



SYLLABUS

ARGENTINE BUSINESS AND SOCIETY

Professor: Alejandro Yacono Esmendi

Universidad Nacional de Rosario

Contact Hrs: 52

Language of Instruction: English

ROSARIO, ARGENTINA

I. Purposes of the Course

The purpose of this course is to present an overview of Argentine society, its history and culture, in relation to its economy and business environment. The aim is also to explore some of the distinctive characteristics the social, political, economic and business institutions of Argentina. The course will also include some field trips to visit local organizations, such as the Rosario Board of Trade.

By the end of the course students should have: gained knowledge of some of the major socioeconomic and business characteristics and issues of Argentine, acquired a sense of the changes and developments in Argentine culture, society, and economy over time, developed some ability to analyze, evaluate, and adapt to different cultures.

II. Course Content

Module 1. Argentina: From the end of the 19th Century to the present times

Overview of Argentine economic history and development. Main influences in the socio-economic formation of the country. Socio-political trends, conservatives, peronists, radicals, and new political forces. The end of the 20th century and the beginning of the 21st: hyperinflation, neo-liberalism, 2001 financial crisis and debt default. (4 weeks)

Module 2. Economic Structure of Argentina

Main characteristics of the Argentine geography, economic regions and their outputs. Main data and statistics of Argentine economy, population, trade, social development, etc. Overview of Argentine main economic sectors industries. (2 week)

Module 3. Economic base of the Province of Santa Fe and the City of Rosario

Main characteristics of the Santa Fe geography, economic regions and their outputs. Main data and statistics of Santa Fe economy, population, trade, social development, etc. Overview of Santa Fe main economic sectors industries.

Brief description of the city of Rosario. Main data and statistics of Rosario economy, population, trade, social development, etc. Overview of Rosario main economic sectors industries. (3 weeks)

Module 4. Argentina and regional economic integration

Origins and prospects of the MERCOSUR. Members. Economic, social, and political issues. (1 week)

Module 5. Cultural Diversity and Business

Understanding cultural diversity in global business. Levels of culture. Dimensions of national cultures. Intercultural encounters and culture shock. (3 weeks)

III. Grading and Student Evaluation

Each student will write 3 short term papers dealing with class topics. The papers will not exceed five pages and not be shorter than two pages in length. All papers will be 1.5 line spacing and typed on a computer and in the American Sociological Review citation and footnote format.

The final grade for the course will be also influenced by two exam scores, a midterm exam and a final exam.

Student presence and active participation is very important and therefore will also have an effect upon the students' grade.

The final grade will be assigned in the following manner:

Papers	300 points (100 each)
Mid-Term Exam	300 points
Participation	300 points
Final Exam	600 points
TOTAL	1500 points

Points / Percentages	Grade
1470 points or more / 98% or more	A+
1395-1469 points / more than 93% and less than 98%	A
1350-1394 points / more than 90% and less than 93%	A -
1305-1349 points / more than 87% and less than 90%	B+
1245-1304 points / more than 83% and less than 87%	B
1200-1244 points / more than 80% and less than 83%	B -
1155-1199 points / more than 77% and less than 80%	C+
1095-1154 points / more than 73% and less than 77%	C
1050-1094 points / more than 70% and less than 73%	C -
1005-1049 points / more than 67% and less than 70%	D+
955-1004 points / more than 63% and less than 67%	D
900-944 points / more than 60% and less than 63%	D -
Less than 900 points / less than 60%	F

IV. Bibliography

Hofstede, Geert. Cultures and organizations: software of the mind. London: McGraw-Hill U.K., 1991.

Instituto Provincial de Estadística y Censos (IPEC). Subsecretaría de Planeamiento y Control del Ministerio Coordinador, Gobierno de la Provincia de Santa Fe. Informe cuyuntura Junio 2007. www.santafe.gov.ar

Instituto Nacional de Estadística y Censos (INDEC). Secretaría de Programación Económica y Regional, Ministerio de Economía y Obras y Servicios Públicos de la Nación. www.indec.mecon.ar

Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. U.S.: World Trade Press, 1998.

World Bank. www.worldbank.org

Mark P. Sullivan. Argentina: Political and Economic Conditions and U.S. Relations. US: Congressional Research Service - The Library of Congress, Updated October 2006.

V. Schedule Fall 2007

Note: Wednesday sessions are from 16.00 to 18.00 and Thursday sessions are from 18.00 to 20.00.

WEEK	SESSION	TOPICS	READINGS
1	1	Introduction. Overview of Argentine economic history and development.	
2	2	Socio-political trends, conservatives, peronists, radicals, and new political forces.	• Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 2.
	3	Socio-political trends, conservatives, peronists, radicals, and new political forces.	• Mark P. Sullivan. Argentina: Political and Economic Conditions and U.S. Relations
3	4	Socio-political trends, conservatives, peronists, radicals, and new political forces.	• Mark P. Sullivan. Argentina: Political and Economic Conditions and U.S. Relations
	5	Special topic: Tango in relation to Argentine culture and society	
4	6	The end of the 20 th century and the beginning of the 21 st : hyperinflation, neo-liberalism, 2001 financial crisis and debt default.	• De Pablo, J.C. & M.A.M. Broda. The Argentine Hyperinflation of 1989: Recollections of two survivors • Reed College. Study Case: Inflation in Argentina
	7	The end of the 20 th century and the beginning of the 21 st : hyperinflation, neo-liberalism, 2001 financial crisis and debt default.	• The Economist. Argentina's collapse - A decline without parallel • Kiguel, M.A. A balance of three years of Penguinomics
5	8	Main characteristics of the Argentine geography, economic regions and their outputs. Main data and statistics of Argentine economy, population, trade, social development, etc.	• World Bank: Argentina at a glance. • INDEC: Data and statistics. • Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 14. • Booklet prepared with information from different sources.
	9	Overview of Argentine main economic sectors industries.	• Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 10.

6	10	Main characteristics of the Santa Fe geography, economic regions and their outputs. Main data and statistics of Santa Fe economy, population, trade, social development, etc.	<ul style="list-style-type: none"> • INDEC: Data and statistics. • IPEC: Data and statistics. • Indicadores Regionales, Instituto de investigación en Economía y Dirección para el Desarrollo – IDIED – Universidad Austral
	11	Overview of Santa Fe main economic sectors industries.	<ul style="list-style-type: none"> • IPEC: Data and statistics. • Indicadores Regionales, Instituto de investigación en Economía y Dirección para el Desarrollo – IDIED – Universidad Austral
7	12	MID-TERM EXAM	
	13	Origins and prospects of the MERCOSUR. Members. Economic, social, and political issues.	<ul style="list-style-type: none"> • Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 6 & 7.
8	14	Origins and prospects of the MERCOSUR. Members. Economic, social, and political issues.	<ul style="list-style-type: none"> • Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 6 & 7.
9	15	Brief description of the city of Rosario. Main data and statistics of Rosario economy, population, trade, social development, etc. Overview of Rosario main economic sectors industries.	<ul style="list-style-type: none"> • Booklet prepared with information from different sources.
	16	VISIT TO ROSARIO STOCK EXCHANGE	
10	17	Levels of culture. National culture dimensions.	<ul style="list-style-type: none"> • Hofstede, Geert. Cultures and organizations: software of the mind. Chapter 1.
	18	Levels of culture. National culture dimensions.	<ul style="list-style-type: none"> • Hofstede, Geert. Cultures and organizations: software of the mind. Chapter 1.
11	19	Intercultural encounters.	<ul style="list-style-type: none"> • Hofstede, Geert. Cultures and organizations: software of the mind. Chapter 9.
	20	Intercultural encounters.	<ul style="list-style-type: none"> • Hofstede, Geert. Cultures and organizations: software of the mind. Chapter 9.
12	21	Argentine Culture: Business culture and customs.	<ul style="list-style-type: none"> • Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 13.
	22	Argentine Culture: Business culture and customs. General review.	<ul style="list-style-type: none"> • Whittle, Janet, et al. Argentina business: the portable encyclopedia for doing business with Argentina. Chapter 13.
13	23	FINAL EXAM	
	24	Special topic presentations. Final review and comments.	