January GLO
Info Deck
• South Africa
  • January 5-12, 2019 (departure on the 4th likely required)

• Vietnam and Singapore
  • January 5-13, 2019 (departure on 4th likely required)
Course Information

Seminar in International Business: Going & Growing Global MBA: 8500

- 0001/EXG (South Africa) or 0002/EXL (Viet/Sing)

3 semester hours, fall semester (off-cycle)

- FT MBA: required
- PMBA:
  - Admitted before summer 2017: two GLOs may be completed as elective credit and a third may substitute for Global Business Strategy
  - Admitted summer 2017 or later: Elective credit only
  - Repeatable to different regions—please contact jill-tomkins@uiowa.edu to confirm if two trips are sufficiently distinct to receive credit
Required Pre-departure class

Sunday, December 2
10am-4pm
Iowa City
Course Objectives

- Enhance personal cross-cultural communications skills
- Develop understanding of how the differences in global economic, cultural, social, political, and legal environments affect business performance and decisions
- Provide students with foundational knowledge and analytical frameworks for evaluating business opportunity within countries or region outside the U.S.A
- Discover and use of sources of information for researching and evaluating international markets
- Contemporary trends and issues in globalization
Course timing

• Expect coursework to begin in mid-November (usually a case study or cultural profile inventory due before December class session)

• Group projects usually completed between the class session and start of in-country program

• Usually a reflection paper due upon return

• Note: expect to be occupied in-country from ~8am-5pm daily with program activities. If you want additional free time, please consider coming early or staying late.
PMBA Costs

• Program Fee: $1700 (South Africa), $1700 (Viet/Sing)
  • October 1\textsuperscript{st} U-Bill
  • No refund possible after September 30
  • Additional cost if single room is selected

• Tuition: $1995
  • November 1\textsuperscript{st} U-Bill (or September U-Bill if you choose during the application process)
  • No refund possible after class session on December 2

• Airfare
  • ~$2000 to South Africa; ~$1500 to Viet / from Sing
  • Do not purchase until confirmation received

Meals included: a welcome meal, a farewell meal, all breakfasts. Internal flights covered (i.e. from Vietnam to Singapore and from Johannesburg to Cape Town)

Other costs at your own expense: some meals, transportation ‘around town’ for personal excursions, entertainment, visa when required
FTMBA Costs

• Program fee covered by FTMBA tuition for 1st experience
  • No refund possible after September 30
  • Second GLO cost: $3200
  • Additional cost if single room is selected

• Airfare
  • ~$2000 to South Africa; ~$1500 to Viet / from Sing
  • Do not purchase until confirmation received

Meals included: a welcome meal, a farewell meal, all breakfasts. Internal flights covered (i.e. from Vietnam to Singapore and from Johannesburg to Cape Town)

Other costs at your own expense: some meals, transportation ‘around town’ for personal excursions, entertainment, visa when required
Vietnam and Singapore
Mark Winkler

• Adjunct Lecturer, Department of Marketing

• Past:
  • Director, Business Solutions Center
  • Vice-President, Strategic Planning & Business Development, Bridgestone
    • General Manager of Operations, New England Region, Universal Forest Products
    • International/Expatriate Sales Manager, Asia/South America, Grove Manufacturing, Inc.
  • Executive MBA, University of Iowa 2001
  • Lived in Belgium, New Zealand, Singapore and other locations as an ex-pat
Key Industries

- Vietnam: food processing, garments, agriculture, manufacturing
- Singapore: electronics, chemicals, financial services, oil drilling equipment
### 2017 agenda for reference

<table>
<thead>
<tr>
<th>Arrival to</th>
<th>Ho Chi Minh City</th>
<th>Ho Chi Minh City</th>
<th>Ho Chi Minh City</th>
<th>Ho Chi Minh City / Singapore</th>
<th>Singapore</th>
<th>Singapore</th>
<th>Singapore</th>
<th>Departure</th>
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<tbody>
<tr>
<td><strong>Dress code</strong></td>
<td>Casual</td>
<td>Business Casual</td>
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<td>Business Casual</td>
<td>Business Casual</td>
<td>Casual</td>
<td>Bus Departs Hotel for Airport TBD</td>
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<tr>
<td><strong>Arrival to Ho Chi Minh City</strong></td>
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<tr>
<td>8-11:30am Class session</td>
<td>5-11am US Commercial Service (passport required)</td>
<td>10-noon Samsung</td>
<td>9:10-12:15 Flight to Singapore</td>
<td>10am-noon DBS Bank</td>
<td>9-11am FMC Technologies</td>
<td>8:30-11:30am Class session</td>
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</tr>
<tr>
<td>Arrival to Ho Chi Minh City</td>
<td>12:00pm Depart for Welcome Lunch</td>
<td>Free Time for Lunch</td>
<td>Free Time for Lunch</td>
<td>Boxed lunch on bus (Subway sandwich, apple, chips, juice)</td>
<td>Free Time for Lunch</td>
<td>Free Time for Lunch</td>
<td>Farewell Lunch</td>
<td>Departure</td>
</tr>
<tr>
<td>2-3:30pm City Tour</td>
<td>rest of day free</td>
<td>2-4pm Thai Son Garment Factory (flat close toed shoes)</td>
<td>City Tour / Cultural Activity (3-4 hours)</td>
<td>3-4:30pm FedEx</td>
<td>2-4pm Facebook</td>
<td>Free Time</td>
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<tr>
<td>Free Time for Dinner</td>
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#### Student feedback from 2017:
- What a great experience. Vietnam + Singapore were excellent, dynamic choices. Couldn’t have gone better
- I thought the GLO experience was great/fun/valuable and exceeded my expectations. It was a great learning experience
Tentative Cultural Visits

• Trip will likely include a half day visit to Cu Chi Tunnels instead of a Ho Chi Minh City tour
  • Underground network of passages used by Viet Cong to control area of South Vietnam during both the French and American wars, ~2 hr bus ride through rural Vietnam on way

• Optional foodie motorbike night tour (at your own expense)
  • Hop on a scooter and let your personal drivers take you to lesser known part of the city to get a taste of real Vietnam. From noodle joints to street BBQs, you can try local delicacies while eating out with locals.

• Singapore guided tour
  • National Gallery, Merlion Park, views of Marina Bay, historic Chinatown, Buddha Tooth Relic Temple and Museum, take a bumboat ride and visit the Singapore Botanic Gardens
South Africa
Dimy Doresca

- MS in International Affairs, Georgetown University, 2002
- BA in Business Administration, Augustana College, 2000
- Director, Mandela Washington Fellowship Program, University of Iowa, June 2016 - Present
- Lecturer, Department of Management and Organizations and the John Pappajohn Entrepreneurial Center and Director, Institute for International Business, Henry B. Tippie College of Business, The University of Iowa, August 2014 - Present
- Previous work as an international business consultant, including permanent assignments representing a US multinational corporation in India and the UAE
- Certified Global Business Professional (CGPB)
- Speaks English, Spanish, French and Creole
Key Industries

• Mining, Automobile Assembly, Metalworking, Machinery, Textiles, Finance, Real Estate, Information Technology
Tentative Cultural Activities

• Johannesburg
  • Soweto Tour: South Western Township (Soweto) is the largest black residential area in SA. Highlights include Hector Peterson Memorial and Museum, Mandela House, and Apartheid Museum

• Cape Town
  • Table Mountain: iconic, famous for wealth of species (plant and animal)
  • Castle of Good Hope: built around 1670 by the Dutch East India Company, it’s the oldest existing colonial building in SA.

• Pre-program optional add-on to game reserve for day long safari (at your own expense and requires minimum number of participants)
# Draft agenda

<table>
<thead>
<tr>
<th>Saturday, Jan 5</th>
<th>Sunday, Jan 6</th>
<th>Monday, Jan 7</th>
<th>Tuesday, Jan 8</th>
<th>Wednesday, Jan 9</th>
<th>Thursday, Jan 10</th>
<th>Friday, Jan 11</th>
<th>Saturday, Jan 12</th>
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<tbody>
<tr>
<td><strong>Arrival to Johannesburg</strong></td>
<td><strong>Jo'burg</strong></td>
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<td><strong>Jo'burg/Cape Town</strong></td>
<td><strong>Cape Town</strong></td>
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<td><strong>Cape Town</strong></td>
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<tr>
<td><strong>Class session</strong></td>
<td><strong>Company Visit</strong></td>
<td><strong>Company Visit</strong></td>
<td>Flight to Cape Town (Included)</td>
<td><strong>Company Visit</strong></td>
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<td><strong>Company Visit</strong></td>
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</tr>
<tr>
<td><strong>Free Time for Lunch</strong></td>
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</tr>
<tr>
<td><strong>Cultural Tour (Soweto, Apartheid Museum, etc)</strong></td>
<td><strong>Company Visit</strong></td>
<td><strong>Company Visit</strong></td>
<td>Cultural Tour (Table Mountain and Castle of Good Hope)</td>
<td><strong>Company Visit</strong></td>
<td><strong>Company Visit</strong></td>
<td>Class session</td>
<td><strong>Class session</strong></td>
</tr>
<tr>
<td><strong>Welcome Dinner (included)</strong></td>
<td><strong>Free Time for Dinner</strong></td>
<td><strong>Free Time for Dinner</strong></td>
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<td><strong>Free Time for Dinner</strong></td>
<td><strong>Free Time for Dinner</strong></td>
<td><strong>Free Time for Dinner</strong></td>
<td>Farewell Dinner (included)</td>
</tr>
</tbody>
</table>

*Airport transfers provided within specified windows (will be shared after priority deadline)*

*Check-out*

*Airport transfers provided within specified windows (will be shared after priority deadline)*
Vaccinations for both destinations

• Check the CDC website for vaccination recommendations
  • Make sure your are up-to-date on routine vaccinations, including measles-mumps-rubella (MMR) vaccine, diphtheria-tetanus-pertussis vaccine, varicella (chickenpox) vaccine, polio vaccine, and your yearly flu shot.
Passports and Visas

- Make sure your passport has two blank pages and is valid until July 2019 as countries require more than 6 months validity
- South Africa: No visa required for US citizens
- Vietnam: Visa required for US citizens, ~$70 (additional information will be provided after the priority deadline, but cost/process will be the student’s responsibility)
- Singapore: No visa required for US citizens

**Citizens of other countries** – please let us know as early as possible so we can determine visa requirements. May require additional work/cost on your part, including possible trip to Chicago for a visa appointment if required by the destination country
**Flights**

• Please do not purchase a flight until you receive an email confirmation to do so

• Group flight options not typically a better deal than what you can find online and need 12 people on exact itinerary, so are not offered

• We’ll share tips/ recommendations after deadline

• South Africa: fly into Johannesburg and depart from Cape Town (internal one-way flight between cities included in program fee)

• Vietnam/Sing: fly into Ho Chi Minh City and depart from Singapore (internal one-way flight between cities included in program fee)
PMBA: How to Apply

• Complete the online application
• Priority Deadline: August 1, 5pm
• We will notify you about your enrollment status the week of August 6th

• Participation Prioritization:
  • Admitted students who have not completed a GLO previously
  • Admitted students repeating the experience
  • Pre-MBAs
FTMBA: How to Apply

• Complete the online application
• Priority Deadline: August 22, 5pm

• Participation Prioritization:
  • Based on time of application
  • Seats not filled after priority deadline will be opened to PMBA
## Future GLO destinations

<table>
<thead>
<tr>
<th>Dates</th>
<th>Destinations</th>
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<tbody>
<tr>
<td>May 2019</td>
<td>Germany and Czech Republic</td>
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<tr>
<td>January 2020</td>
<td>United Arab Emirates</td>
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<tr>
<td>May 2020</td>
<td>England (second location TBD)</td>
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<tr>
<td>January 2021</td>
<td>Hong Kong and China</td>
</tr>
<tr>
<td>May 2021</td>
<td>Europe</td>
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</tbody>
</table>

**Applications for the May GLO will be available in mid to late October with a priority deadline of December 1.**
Questions?

Email jill-tomkins@uiowa.edu