

Competing in the Global Economy - (BECON 526)

Spring 2021
Tue/Thu
10:30-12:20

Markets are global in scope and you will increasingly need a global perspective to be competitive as a firm and as a professional. It is likely that suppliers, competitors, and/or customers will not solely be domestic. Furthermore, regulations, constraints, and the competitive landscape continue to evolve and will face periods of rapid change, often without warning. The course spans from the internationalization process to the operation of complex global operations. Beyond our focus on identifying and seizing global opportunities, students will learn to implement plans, mitigate risks, and solve problems — all in a global setting.

High potential executives need global skills whether or not they aspire to positions in foreign locations.

Globally-Competent

Leaders of tomorrow must identify global opportunities while overcoming obstacles that differ from those in domestic operations. We will begin to develop the skills and traits that will help you be successful in an increasingly globalized business environment.

Cross-Disciplinary

The cases span industries and important global economies with a cross-disciplinary approach that includes finance, strategy, and economics. The professor leverages his experience working in numerous countries advising over 100 global clients on topics including strategy, M&A, and foreign direct investment.

Execution-Focused

We focus on, “what do you do, Monday 8 am?” Theory and data ground our analyses... from this we focus on recommendations that can and will be executed. What concrete steps do you recommend? What obstacles will you encounter, and what will you do to overcome them?