? Did your experience in Chile confirm or refute what you learned from your research? Again, for more clarity, feel to discuss your ideas with the instructor.

Writing Style
Writing excellence is expected. Use primary and secondary printed resources to include in your bibliography. Also, it’s an excellent idea to interview executives, managers, and/or workers in the specific industry. For special topics, interviews of important experts may be included as well. Cite them in your paper and include such references in your bibliography. Use MLA or APA style for your paper.