

International Marketing

Summer Term 2021

Dr. Gerhard Wagner (wagner@marketing.uni-siegen.de)

Note: Due to the contact restrictions because of the Corona-Virus spread, the lecture will start online in [Moodle](https://moodle.uni-siegen.de/course/view.php?id=25152) (https://moodle.uni-siegen.de/course/view.php?id=25152) on Monday April, 12. You will receive an e-mail with the access key (sent to your student e-mail address "...@student.uni-siegen.de") before the first lecture.

Structure and Literature

(Status: 06.04.2021)

Date	Content	References
12.04.2021	Organization and Introduction: Specific Characteristics of International Marketing	Terpstra/Sarathy/Russow 2006, pp. 1-17; Zentes/Swoboda/Schramm-Klein 2013, pp. 1-7
19.04.2021	Internationalization and Basic Orientations in International Marketing	Hollensen 2017, pp. 19-24, 56-75; Morschett/Schramm-Klein/Zentes 2015, pp. 79-102; Zentes/Swoboda/Schramm-Klein 2013, pp. 49-65
26.04.2021	Convergence of International Markets	Friedman 2005, pp. 48-173; Ghemawat 2007, pp. 9-32; Hollensen 2017, pp. 25-41, 94-99; Levitt 1983
03.05.2021	Divergence of International Markets	Ghemawat 2007, pp. 33-64; Hollensen 2017, pp. 219-241, 251-278; Morschett/Schramm-Klein/Zentes 2015, pp. 203- 226; Zentes/Swoboda/Schramm-Klein 2013, pp. 18- 34
10.05.2021	Strategies for Emerging Markets	Hollensen 2017, pp. 241-250; Morschett/Schramm-Klein/Zentes 2015, pp. 103- 125
17.05.2021	Categorical Decision Fields and International Market Selection	Hollensen 2017, pp. 280-299; Zentes/Swoboda/Schramm-Klein 2013, pp. 65-79; 143-165
24.05.2021	<i>Public holiday (no online lecture)</i>	
31.05.2021	Market Segmentation and Timing of Market Entry	Hollensen 2017, pp. 299-317; Zentes/Swoboda/Schramm-Klein 2013, pp. 81-142
07.06.2021	Foreign Operation Modes	Hollensen 2017, 349-419; Morschett/Schramm-Klein/Zentes 2015, pp. 323- 363, 389-427; Zentes/Swoboda/Schramm-Klein 2013, pp. 225-285
14.06.2021	International Marketing Mix: International Product Policy	Hollensen 2017, pp. 499-555; Morschett/Schramm-Klein/Zentes 2015, pp. 481- 505; Zentes/Swoboda/Schramm-Klein 2013, pp. 359-372
21.06.2021	International Marketing Mix: International Communication Policy	Hollensen 2017, pp. 632-678; Zentes/Swoboda/Schramm-Klein 2013, pp. 386-406
28.06.2021	International Marketing Mix: International Distribution Policy	Hollensen 2017, pp. 597-631; Zentes/Swoboda/Schramm-Klein 2013, pp. 406-414
05.07.2021	International Marketing Mix: International Pricing Policy	Hollensen 2017, pp. 558-596; Zentes/Swoboda/Schramm-Klein 2013, pp. 372-386

12.07.2021	International Marketing Case Study / Exam Preparation
19.07.2021	Live Session in Zoom: Question Time

Literature

Compulsory Reading

Hollensen, S. (2017): Global marketing – A decision-oriented approach, 7. ed., Pearson Education.

Morschett, D.; Schramm-Klein, H.; Zentes, J. (2015): Strategic International Management, 3. ed., Wiesbaden.

Zentes, J.; Swoboda, B.; Schramm-Klein, H. (2013): Internationales Marketing, 3. ed., München.

Further Reading

Albaum, G.; Duerr, E.; Josiassen, A. (2016): International Marketing and Export Management, 8. ed., Harlow u.a.

Baack, D. W.; Harris, E. G.; Baack, D. (2012): International Marketing, 3. Ed, Sage.

Bradley, F. (2005): International Marketing Strategy, 5. ed., London u.a.

Cavusgil, S.T.; Knight, G.; Riesenberger, J.R. (2016): International Business – The New Realities, 4. ed., Upper Saddle River.

Czinkota, M.; Ronkainen, I. (2003): An International Marketing Manifesto, in: Journal of International Marketing, Vol. 11, No. 1, pp. 13-27.

Czinkota, M.R.; Ronkainen, I.A. (2012): International Marketing, 10. ed., Mason, OH.

de Mooij, M.d. (2013): Global Marketing and Advertising – Understanding Cultural Paradoxes, 4. ed., Thousand Oaks u.a.

Doole, I.; Lowe, R. (2012): International Marketing Strategy, 6. ed., London.

Friedman, T. L. (2005): The world is flat: A brief history of the twenty-first century. Macmillan.

Ghemawat, P. (2007): Redefining global strategy: Crossing borders in a world where differences still matter. Harvard Business Press.

Keegan, W.J.; Green, M. (2016): Global Marketing, 9. ed., Englewood Cliffs.

Kotabe, M.; Helsen, K. (2014): Global Marketing Management, 6. ed., Hoboken, NJ.

Kotler, Ph.; Keller, K.L. (2015): Marketing Management, 15. ed., Upper Saddle River, New Jersey.

- Kutschker, M.; Schmid, S. (2010): Internationales Management, 7. Aufl., München u.a.
- Levitt, T. (1983): The globalization of markets, in: Harvard Business Review, Vol. 61, pp. 92-102.
- Mühlbacher, H.; Leih, H.; Dahringer, L. (2006): International Marketing: A Global Perspective, 3. ed., London.
- Terpstra, V.; Sarathy, R.; Russow, L. (2006): International Marketing, 9. ed., Garfield Heights, OH.
- Wagner, G.; Schramm-Klein, H.; Schu, M. (2016): Determinants and Moderators of Consumers' Cross-Border Online Shopping Intentions, in: Marketing ZFP – Journal of Research and Management, Vol. 38, No. 4, pp. 214-227.