

# MGT4312: LAUNCHING BUSINESS IN ASIA PACIFIC

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## Effective Term

Semester A 2024/25

## Part I Course Overview

### Course Title

Launching Business in Asia Pacific

### Subject Code

MGT - Management

### Course Number

4312

### Academic Unit

Management (MGT)

### College/School

College of Business (CB)

### Course Duration

One Semester

### Credit Units

3

### Level

B1, B2, B3, B4 - Bachelor's Degree

### Medium of Instruction

English

### Medium of Assessment

English

### Prerequisites

MGT4227 International Business

### Precursors

Nil

### Equivalent Courses

Nil

### Exclusive Courses

MGT4302 Doing Business in East Asia AND  
MGT4303 Doing Business in Southeast Asia and Oceania

## Part II Course Details

### Abstract

The goal of this course is to offer students a comprehensive overview of the macro environment of the major Asia Pacific economies. The course offers challenges and opportunities that are unique in the dynamic institutional context of Asia. It also offers insights into the strategies and organizational structures of companies from Asia Pacific, and the internationalization and growing global competitiveness of firms from this region.

Through the in-depth understanding of the macro environment and the unique business and management practices, the course covers the perspective of companies seeking to expand their operations in the Asian region, including the role of foreign direct investment, competitive strategies, and the comparative aspects of developing and managing global and domestic enterprises across the region. Through a holistic perspective of the key trends in the Asia-Pacific region and the governance, economic and societal frameworks, students would be able to effectively formulate strategies for their organisations to operate across the dynamic Asia Pacific region.

The course will also look at the culture and unique management styles of the Overseas Chinese who play a very vital part in the economic development of countries in Asia Pacific. In addition to broad knowledge of the region, assignments and/or projects will give students opportunities to further develop expertise in a selected country of his/her choice.

### Course Intended Learning Outcomes (CILOs)

CILOs		Weighting (if app.)	DEC-A1	DEC-A2	DEC-A3
1	Describe the business environment of Asia Pacific in general, as well as that of each of the major economies in the region.	35	x		
2	Describe business practices of major industries and firms in the region, as well as to critically evaluate the relevant opportunities and challenges of conducting or launching business in the region.	35		x	
3	Reflect on international business or entrepreneurial activities within the region.	20			x
4	Develop communication and interpersonal skills related to business and management in the region.	10		x	

#### A1: Attitude

Develop an attitude of discovery/innovation/creativity, as demonstrated by students possessing a strong sense of curiosity, asking questions actively, challenging assumptions or engaging in inquiry together with teachers.

#### A2: Ability

Develop the ability/skill needed to discover/innovate/create, as demonstrated by students possessing critical thinking skills to assess ideas, acquiring research skills, synthesizing knowledge across disciplines or applying academic knowledge to real-life problems.

#### A3: Accomplishments

Demonstrate accomplishment of discovery/innovation/creativity through producing /constructing creative works/new artefacts, effective solutions to real-life problems or new processes.

### Learning and Teaching Activities (LTAs)

	<b>LTAs</b>	<b>Brief Description</b>	<b>CILO No.</b>	<b>Hours/week (if applicable)</b>
1	Learning through lectures and assigned readings	During the lectures, students will learn the knowledge about doing business in Asia Pacific in different economic and cultural contexts presented by the instructor. Students are expected to actively participate in-class activities and classwork.	1	About 12-18 class contact hours could be taken place in the overseas study tour depending on the length of the study tour.
2	Group discussions	Students will actively participate in group discussions by responding to questions and by sharing their perspectives on the topics or cases discussed in class.	1, 2, 3	
3	Business case study	With the use of case studies based on teaching cases or newspaper/magazine articles, students will critically reflect on business and management practices in the region.	3, 4	
4	Business expansion plan	Student teams will write a proposal that helps local company to set up a new venture within Asia Pacific region.	2, 3, 4	
5	Strategic country analysis	Students will analyze a country, an industry, or a firm (domestic/foreign) in Asia Pacific through case studies or other format. The purpose is to develop additional expertise in a country, an industry in a country, or a firm in a country within Asia Pacific in which each student is especially interested.	2, 3, 4	

**Assessment Tasks / Activities (ATs)**

	ATs	CILO No.	Weighting (%)	Remarks (e.g. Parameter for GenAI use)
1	In-class activities: Involvement in weekly class discussions, classworks and activities.	2	30	
2	Individual case write-up: To facilitate the use of the case method, student is required to prepare a write-up of cases designated by the lecturer.	2	20	
3	Strategic analysis paper: Students are required to critically assess the competitive and functional strategies used by both indigenous and western firms in the Asia Pacific region.	3	20	
4	Group Project: Presentation and paper Students work with team members to identify a new market opportunity for a local firm to expand its business in Asia Pacific region. Groups are expected to deliver a business proposal with both oral and written report.	2, 3	30	

**Continuous Assessment (%)**

100

**Examination (%)**

0

**Assessment Rubrics (AR)****Assessment Task**

1. In-class activities

**Criterion**

1.1 Ability to identify key issues for business in Asia Pacific region and its' impacts on shaping business strategies and decision making.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Central issues are not defined appropriately or completely and/or misunderstanding of the issues.

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**Assessment Task**

1. In-class activities

**Criterion**

1.2 Ability to evaluate critically the applications and limitations of international business theories and concepts.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Incomplete evaluation with applications and limitations are not adequately explored.

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**Assessment Task**

1. In-class activities

**Criterion**

1.3 Ability to attend class on-time, prepare well, learn and contribute as an active learner and a productive team player in class activities.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Student fails to attend class the majority of the time, and/or very inactive learner & contributor with minimal preparation, and/or displays uncooperative or disruptive behaviour in class.

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**Assessment Task**

2. Individual case write-up / Strategic analysis paper

**Criterion**

2.1 Ability to organize and synthesize with superior grasp of the subject matter with strong evidence of extensive knowledge base and original thinking.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Little evidence of familiarity with the subject matter; poor critical and analytical skills; ignorance of the literature.

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**Assessment Task**

2. Individual case write-up / Strategic analysis paper

**Criterion**

2.2 Ability to answer the specific central question that was asked and maintains focus with in-depth applications of models & concepts learnt.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Does not answer the specific central question and/or with minimal evidence of applications of concepts learnt.

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**Assessment Task**

2. Individual case write-up / Strategic analysis paper

**Criterion**

2.3 Ability to present all information clearly and concisely and in an organized manner with mastery of academic terminologies and English writing proficiency.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. The work lacks any recognizable organization and/or contains enough distracting grammatical/syntax error to make it substantially incomprehensible.

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**Assessment Task**

2. Individual case write-up / Strategic analysis paper

**Criterion**

2.4 Ability to offer well-grounded arguments with valid, relevant additional research conducted from an extensive variety of reputable business and academic sources

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Arguments offered are mostly unconvincing and/or with incomprehensive summary.

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**Assessment Task**

2. Individual case write-up / Strategic analysis paper

**Criterion**

2.5 Ability to offer original works with mastery of academic terminologies and English writing proficiency.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. The submitted work contains substantial plagiarized content from other sources and/or points are directly copied from case notes, textbooks or other sources. Substantial content of work is not original works of students (including direct copy-and-paste from translation software). The work is incomprehensible with numerous amount of distracting grammatical and syntax errors in English writing.

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### **Assessment Task**

3. Group project and presentations (for written project: 3.1-3.5)

#### **Criterion**

3.1 Ability to critically examine critical issues and its contemporary relevance in the business expansion plan.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. The submitted work demonstrates Little evidence of familiarity with the subject matter; poor critical and analytical skills; ignorance of the literature.

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### **Assessment Task**

3. Group project and presentations (for written project: 3.1-3.5)

#### **Criterion**

3.2 Ability to integration of models and conceptual frameworks into analysis and recommendations.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**



Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. There is serious lack of relevant application of concepts learnt from this course.

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**Assessment Task**

3. Group project and presentations (for written project: 3.1-3.5)

**Criterion**

3.3 Ability to offer well-grounded arguments with valid, relevant additional research conducted from an extensive variety of reputable business and academic sources.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Arguments offered are mostly unconvincing and/or with incomprehensive summary.

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**Assessment Task**

3. Group project and presentations (for written project: 3.1-3.5)

**Criterion**

3.4 Ability to master the required style of referencing in both in-text citations and reference list.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. The report includes minimal / no in-text citations and/or a reference list or the report follows a referencing style that does not comply with the required format.

**Assessment Task**

3. Group project and presentations (for written project: 3.1-3.5)

**Criterion**

3.5 Ability to offer original works with mastery of academic terminologies and English writing proficiency.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. The submitted work contains substantial plagiarized content from other sources and/or points are directly copied from case notes, textbooks or other sources. Substantial content of work is not original works of students (including direct copy-and-paste from translation software). The work is incomprehensible with numerous amount of distracting grammatical and syntax errors in English writing.

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**Assessment Task**

3. Group project and presentations (for group presentation:3.6-3.9)

**Criterion**

3.6 Ability to introduce, organize and develop the topic interestingly and effectively in presentation.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Presentation is disorganized or incomplete or unable to meet the minimal requirements (in terms of content and/or referencing) and/or with poor time management.

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**Assessment Task**

3. Group project and presentations (for group presentation:3.6-3.9)

**Criterion**

3.7 Ability to engage and involve audience with interesting and originality approach.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. Student is reading text instead of presenting; poor presentation skills including lack of eye-contact with audience.

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#### **Assessment Task**

3. Group project and presentations (for group presentation:3.6-3.9)

#### **Criterion**

3.8 Ability to deliver fluent and expressive presentation with appropriate level of voice, clarity and pace.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. The presentation is incomprehensible with substantial amount of distracting grammatical and syntax errors in verbal English.

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#### **Assessment Task**

3. Group project and presentations (for group presentation:3.6-3.9)

#### **Criterion**

3.9 Ability to design professional outlook of presentation materials mastery of visual aids and right balance of information and graphics.

**Excellent (A+, A, A-)**

High

**Good (B+, B, B-)**

Significant

**Fair (C+, C, C-)**

Moderate

**Marginal (D)**

Basic

**Failure (F)**

Inability to achieve marginal pass level. There is minimal use of effective visual aids.

## Part III Other Information

**Keyword Syllabus**

International business, globalisation, Asian business systems; culture, entering foreign markets, entrepreneurship, Asia Pacific

**Reading List****Compulsory Readings**

Title	
1	Ellet, W. (2018). The Case Study Handbook, Revised Edition: A Student' s Guide. Harvard Business Publishing (product ID 10208-PDF-ENG)
2	Cases to be assigned by lecturer.
3	Peng, M. (2019) Global Business

**Additional Readings**

Title	
1	Country' s official websites
2	Wild & Wild (2019) International Business: The challenges of globalization 9th Edition. Pearson Publishing
3	Asia Pacific Business Review (academic journal)