



Global Field Study for Graduate & Advanced Undergraduate Students

Dubai and Abu Dhabi, United Arab Emirates March 14-22, 2015

This course will expose students to the culture and successful business practices in the United Arab Emirates (UAE), a vibrant business and cultural area of the Middle East. Most of our time will be spent in Dubai, a major business and transportation hub for the UAE. Students will learn about global management practices in the Middle East, plus how to work with employees from cultures very different from the United States. Students will learn about global business strategy by interacting with business leaders during company visits in Dubai. There will be several cultural tours to help students understand the history and culture of the UAE.

Course Description

This study abroad course fulfills the requirements for:

MGMT 798 or MGMT 498

Global Field Study: Management Strategies in United Arab Emirates (3 credits)

Prerequisites: MGMT 600 for graduate students, MGMT 302 for undergraduate students. All students must be in good academic standing.

Length: One week during the UB/MSB spring break 2015. Travel dates are March 14-22, 2015. There are two pre-travel meetings at UB and one post-travel meeting at UB after our return.

This global field study is organized by the Merrick School of Business in conjunction with Worldstrides, a travel company specializing in student study abroad trips. The program features presentations by international experts and visits to companies. There will be presentations on intercultural management, managing in a global environment, and leadership in the UAE culture. You will interact with business leaders from the UAE, as well as U.S. representatives working in the UAE. The opportunity to discuss international issues in a multi-national setting will provide a significant learning opportunity. During visits to companies you will see international business in action and learn how successful companies compete in a global economy. You will see the world through the eyes of UAE managers and US managers working in the UAE, as you compare and contrast practices in the UAE with those in the United States.

There will be opportunities to learn about the history and culture of the UAE. Dubai and Abu Dhabi are beautiful, international cities that have been developed right out of the desert. Cultural tours of the Gold and Spice Souks (a market) and the Al Noor Mosque in Dubai are included. There will also be a drive through the Dubai Desert Conservation Reserve, and a cultural tour of the Central Market and the Sheik Zayed Mosque in Abu Dhabi. Taken together, these tours will help you gain an understanding of the culture of the UAE and its inter-connections between business and religion.

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Course Design and Schedule

During the pre-trip meetings, students will gain a cultural understanding of the UAE. Students will prepare a brief report on what they learn after reading a book on the UAE and research.

There will be six days of visits to companies and sights in Dubai and Abu Dhabi, including presentations by company managers. Students will be required to keep a daily journal of their trip experiences.

Students will be assigned to teams to prepare a comparative analysis of UAE and US business practices. They'll utilize information from company and cultural visits to formulate their analysis. Written and oral reports will be due during the Baltimore post-travel meeting. The overall goal of the trip is to learn about important business practices that help managers and their companies succeed in global business activities in the Middle East.

Travel Cost: Trip costs for airfare, lodging, most local transportation, and trip organization are \$3,356. The Wright Global Scholars fund will provide scholarships up to a maximum of \$1,200 to eligible Merrick School of Business students and all tuition paying students will receive \$400 discount on the trip costs. A Wright Global Business Scholarship Application is required to be considered. In addition to travel costs, normal tuition and fees will apply for this three-credit course. For more information contact Prof. Alan Randolph, who will be leading the course, at wrandolph@ubalt.edu or call 410.837.4984.

To obtain approval for this Field Study you must complete the Global Field Study Approval Form and submit it to Lisa Park, assistant dean (lisa.park@ubalt.edu). All approval and scholarship forms can be found at the following website: <http://www.ubalt.edu/merrickglobal>.

TRAVEL FEE PAYMENT SCHEDULE for tuition paying students.

Initial Deposit: \$400.00 DUE Wednesday, November 12, 2014¹
Second Payment: \$1,356.00 DUE Wednesday, December 10, 2014
Final Payment: \$1,200.00 DUE Wednesday, February 4, 2015²

Course Registration Deadline: Wednesday, November 12, 2014

Required Pre-Travel and Post-Travel Meetings:

Tentatively, Tuesday, March 3, 2015, 6:00 - 8:00 p.m., room TBD
Tentatively, Thursday, March 12, 2015, 6:00 - 8:00 p.m., room TBD
Tentatively, Thursday, April 16, 2015, 6:00 - 8:00 p.m., room TBD

Course Tuition Due: Friday, January 23, 2015

¹ All payments are completely non-refundable. In addition to the travel costs, students are responsible for meals, incidental expenses and the tuition and fees associated with this three-credit hour course in the spring 2015 session. ² Final payment amount is dependent upon individual scholarship award.