

MGMT 495/550

Country expert assignment (scroll all the way to the bottom)

You are a cross cultural consultant. Your client has accepted an overseas assignment to the country you select. Create a persona for that individual. You will be a virtual consultant and will never actually meet your client. It is possible you may not even speak with her/him. Your purpose is to educate your client about the country in which s/he will live and work. You must provide virtual cross-cultural support and education. The client will leave for overseas very soon, so you will have to get to work.

You will make weekly postings as if you were sending them to this person, regarding some aspect of living or working in that country. The first word in your posting should always be the country name.

Remember, the host nationals will expect your client to have some finesse, some education and some knowledge. You are the individual who will help your client succeed or not succeed in this assignment. If you do a good job with this client there will be other opportunities to continue this work and it is quite lucrative. If you do a poor job, your reputation as a cross-cultural consultant will suffer. Provide information that you believe the client does not already have. For example, it is quite certain that s/he knows the unit of currency there!

This assignment is designed to encourage you

- to read about a variety of important countries in the world,
- to open your perspective beyond its current status quo.

Have fun with it, and enjoy your learning (and keep it up even after the end of this class!)

Step 1. See country list at the bottom of this screen. Claim your country of choice using the dropbox labeled "Claim Your Country". List your first and second choices in the box. I will let you know who claims each country by updating the list below and by responding in the dropbox. Check it before starting on your research. Please do not select your home country! One person per country - the first one to claim it owns the country for this assignment.

Step 2. Write a short letter introducing yourself to your client (make up a name) and reassure her/him that you will be working alongside her/him helping with the new assignment. Attach this letter to the first threaded discussion by **January 18, 2012.**

Step 3. Research your country and write a 2-3 page brief, designed for your client, who will be departing within weeks!! Weeks! **(submit briefing by Jan 25, 2012.)** Be sure you see your name on the list below or have received confirmation in the dropbox, before writing the briefing. What should you write? Whatever you think your client needs to know to get started living and working properly in the new country. You do not need to write about housing, medical care and such; HR will take care of that. Your concerns are the cultural aspects.

Next steps. In each subsequent week

- post at least one entry concerning the text reading assignment and one current event from the country
- pose a question or make an educated comment on two classmates' postings.

For example if the assigned reading is about negotiating, you must post at least 1/2 page regarding important information about negotiation practices in that country, especially information that is relevant to outsiders or foreigners. It is always a good idea to include useful websites so your client can read more information when there is time. Be sure you look carefully at the websites or other documentation. Your including them means you believe them to be valid and accurate.

I expect you to read the Wall Street Journal, The Economist, Business Weekly and other reliable sources. Make sure your comments are not always based on USA perspectives or sources alone. All entries are fair game for exams.

By **April 18, 2012** you should submit an honest self-analysis of your performance (not your intentions) in the weekly country expert exercise. I expect you to state clearly what grade you have earned and to explain exactly why. Document your argument. You may submit this as an MSWord attachment or you may paste it into the comment box.