January GLO
Info Deck (PMBA)
• Argentina and Uruguay
  • January 7-14 (departure on 6th usually required)

• Hong Kong & China
  • January 6-14 (departure on 5th usually required)
Course Information

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

- EXL (Argentina/Uruguay) or EXG (Hong Kong/China)

- 3 semester hours

- Can substitute for Global Business Strategy / Foundations in Strategy (required core course) or serve as an elective for students entering program prior to Summer 2017. Elective credit for those entering Summer 2017 or after.

- Required pre-departure class session:
  - Sunday, December 3, 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
Costs

• Program Fee: $1400 (Argentina/Uruguay), $1400 (HK/China)
  • October 1st U-Bill
  • No refund possible after September 30

• Tuition: $1995
  • November 1st U-Bill (or September U-Bill if you choose during the application process)
  • No refund possible after class session on December 3

• Airfare
  • ~$1700 to South America RT; ~$1200 to Hong Kong RT
  • Do not purchase until confirmation received

Other costs: some meals, transportation ‘around town’ for personal excursions, entertainment
Argentina and Uruguay
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
Possible Industry and Business Visits

• Buenos Aires
  • IT: Globant, Google, Microsoft
  • Esso (oil refinery), YPF (energy), Tenaris (steel)
  • Finance/Investment in Argentina: Citibank, Standard Bank, ICBC Bank
  • Agribusiness: Monsanto, Cargill, Molinos
  • Manufacturing: Kraft, P&G

• Montevideo
  • Zona America business park
  • Costa Oriental (logistics)
  • Sabre Holdings (global travel/tech)
  • Wine Industry: Carrau Winery
Cultural Visits

• Tours of each city (B.A., Colonia, Montevideo)
• Welcome Dinner and Tango Show in B.A.
• Winery tour (en route between Colonia and Montevideo)
**University of Iowa GLO Program**  
**Visit to Argentina and Uruguay**

<table>
<thead>
<tr>
<th>Sunday January 3rd</th>
<th>Monday January 4th</th>
<th>Tuesday January 5th</th>
<th>Wednesday January 6th</th>
<th>Thursday January 7th</th>
<th>Friday January 8th</th>
<th>Saturday January 9th</th>
<th>Sunday January 10th</th>
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</thead>
<tbody>
<tr>
<td><strong>Arrival to Buenos Aires</strong></td>
<td><strong>Buenos Aires</strong></td>
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<td><strong>Buenos Aires</strong></td>
<td><strong>Buenos Aires</strong></td>
<td><strong>Montevideo - Visits at Zonamerica</strong></td>
<td><strong>Montevideo</strong></td>
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<tr>
<td>Breakfast at Hotel</td>
<td>Breakfast at Hotel</td>
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<td>Breakfast at Hotel</td>
<td>Breakfast at Hotel / Check Out of Hotel</td>
<td>Breakfast at Hotel</td>
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<tr>
<td><strong>Arival to Buenos Aires and Private Transfer to Hotel for Check In.</strong></td>
<td><strong>Economic Briefing</strong></td>
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<td><strong>Automobile Industry</strong></td>
<td><strong>Tenaris Site visit and presentation at Tenaris’ Siderica production center, which has an annual capacity of 900,000 tons of steel tubes and delivers a wide range of products for the energy sector, automobile industry, and agro-industrial applications.</strong></td>
<td><strong>8:30 AM Group Departs to Colonia, Uruguay via Ferry.</strong></td>
<td>Zonamerica Visits to the Zona America business park and free trade zone, which features 8 business platforms hosting branches of 500 global companies. Morning Presentation and tour by Zonamerica management, afternoon company visits.</td>
<td><strong>3 Hour Gastronomy Class Tour at Hotel</strong> <strong>To be organized by the University of Iowa.</strong></td>
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<td><strong>Oil &amp; Gas in Argentina</strong></td>
<td><strong>Presentation by fuel distributors and retailers in Argentina</strong></td>
<td><strong>Ford Motor Company, Toyota or Peugeot</strong></td>
<td><strong>10:00 AM City Tour of Colonia.</strong></td>
<td><strong>10:00 AM City Tour of Colonia.</strong></td>
<td><strong>10:00 AM City Tour of Colonia.</strong></td>
<td><strong>Hotel Check Out.</strong></td>
<td><strong>Hotel Check Out.</strong></td>
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<td><strong>Group Orientation Session</strong></td>
<td><strong>Group orientation done by Southbridge Access including a review of the itinerary, safety discussion and a U.S.A. Welcome packs will be distributed.</strong></td>
<td><strong>3M Argentina Company presentation and visit to 3M’s recently opened Center for Innovation and Technological Development.</strong></td>
<td><strong>IT in Argentina</strong></td>
<td><strong>Introduction to IT services in Argentina and company presentation by companies such as Google, Nokia or Microsoft.</strong></td>
<td><strong>Afternoon Transfer to Carruá Winery for business presentation and optional wine tasting followed by transfer to Montevideo.</strong></td>
<td><strong>Afternoon Free Time in Montevideo.</strong></td>
<td><strong>Afternoon Free Time in Montevideo.</strong></td>
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<tr>
<td><strong>Buenos Aires Scavenger Hunt</strong></td>
<td><strong>Highlight includes: La Casa Rosada, Recoleta cemetery, Eva Peron Memorial, Historic El Cemento, La Boca District and Teatro Colón.</strong></td>
<td><strong>Transfer to Welcome Dinner &amp; Tango Show</strong></td>
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<td><strong>Free Time for Lunch</strong></td>
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<td><strong>Free Time for Dinner</strong></td>
<td><strong>Welcome Dinner &amp; Tango Show Included</strong></td>
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**Tippie College of Business**  
**The University of Iowa**
Hotels

• Recoleta Grand (Buenos Aires)
  • https://www.recoletagrand.com/

• Tryp Hotel Montevideo
Hong Kong and China
Mikhail Grachev

• Adjunct professor in the PM and Hong Kong Program. Has also served as faculty in France, the UK, Italy, Hungary, the Czech Republic, Japan, and Russia

• Research focus on international management, business strategy, IHRM, and culture

• Major collaborator and country co-investigator in 62-societies’ Global Leadership and Organizational Behavior Effectiveness (GLOBE) research

• Stanford Research Scholar; “Making the Most of Cultural Differences” work featured in HBR’s Breakthrough Ideas

• Investigator/Principle Investigator in a number of World Bank projects

• Distinguished Award from 3M Company for consulting services
Possible Industry and Business Visits

- Finance
- Manufacturing
- Telecommunications
- Energy
- Logistics

2016 visits:
- US Consulate Commercial Desk
- Principal Financial
- Ocean Park
- Lamex
- Jabil
- Yantin Container Terminal
- Huwaei Technologies
- Marriott
Cultural Activities

• Hong Kong city tour
  • Possible inclusions: sampan ride, Stanley Market
• Victoria Peak
• Networking event with current Tippie Hong Kong MBAs and/or alumni
## 2016 Agenda for Your Reference

<table>
<thead>
<tr>
<th>Saturday, Jan 9</th>
<th>Sunday, Jan 10</th>
<th>Monday, Jan 11</th>
<th>Tuesday, Jan 12</th>
<th>Wednesday, Jan 13</th>
<th>Thursday, Jan 14</th>
<th>Friday, Jan 15</th>
<th>Saturday, Jan 16</th>
<th>Sunday, Jan 17</th>
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<tbody>
<tr>
<td>Arrival to Hong Kong</td>
<td>Hong Kong</td>
<td>Hong Kong</td>
<td>Hong Kong</td>
<td>Hong Kong</td>
<td>Guangzhou/Dongguan/Shenzhen</td>
<td>Shenzhen/Hong Kong</td>
<td>Hong Kong</td>
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<tr>
<td>Casual</td>
<td>Smart Casual</td>
<td>Smart Casual (no jeans)</td>
<td>Business Casual</td>
<td>Business Casual (closed toe shoes)</td>
<td>Business Casual</td>
<td>Business Casual</td>
<td>Business Casual</td>
<td>Casual</td>
</tr>
<tr>
<td>Bus Departs Hotel 6.15am</td>
<td>Bus Departs Hotel 6.15am</td>
<td>Bus Departs Hotel 6.15am</td>
<td>Bus Departs Hotel 6.30am</td>
<td>Bus Departs Hotel 7.00am</td>
<td>Bus Departs Hotel 6.30am</td>
<td>Bus Departs Hotel 6.30am</td>
<td>Bus Departs Hotel 6.30am</td>
<td>Bus Departs Hotel for Airport TBD</td>
</tr>
<tr>
<td>Arrival at Hong Kong airport. Coach Transfer to hotel for arrivals at specified times (see Transfers document in ICON)</td>
<td>Noon to 15.00pm Welcome Lunch with current HK students and alumni (JW Cafe)</td>
<td>Free Time for Lunch</td>
<td>Check out of hotel, pass immigration, travel to Guangzhou (~4.5 hrs)</td>
<td>Check out of hotel, travel to Dongguan (~2 hrs)</td>
<td>Lanex 9.30am CEO Presentation</td>
<td>10.00am Vice President presentation</td>
<td>Principal Financial 9.16am Executive presentation</td>
<td>8.00pm Class Session (1.5 hrs at hotel)</td>
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<tr>
<td>9.00am Class session (2.5 hrs)</td>
<td>Free Time for Lunch</td>
<td>Free Time for Lunch</td>
<td>Free Time for Lunch</td>
<td>11.00am Lunch with CEO and management (Metropolitan Hotel)</td>
<td>Free Time for Lunch</td>
<td>Free Time for Lunch</td>
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<td>Free Time for Dinner</td>
</tr>
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<td>Noon to 15.00pm Welcome Lunch with current HK students and alumni (JW Cafe)</td>
<td>Free Time for Lunch</td>
<td>Free Time for Dinner</td>
<td>Check in to hotel / Free Time for Dinner</td>
<td>Free Time for Dinner</td>
<td>Free Time for Dinner</td>
<td>Free Time for Dinner</td>
<td>Free Time for Dinner</td>
<td>End of Program</td>
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<tr>
<td>1:30pm Free admission to park 4:30pm bus departure (can stay longer - must provide own transportation)</td>
<td>1:00pm Senior Executive presentation 2:00pm company tour</td>
<td>Free Time for Dinner</td>
<td>Free Time for Dinner</td>
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<td>2:00pm Hong Kong City Tour</td>
<td>Free Time for Dinner</td>
<td>Free Time for Dinner</td>
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<tr>
<td>1:00pm Travel to Shenzhen (~1.5 hrs)</td>
<td>Yanbian Container Terminal 2:00pm Senior Executive presentation, terminal tour</td>
<td>Return to Hong Kong (~3 hrs)</td>
<td>Marriott International 2:00pm Vice President presentation</td>
<td>Free time</td>
<td>Free time</td>
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</table>
Hotels

• Royal Pacific Hotel – Hong Kong: https://www.sino-hotels.com/hk/royal-pacific/en/
• Garden Hotel (Guangzhou): http://www2.gardenhotel.com/
• Shangri-La Shenzhen: http://www.Shangri-la.com/shenzhen/shangrila/
Vaccinations for both destinations

- Check the CDC website for vaccination recommendations
  - Make sure you're 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.
  - Most travelers: consider Hepatitis A, Typhoid
  - Some travelers: Hepatitis B, Rabies, other
Passports and Visas

• Make sure your passport has two blank pages and is valid until July 2018 as countries require more than 6 months validity

• Hong Kong/China: Visa fee for group visa for US citizens to mainland China included in program cost; US citizens do not need a visa to Hong Kong. Visas to mainland China for extended stays at student expense.

• Argentina/Uruguay: 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.
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

• We’ll share tips/ recommendations after deadline

• South America: fly into Buenos Aires and depart from Montevideo
How to Apply

• Complete the online application
• Priority Deadline: August 1, 5pm
• We will notify you about your enrollment status the week of August 10th

• Participation Prioritization:
  • Admitted students who have not completed a GLO previously
  • Admitted students repeating the experience
  • Pre-MBAs
## Future GLO destinations

<table>
<thead>
<tr>
<th>Dates</th>
<th>Destinations</th>
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</thead>
<tbody>
<tr>
<td>May 2018</td>
<td>England and Ireland **</td>
</tr>
<tr>
<td>Jan 2019</td>
<td>South Africa</td>
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<tr>
<td>Jan 2019</td>
<td>Singapore and Vietnam</td>
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<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>
</tr>
<tr>
<td>January 2020</td>
<td>Hong Kong and China</td>
</tr>
<tr>
<td>May 2020</td>
<td>Hungary, Austria, Czech Republic</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