

Trip Highlights

Planned visits to:

- American Business Council at the Dubai Chamber of Commerce
- Dubai International Financial Exchange
- Dubai Ports World
- American Consulate
- Emirates Airlines
- Nakheel Corp. (Palm Island)
- Emirates Mall (indoor ski slope)
- UAE Oil Museum
- Dubai Heritage Museum
- Overnight desert camping trip
- New Year's party on Palm Island
- Dhow boat trip (optional)
- Dubai Gold Souk
- A camel ride (optional)
- World's best duty free shopping
- Surf, sun, and sand in January!

Each Student Must Have:

- Professional business attire for business visits
- Medications (if applicable)
- 6 month valid passport



The Instructors



Dr. Steven Congden teaches Strategic Management and Innovation Management in the MBA programs at the University of Hartford. Prior to joining the Barney faculty in 1995, he had been at Ithaca College and the University of Massachusetts, and had also worked in operations management in the petro-chemical industry in Houston. His research primarily focuses on the strategic uses of technology, and the impacts of technological change. Dr. Congden recently taught Strategic Management at a German University for a term.

Contact:

Email: congden@hartford.edu

Phone: (860) 768-4567



Dr. David Desplaces has been teaching entrepreneurship and management at the University of Hartford for 4 years. He will be joining the College of Charleston Fall 2007. Dr. Desplaces is a French national that lived in the United Arab Emirates for 18 years before calling the US his home where he met and married his wife, Jill. His research has focused on entrepreneurship, regional economic development and business ethics education.

Contact:

Email: desplaces@hartford.edu

Phone: (860) 768-4270



Barney School of Business
UNIVERSITY OF HARTFORD



IB 610 International Business & Multinational Enterprise

Graduate Course Study Abroad

Dubai

United Arab Emirates
Dec. 29 – Jan 6, 2008

**Limited Space
Available**

Three (3) University Credits

One-Week Study Abroad in Dubai Winter Break 2008



IB 610—International Business [3]. Explores the conflicts, constraints, and opportunities facing firms operating in an international environment. Topics include managing in the international arena; cultural, economic, and political influences; risk assessment; marketing strategies; strategic planning in multicultural environments; and developing functional policies for the multinational corporation.

Course Learning Objectives:

- Increase understanding of cross-cultural management issues with respect to Arab and Western Culture
- Learn to assess international business situations
- Develop strategies for multinationals

Tuition of \$4450 Includes:

- Roundtrip on Emirates Airlines- JFK to Dubai to JFK (JFK Departure)
- Hotel stay (6 nights) in a double occupancy with breakfast (\$710 extra for single occupancy)
- Airport to hotel transfers
- Textbooks
- SOS Emergency Assistance
- Visits to museums, companies, etc.
- Transportation to various sites
- Overnight desert camping trip
- New Year's Party on Palm Island

Proposed Schedule

Dates	Times	Topics
Pre-trip	4:00-8:00pm	Introduction to International Business Topics 2-3
	Travel	Leave JFK for Dubai
Day 1	AM	Topic 4: Welcome by American embassy commercial attaché Dubai Museum
	PM	Topic 5: Dubai Port Word Visit and Presentation (with lunch)
	Evening	Free to Explore Dubai
Day 2	Full Day	Dhow trip in creek (optional)
	Evening	Visit Old Dubai/Souk
Day 3	AM	Topic 6: Dubai Stock Exchange Team project
	PM	Topic 7: Palm Island Visit
	Evening	Reception with friends, contacts, and clients
Day 4	AM	Topic 8 Team project
	PM	Project/Client Visit
	Evening	Trip in Desert
Day 5	AM/PM	Trip in Desert
	Evening	Gold Souk including boat trip across the creek
Day 6	AM	Topic 9 Team project
	PM	Project/Client Visit
	Evening	Pack
Day 7	Am	Depart for JFK
	Evening	Arrive in JFK
Post Trip		Trip Debriefing Class wrap-up Team project
Post Trip		Team presentations

* Schedule may change depending on the needs of the class.



Important Dates

Registration: (\$500 deposit to hold spot)
Starting May 1, 2007

Last day for deposit refund
September 20, 2007

Full Tuition will be billed
September 20, 2007 *

Textbook pickup
November 15, 2007

Pre-session meeting
December 1, 2007

Cultural Preparation Paper due via email
December 15, 2007

Dubai Trip (Dates may vary slightly)
December 29, 2007-January 6, 2008

Post-Trip class meeting
January 26, 2008

Student Presentations
February 15, 2008

* Withdrawal from course may result in penalties past that date.

Visit The Course Web Site:

<http://uhaweb.hartford.edu/dubai>

