

2023年度
Global Business Program (GBP)
講義概要 (シラバス)



法政大学

科目一覽

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凡例 その他属性

〈他〉：他学部公開科目	〈グ〉：グローバル・オープン科目
〈優〉：成績優秀者の他学部科目履修制度対象科目	〈実〉：実務経験のある教員による授業科目
〈S〉：サーティフィケートプログラム_SDGs	〈ア〉：サーティフィケートプログラム_アーバンデザイン
〈ダ〉：サーティフィケートプログラム_ダイバーシティ	〈未〉：サーティフィケートプログラム_未来教室

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MAN100FB-A5501

Introduction to Organizational Management

Azusa Ebisuya

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 4/Tue.4 | Campus：市ヶ谷 / Ichigaya | Grade：1～4

Notes：

その他属性：〈ゲ〉

【Outline and objectives】

This course is designed to help undergraduate students understand basic concepts and ideas of organizational management in the world of business. This course teaches the importance of management and its vital roles, organization structures, and effective management of organizations.

【Goal】

The series of lectures in this course will help the students to obtain knowledge of general terms and concepts of organizational management study, and instill further interest and desire to deepen their understanding in this field.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-2" and "DP3" diploma policies and fairly related to the "DP4" policy.

【Method(s)】

This course will be delivered mostly through lectures so that the students can absorb basic knowledge of the subject. However, students will have opportunities to actively participate in the class by providing their critical thoughts and suggestions during discussions. The students will have two written tests (8th and 14th weeks) which will examine their understanding of this course. Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

Due to the epidemic of infectious disease, classes may possibly be provided through the online system (Zoom) or hy-flex style. Detailed information will be updated.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction to the course	<ul style="list-style-type: none"> Introduction activity Class building-up
Week 2	The role of management	<ul style="list-style-type: none"> Interpersonal roles Informational roles Decisional roles
Week 3	The planning function	<ul style="list-style-type: none"> Defining the mission, vision and values Assessing strengths, weaknesses, opportunities and threats Developing forecasts and analyzing competition
Week 4	The organizing function	<ul style="list-style-type: none"> Developing an action plan Top managers Middle managers First-line managers
Week 5	The leading function	<ul style="list-style-type: none"> Developing an effective leadership style Coaching and mentoring Managing change Building a positive organizational culture
Week 6	The controlling function	<ul style="list-style-type: none"> The control cycle Crisis management Maintaining control in extraordinary circumstances
Week 7	Essential management skills	<ul style="list-style-type: none"> Interpersonal skills Technical skills Conceptual skills Decision-making skills
Week 8	Mid-course review and Test (1)	<ul style="list-style-type: none"> Mid-semester review Explaining key managerial concepts
Week 9	Designing an effective organization structure	<ul style="list-style-type: none"> Identifying core competences Identifying job responsibilities Defining the chain of command
Week 10	Organizing the workforce	<ul style="list-style-type: none"> Functional structures Divisional structures Matrix structures Network structures

Week 11	Organizing in teams	<ul style="list-style-type: none"> Problem-solving teams Self-managed teams (Cross-)functional teams Virtual teams
Week 12	Ensuring team productivity	<ul style="list-style-type: none"> Advantages of working in teams Disadvantages of working in teams Characteristics of effective teams
Week 13	Fostering teamwork	<ul style="list-style-type: none"> Team development Causes of team conflict Solutions to team conflict
Week 14	Course review and Test (2)	<ul style="list-style-type: none"> Review the entire semester Explaining key managerial concepts

【Work to be done outside of class (preparation, etc.)】

The students are expected to read the uploaded materials for each class beforehand and prepare for discussions during the class. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

Slides and additional reading materials will be provided through the web-system.

【References】

Supplementary reading materials and/or websites will be shared through the web-system.

【Grading criteria】

Participation in discussions: 28%

Assignment during a class: 12%

Test (1): 30%

Test (2): 30%

【Changes following student comments】

Not applicable.

【Equipment student needs to prepare】

We'll use the Hosei University Course Management Support System for sharing reading materials and handouts.

【Others】

Please note that if the number of students attending the first class significantly exceeds expectation, the number of students who are allowed to register for the course will be limited in order to effectively manage the class.

【Prerequisites】

None

【Upon threat level change】

Please note that the teaching approach may vary due to the threat level we are at: Level 1, this course will be held on campus. Level 2, it will be held online.

MAN100FB-A5502

Introduction to Strategic Management

Naoki ANDO

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：月4/Mon.4 | Campus：市ヶ谷 / Ichigaya | Grade：1～4

Notes：

その他属性：〈ゲ〉

【Outline and objectives】

Why do some firms succeed and others fail? Competitive strategies of firms explain a substantial part of their success and survival in markets. This course introduces students to the key concepts and frameworks of strategic management. At the end of this course, students will be able to understand how firms gain competitive advantages and compete with rivals. The content of this course will form a basis for studying other courses on strategic management.

【Goal】

Objectives of this course are:

1. To learn how to analyze firms' external environments and internal resources.
2. To understand business-level strategy.
3. To build skills in analyzing firms' success and failure.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1" diploma policies and fairly related to the "DP2-2", "DP3" and "DP5" policies.

【Method(s)】

This course is primarily conducted in a classroom (face to face classes). Sessions consist of lectures and in-class exercises. Lectures introduce the students to basic concepts and frameworks. In-class exercises with regard to the concepts and frameworks include discussions and quizzes. Additionally, students work on a team project during the semester. The team consists of 3-4 students. The number of team members may vary depending on the number of registered students. Teams are required to conduct a team project. Each team member writes up a term paper based on the team project. At the end of the semester, teams will deliver a presentation of the project. Details regarding the team project will be announced in class.

Assignments are submitted using Hoppii. Feedback will be given either in-class or on Hoppii.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction	Course overview
Week 2	What is strategy?	Definition of strategy and competitive advantage
Week 3	Analysis of external environments(1)	Analysis of general and industry environments
Week 4	Analysis of external environments(2)	Five forces model, the threat of potential entrants
Week 5	Analysis of external environments(3)	The threat of industry competitors, substitutes, suppliers and buyers
Week 6	Analysis of internal resources (1)	Definition of resources, capabilities and core competence
Week 7	Analysis of internal resources (2)	Resources and capabilities to gain and sustain competitive advantages
Week 8	Analysis of internal resources (3)	VRIO framework
Week 9	Project proposal	Proposal of team projects
Week 10	Business-level strategy (1)	Whom and what to serve
Week 11	Business-level strategy (2)	Cost leadership strategy
Week 12	Business-level strategy (3)	Differentiation strategy
Week 13	Presentation of projects (1)	Final presentation of team projects (1)
Week 14	Presentation of projects (2)	Final presentation of team projects (1)
		Wrap up

【Work to be done outside of class (preparation, etc.)】

Students are required to read materials, complete assignments, and prepare for presentations and discussions. They also work on the team project with team members.

Time for preparatory study and review for this class will be at least 2 hours each.

【Textbooks】

Hitt, A.H., Ireland, R.D., and Hoskisson, R.E. 2017. Strategic Management: Competitiveness & Globalization: Concepts and Cases (12th ed). Cengage Learning: CT.

A newer edition may be available. More information about textbooks will be announced in week 1.

Reading materials are distributed in class or on Hoppii.

【References】

Barney, J.B. & Hesterly, W.S. 2019. Strategic Management and Competitive Advantage: Concepts and Cases (6th ed.). Pearson Education: Harlow, UK.

【Grading criteria】

Class participation: 40%

Team project: 30%

Individual term paper based on team project: 30%

Class participation is evaluated based on active participation in discussion and in-class exercises and contribution to the class.

More information regarding the team project will be announced in class.

【Changes following student comments】

More time will be allocated to discussions and in-class exercises.

【Equipment student needs to prepare】

PC or tablet is required to complete assignments and prepare for presentations and term paper.

【Others】

This course provides a basis for other courses on strategic management.

【Prerequisites】

None.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN100FB-A5503

Introduction to Accounting

Kenji KAWASHIMA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：水 3/Wed.3 | Campus：市ヶ谷 / Ichigaya | Grade：1～4

Notes：

その他属性：〈ゲ〉

【Outline and objectives】

This course is designed to provide a basic understanding of accounting, including introductory accounting concepts, principles, and procedures. Specific attention will be devoted to the four financial statements and frameworks for understanding them, as well as ways in which to prepare financial data. Students will be expected to apply these skills to the analysis of real companies, and to interpret their respective financial statements accordingly. These cases will enable students to grasp the importance of accounting knowledge in the business world, to understand current events in terms of accounting measurements, and to communicate effectively with other professions.

【Goal】

Upon successful completion of the course, students should be able to:

- Analyze a company's financial statements
- Describe conclusions about profitability, efficiency, liquidity, and solvency
- Record basic debt-credit journal entries and prepare a set of financial statements

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-2" and "DP2-1" diploma policies and fairly related to the "DP1-1" and "DP2-2" policies.

【Method(s)】

- In case it is difficult to hold classes in the classroom due to COVID-19 or natural disasters, we will keep holding the classes using Zoom. The recorded lessons will be available until the end of the class.
- After the review, new topics are explained by the instructor, followed by group discussions and/or case analysis. Active participation is strongly recommended especially during discussions and analysis.
- Japanese company financial statements are used in case analysis.
- Questions and comments are welcomed at any time on the Zoom and Google Classroom.
- Feedback on questions from students is provided verbally during class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
Week1	Introduction	- Basic concepts of accounting - The four financial statements
Week2	Basic concepts of financial statement	- Basic financial analysis ratios, - Accounting principles and standards
Week3	Balance sheet 1	- Assets - Liabilities - Shareholders' equity
Week4	Balance sheet 2	- Liquidity and solvency ratio - Trend and common-size analysis for balance sheet
Week5	Income statement 1	- Expenses - Revenue
Week6	Income statement 2	- Profitability ratio - Trend and common-size analysis for income statement
Week7	Intermediate exam	- Balance sheet - Income statement - Liquidity, solvency and profitability ratio
Week8	Statement of stockholders' equity 1	- Common and preferred stock - Par value and additional paid in capital
Week9	Statement of stockholders' equity 2	- Retain earnings - Treasury stock
Week10	Statement of cash flows 1	- Operating, investing and financing activities - Direct and indirect method for computing cash flow
Week11	Statement of cash flows 2	- Interpret cash flow - Trend and common-size analysis for cash flow
Week12	Inventory and property, plant and equipment 1	- Cash and cash equivalents - Account receivable

Week13	Inventory and property, plant and equipment 2	- Inventory - Property, plant, and equipment
Week14	Accounting cycle	- 10 steps of accounting cycle - Debt-Credit journal entries

【Work to be done outside of class (preparation, etc.)】

Students are expected to spend an average of four hours preparing for this class, including answering assignments for each class.

- Readings and/or problems are assigned for each class. You should come to class prepared to discuss your analysis of the cases and its underlying problems. Regular class participation is critical to the learning process for both you and your classmates.
- Additional assignments will either be discussed in class or presented as additional cases for your benefit. I will disclose assignments for class discussion prior to their respective lectures.

【Textbooks】

Nothing in particular however, students are welcome to access topics concerning this course and its objectives in other related texts. The instructor is at liberty to provide further materials during the course of instruction.

【References】

Schoenebeck, K. P., & Holtzman, M. P. (2012). Interpreting and analyzing financial statements. Pearson Higher Ed.(6th Edition)

【Grading criteria】

Grades will be distributed according to the following weights:

Class Participation 30%

Midterm exam1 20%

Midterm exam2 20%

Final Exam 30%

【Changes following student comments】

I will cover less topics than last year to give more time to each to be covered.

【Others】

Please note that if the number of students attending the first lesson significantly exceeds expectation, the number of students who are allowed to register for the course will be limited in order to effectively manage the class. For this reason, if you are planning to take this course, you need to attend the first lesson.

【Prerequisites】

None.

ECN100FB-A5504

Introduction to Finance

Naoki KISHIMOTO

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：月3/Mon.3 | Campus：市ヶ谷/Ichigaya | Grade：1～4
Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

Students are given an introduction to interest rate computation and investment analysis of bonds and stocks.

[Goal]

- (1) Students can compute present values and future values.
- (2) Students can use basic terms of bonds and bond investments.
- (3) Students can compute bond prices based on yields to maturity. Conversely, students can compute yields to maturity based on bond prices.
- (4) Students understand major sources of risk in bond investments.
- (5) Students can use basic terms of stocks and stock investments.
- (6) Students can compute fair values of stocks using the dividend discount model.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2" and "DP4" diploma policies and fairly related to the "DP1-3" policy.

[Method(s)]

This class consists of a series of lectures. Yet, the instructor intends to make them as interactive as possible by throwing questions to students and earmarking class time for students to apply formulae to exercise problems.

Also, I will try to speak slowly, so that well-motivated Japanese students can understand my lectures.

Furthermore, I will provide students with feedback on additional exercise problems that students are supposed to solve at home.

[Active learning in class (Group discussion, Debate.etc.)]

なし/No

[Fieldwork in class]

なし/No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Overview of this course, corporations and stock market	I will give an overview of this course. In addition, I will explain basic organizational structures of corporations.
2	Interest rates, future values, and present values	I will explain how to compute future values and present values.
3	Interest rates, future values, and present values	I will explain the FV and PV computation of a perpetuity.
4	Interest rates, future values, and present values	I will explain how to compute the FV and PV of an annuity and a growing perpetuity. In addition, I will explain how to solve loan payments and the internal rate of return.
5	Internal rate of return and interest rate quotes	I will explain internal rate of return more. In addition, I will interest rate quotes.
6	Interest rate quotes and discount rates	I will explain interest rate quotes more. In addition, I will discuss discount rates and loans.
7	Determinants of interest rates	I will discuss determinants of interest rates.
8	Introduction to bonds	I will explain basic terms of bonds and bond investment.
9	Yield to maturity	I will explain how to compute the yield to maturity.
10	Basic terms for stock investments	I will explain basic terms of stocks and stock investments.
11	Stock valuation	I will explain basic valuation methods for stocks. Specifically, I will explain dividend discount model.
12	Financial statements	I will discuss major items on balance sheets.
13	Financial statements	I will discuss major items on income statements.
14	Final examination	I will give a final examination in class.

[Work to be done outside of class (preparation, etc.)]

Students must complete reading assignments before class. In addition, students are given exercise problems to solve at home, which will prepare them for in-class quizzes. Correct answers for the exercise problems will be distributed later in class and some of the problems are explained in class. Students are expected to spend about four hours on preparatory study and review of each class.

[Textbooks]

Jonathan Berk, Peter DeMarzo, and Jarrad Harford, Fundamentals of Corporate Finance, latest edition (Global Edition), Pearson Education.

[References]

Richard Brealey and Stewart Myers, Principals of Corporate Finance, McGraw Hill (any recent edition).

Richard Brealey, Stewart Myers and Alan Marcus, Fundamentals of Corporate Finance, McGraw Hill (any recent edition).

Stephon Ross, Randolph Westerfield and Jeffrey Jaffee, Corporate Finance, McGraw Hill (any recent edition).

Stephon Ross, Randolph Westerfield and Bradford Jordan, Fundamentals of Corporate Finance, McGraw Hill (any recent edition).

Stephen Ross, Randolph Westerfield and Bradford Jordan, Essentials of Corporate Finance, McGraw Hill (any recent edition).

Thomas Copeland, Fred Weston, and Kuldeep Shastri, Financial Theory and Corporate Policy, Addison Wesley (any recent edition).

[Grading criteria]

80% on quizzes and final examination and 20% on class participation.

[Changes following student comments]

I will cover less topics this year than last year to spend more time to each topic to be covered.

[Others]

To gain better understanding of finance courses, including this course, you are strongly encouraged to take Introduction to Accounting and Introduction to Statistics in your first year at Global Business Program. In addition, you need to have basic knowledge in arithmetics to comprehend the contents of this class.

Please note that this course is held face to face and in a small classroom which accommodates only twenty plus students.

Therefore, the number of students to be admitted to this class is limited to twenty plus.

Note, however, that because this class is offered for GBP, GBP students are guaranteed a seat in this class, if they choose to register for it.

[Prerequisites]

None

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN100FB-A5505

Introduction to Marketing

Shohei HASEGAWA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 3/Tue.3 | Campus：市ヶ谷 / Ichigaya | Grade：1～4
Notes：

その他属性：〈ゲ〉

【Outline and objectives】

This is an introductory marketing course. Students will learn the basics of business and marketing through reading articles that describe actual company cases. The cases include various companies (manufacturer, service, retailing, internet technology, etc.) and strategies (new product, branding, promotion, targeting, etc.).

【Goal】

The goal of this class is to obtain basic marketing knowledge. Students will also learn survey, presentation, and discussion skills.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP5" diploma policy and fairly related to the "DP1-1", "DP2-2", "DP3" and "DP4" policies.

【Method(s)】

(1) Homework (weekly assignment)

The business case article and assignments are posted on Google Classroom a week before a class. Students write and submit the assignment report before a class.

(2) Realtime class

Students are divided into small groups to discuss the weekly assignments. After the discussion within the groups, the feedback is provided by the instructor.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Guidance and overview of the course
2	Case 1: Nintendo	Market environment analysis
3	Case 2: Sony	SWOT analysis
4	Case 3: Netflix	Marketing myopia, Competitor analysis
5	Case 4: Smart Car	STP marketing
6	Case 5: IKEA	Marketing mix
7	Case 6: LEGO	Product strategy, Product Life-Cycle
8	Case 7: LVMH	Price strategy, Diffusion-line brand
9	Case 8: Microsoft	Promotion strategy, Marketing communication mix
10	Case 9: Apple	Place strategy, Sales location
11	Case 10: Coca-Cola	Brand strategy, Brand development matrix
12	Case 11: Disney	Expansion into overseas
13	Course review	Review the entire semester
14	Final assignment	Final assignment

【Work to be done outside of class (preparation, etc.)】

All students submit weekly assignment reports before classes. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

No textbook.

Weekly reading materials or articles will be provided by the instructor. Cases in the above spring schedule may change depending on the student's interests.

【References】

- ・ Kotler, Philip and Kevin Lane Keller (2015) Marketing Management (15th ed.), Pearson.
 - ・ Kotler, Philip and Gary Armstrong (2018) Principles of Marketing (17th ed.), Prentice Hall.
 - ・ Keegan, Warren J. and Mark C. Green (2017) Global Marketing (9th ed.), Pearson.
- and old editions of these books.

【Grading criteria】

- ・ Weekly assignments: 60%
- ・ Final paper: 40%

【Changes following student comments】

We will use a rubric, a scoring guide, on Google Classroom to clarify the evaluation criteria of weekly assignments.

【Equipment student needs to prepare】

Students should bring a laptop or tablet PC to class.

【Others】

Related course: Principles of Marketing

Students who wish to register for this course must attend the first class. Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

【Prerequisites】

None

MAN100FB-A5506

Introduction to Operations Management

Kiyoko YOSHIMURA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：金 4/Fri.4 | Campus：市ヶ谷 / Ichigaya | Grade：1～4

Notes：

その他属性：〈グ〉〈実〉

【Outline and objectives】

This course introduces the concepts, principles, problems, and practices of operations management. Emphasis is on managerial processes for effective operations in both goods-producing and service-rendering organizations. Topics include operations strategy, process design, capacity planning, facilities location and design, forecasting, production scheduling, inventory control, quality assurance, and project management. The topics integrate using a systems model of the operations of an organization.

【Goal】

This course aims to improve students' understanding of operations management's concepts, principles, problems, and practices. After completing this course, students should be able to:

- Develop an understanding of and an appreciation for the production and operations management function in any organization.
- To understand the importance of productivity and competitiveness to both organizations and nations.
- To understand the importance of an effective production and operations strategy to an organization.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP4" and "DP5" diploma policies.

【Method(s)】

Face to Face (except #1 session)

Since this course is Introduction to Operations Management, it will be delivered mainly through lectures so the students can grab the basic knowledge of Operations Management. However, we have several case discussions. When the case is discussed, we are less concerned with "right" or "wrong" answers. Therefore, students are expected to participate in building their discussion skills. Assignment feedback will be made in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	INTRODUCTION - Getting started	Course Introduction What is operation management?
2	COMPETITIVENESS and PRODUCTIVITY	Production Planning Competitive Priorities
3	FORECASTING	Demand Characteristics Forecasting and Operations Management
4	PRODUCT / SERVICE DESIGN	Product or Service Design Considerations Reliability
5	CAPACITY PLANNING	Capacity Planning for goods and services Decision Theory
6	PROCESS / FACILITY / LAYOUT DESIGN	Type of Processing Need for Layout Planning Facilities Layout
7	WORK DESIGN AND MEASUREMENT	Job design Quality of Work life Measurement
8	QUALITY MANAGEMENT	What is quality? Quality as a competitive advantage
9	MASTER PRODUCTION SCHEDULING	Master Production Scheduling MRP/ERP
10	SUPPLY CHAIN	Supply chain management Global Supply
11	PROJECT SCHEDULING AND CONTROL	Managing Project Network modeling with PERT/CPM
12	JIT AND LEAN OPERATIONS	JIT LEAN
13	SIMULATION	Conduct simulations in class Group discussion
14	OPERATION AS A COMPETITIVE WEAPON	Wrap up (Review the entire course)

【Work to be done outside of class (preparation, etc.)】

The students are expected to read the uploaded materials (course materials and cases) for each class beforehand and prepare for discussions during the class. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

There is no textbook required for this course.

Will supply course material (PowerPoint) in the class.

【References】

Will notice Course References/Books on the bulletin board separately.

Reading should be completed before class.

【Grading criteria】

In-class-Quiz: 250 points(46%)

Case report1: 100 points (18%)

Case report2(simulation): 200 points(36%)

Total: 550 points (100%)

【Changes following student comments】

Will conduct feedback survey questions for student feedback.

【Equipment student needs to prepare】

None. The instruction will be given at the course if any.

【Others】

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

ECN100FB-A5507

Introduction to Japanese Economy

Hideaki HIRATA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：水 3/Wed.3 | Campus：市ヶ谷 / Ichigaya | Grade：1～4
Notes：

その他属性：〈グ〉〈実〉

【Outline and objectives】

This course provides an introduction to (1) the Japan's macroeconomic characteristics, (2) the Japan's current economic issues, and (3) the basic economic principles and methods.

After learning a brief history of the Japanese economy and the basic analytical tools of economics, we focus on Japan's labor markets, financial markets, corporate finance and capital investments, international transactions, and economic policies from the 1980s onward. Comparison with the other economies is frequently done.

By the end of the semester, you are expected to be able to utilize the theoretical and empirical tools practiced in this class to generate practical policy recommendations for Japan's major economic problems.

【Goal】

This course is designed to provide students with opportunities to gain a basic understanding of the Japanese economy. The particular goals can be summarized as follows:

1. To learn the history of the Japanese economy after WWII
2. To learn the basic features of Japanese households, firms, and the government and to apply conventional economic theory to understand their behaviors
3. To strengthen analytical skills by discussing the strengths and limitations of Japan's corporate system, labor markets, economic policy, and so forth

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-3", "DP2-1", "DP2-2", "DP3" and "DP4" diploma policies and fairly related to the "DP1-1", "DP1-2", "DP1-4" and "DP5" policies.

【Method(s)】

This course mainly comprises lectures, slideshows, in-class activities, and discussions. All class materials are distributed through the LMS. Note that the order of the lectures might be changed from the below suggested schedule but what we will cover would not change very much. Regarding lecture style (in-person and/or online), I am flexible so that the suggested in-person and/or online style is just tentative and is subject to change.

I will give feedback on class assignments during the lecture and/or through Hoppii (i.e., LMS).

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Syllabus guidelines; an overview of the Japanese economy's postwar macroeconomic performance.
2	Japanese economy and the World economy	The Japanese economy's postwar macroeconomic performance; basic economic statistics, such as GDP and its components.
3	Principles of Markets 1	Understanding what demand, supply and equilibrium are. Use various cases to theoretically see what happens in the market.
4	Principles of Markets 2	Understanding what would shift (=make changes in) demand and supply. Studying cases of what happened in the actual markets.
5	Labor 1	Characteristics of Japanese labor markets and firms; Understanding Japanese labor market.
6	Labor 2	Characteristics of Japanese labor markets and firms; Understanding the relationship between labor and firms.
7	Labor 3 Money and Finance 1	The relationship economic fluctuations and the labor markets. The role of money circulating in the economy.
8	Money and Finance 2	The role of money & banking in the Japanese economy

9	Money and Finance 3	Fundraising of firms and investors in the financial markets. Financial conditions of economic agents and their roles in the Japanese economy.
10	Bubble and the balance sheet problems International Trade 1	Understanding the bubble economy in the late 80s and the scars of that. Basic characteristics of exports and import between Japan and the rest of the world.
11	International Trade 2 International Finance	The determinants of Japan's exports and imports; the role of cross-border financial transactions with the rest of the world.
12	Firms 1	The characteristics of Japanese firms and their corporate governance.
13	Firms 2	Agency problem and its importance in Japan.
14	Review	Q & A sessions and extra issues to strengthen students' understandings of lectures 1-13.

【Work to be done outside of class (preparation, etc.)】

Students are expected to read the assigned materials and contribute to class discussions. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

Greg Mankiw (2020) Principles of Economics, Cengage.

Ito and Hoshi (2020) The Japanese Economy, MIT Press.

You SHOULD NOT buy these textbooks before the first class meeting since a special instruction will be provided for the students of this class.

【References】

1. Papers and newspaper articles will be assigned throughout the semester.
2. Annual Report on the Japanese Economy and Public Finance.
3. David Flath (2014), The Japanese Economy (3rd Edition), Oxford University Press. ISBN: 9780198702405.

【Grading criteria】

Final exam: 100%. (1) Solving and submitting non-mandatory problem sets and (2) class participation (including non-mandatory problem sets) will give you extra points.

Final exam will be offered in-person. In some special cases, online exam will be prepared and you should have good access to the Internet. You need PC (no smartphone or tablet) to take the exam properly.

The fail rate was less than 5% for the last 5 years.

【Changes following student comments】

I tried to design this course to motivate students to be interested in learning economic ideas and to understand why those ideas are powerful.

【Equipment student needs to prepare】

You need a computer/tablet. Most of the materials would be distributed electrically by using PDF.

【Others】

This course has no prerequisites. I strongly encourage students to take Principles of Macroeconomics, Principles of Microeconomics, Business Management in Japan, Japanese Innovation Management, Human Resource Management I / II, and Corporate Finance AFTER taking this course.

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

【Prerequisites】

None

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

ECN100FB-A5508

Introduction to Statistics

Makoto TAKAHASHI

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：水 2/Wed.2 | Campus：市ヶ谷 / Ichigaya | Grade：1～4
Notes：

その他属性：〈グ〉

[Outline and objectives]

This course introduces elementary statistics, covering basic knowledge of descriptive statistics, probability and inferential statistics.

[Goal]

After successfully completing this course, students can do the following among others: understand and explain basic concepts; and summarize and examine data using software such as Excel.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-4" and "DP2-1" diploma policies and fairly related to the "DP2-2", "DP4" and "DP5" policies.

[Method(s)]

The class is a combination of lectures and (computer) exercises. In each class, we quickly review a topic by watching a video and then learn the details with discussion and exercises. Homework will be given almost every week, and will be reviewed at the beginning of the next class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	What is statistics
2	Introduction to data 1	Case study / Data Basics
3	Introduction to data 2	Sampling principles and strategies / Experiments
4	Summarizing data 1	Examining numerical data
5	Summarizing data 2	Considering categorical data / Case study
6	Probability 1	Defining probability
7	Probability 2	Conditional probability
8	Probability 3	Sampling from a small population / Random variables / Continuous distributions
9	Distributions 1	Normal distribution
10	Distributions 2	Geometric distribution / Binomial distribution
11	Foundations for inference 1	Point estimates and sampling variability
12	Foundations for inference 2	Confidence intervals for a proportion
13	Foundations for inference 3	Hypothesis testing for a proportion
14	Review / Final Exam	Review of the course / Evaluation of students' understanding

[Work to be done outside of class (preparation, etc.)]

Complete the reading before a new unit begins, and then review again after the unit is over. Do the problem sets specified in class as a homework. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Diez, David, Mine Çetinkaya-Rundel and Christopher D. Barr (2019) OpenIntro Statistics, 4th Edition. (This book may be downloaded as a free PDF at openintro.org/os)

[References]

References will be given in class if any.

[Grading criteria]

Homework: 50%

Final Exam: 50%

[Changes following student comments]

We will spend time both on analytical and computer exercises.

[Equipment student needs to prepare]

Laptop or tablet with Excel or Google spreadsheet

[Others]

Basic knowledge of Statistics will be very useful for your further study in GBP. Probability theory is used not only in Statistics but also in other subjects such as Finance and Economics. Related courses include, but not limited to, Introduction to Finance, Investments I/II, and Elementary Mathematics A/B.

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

[Prerequisites]

This course has no specific prerequisites. However, familiarity of some mathematical concepts and notations at a high-school level, and working skills of Excel are desirable.

PRI100FB-A5509

Introduction to Informatics

Yasushi KODAMA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：木 2/Thu.2 | Campus：市ヶ谷 / Ichigaya | Grade：1~4
Notes：

その他属性：〈グ〉〈実〉

【Outline and objectives】

This course is aimed at students with little or no prior knowledge for operating computers but a desire computational approaches to problem solving. You can learn any basic computational operations using Microsoft Office software but also any theoretical meanings of informatics.

【Goal】

One of the goals of this course is to become familiar with basic operations for personal computers. Also you should learn how to solve the problems related to social sciences.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP2-1" and "DP2-2" diploma policies and fairly related to the "DP1-4", "DP4" and "DP5" policies.

【Method(s)】

Mostly you can use the computers in the class room and you can learn any operations of computer software especially for Office software. At first you should learn how to login Windows operating system on the university's computers. After this course has started, the contents of the lesson will be provided on the Web site.

Use Google Classroom to answer questions, explain the assignment in detail, and give feedback to students on Google Classroom.

【Active learning in class (Group discussion, Debate.etc.)】

なし / No

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1st	Introduction	Introduction to this course. The goal of this course is specified. You can learn how to operate university's computers.
2nd	Word processing practice	Using Word Processing software, you can learn the basic operation of this software.
3rd	Electrical mail practice and networking theory	You can learn the network system and how to write e-mail scripts.
4th	Methodologies for presentation using software	Using the presentation software, you can learn the technical operations of it.
5th	Spreadsheet practice (1)	You can learn the basic operations of spreadsheets.
6th	Spreadsheet practice (2)	It will test your ability of creating spreadsheets for the business documents.
7th	Spreadsheet practice (3)	It will test your ability of creating spreadsheets using business graphs.
8th	VBA practice(1)	You can learn about VBA(Visual Basic for Applications) as spreadsheet macro programs.

9th	VBA practice(2)	You can learn about VBA programming using the variables.
10th	How to build your home pages (1)	You can learn how to start to build a page as your home pages.
11th	How to build your home pages (2)	You can learn how to build your home pages using some tags.
12th	How to build your home pages (3)	You can learn how to build your home pages using the CSS (Cascading Style Sheets).
13th	How to build your home pages (4)	You can learn how to build your home pages using new style files and new pages.
14th	Workshop for solving problem	At the workshop of classroom, you should make a plan to present how to solve the problems.

【Work to be done outside of class (preparation, etc.)】

You should autonomously learn the basic operations of personal computers. If you can not understand the contents of the lecture, you should ask us it in the classroom or investigate it by yourself. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

Specified in the lecture.

【References】

Specified in the lecture.

【Grading criteria】

Participation rate (80%) and reports to present in the lecture (20%).

【Changes following student comments】

We devise lectures so that students can solve problems autonomously.

【Equipment student needs to prepare】

N/A

【Others】

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

【Prerequisites】

We will adopt practical use cases that are useful in the business field and devise to develop problem solving skills.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

EDU100FB-A5510

Introduction to University Study

LASSEGARD JAMES

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：木 3/Thu.3 | Campus：市ヶ谷 / Ichigaya | Grade：1～4

Notes：

その他属性：

[Outline and objectives]

This course is designed primarily to help students in GBP/SCOPE Programs improve the academic/study skills they are expected to use while at university. Course topics include writing skills, critical reading, logical/analytical thinking, book review and literature review.

[Goal]

Throughout this course, students will acquire academic strategies and attitudes that will enhance your ability to function effectively in a university environment.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP2-1", "DP2-2" and "DP5" diploma policies and fairly related to the "DP4" policy.

[Method(s)]

A range of teaching methods will be used including mini-lectures (slideshows), group discussions, and individual exercises. Each lesson will include group and individual exercises to practice the skills discussed, and feedback on assignments will be given individually to students. Students will also give short presentations on the course contents.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Syllabus guidelines, self-introduction and goal setting
2	Library Research	How to use the library
3	Reading Strategies	How to read effectively and critically
4	Book Review	How to make a book review
5	Preparation for a Book Review Presentation	How to give a book review presentation and how to make an outline
6	Book Review Presentation	Book review presentation
7	Plagiarism	How to avoid a plagiarism
8	Writing a Book/Article Review	How to write a book/article review, following academic writing style learned at "Academic Literacy" and "College Writing" courses.
9	Literature Review	How to make a literature review
10	Preparation for a Literature Review Presentation	How to give a literature review presentation and how to make an outline
11	The 1st Day for Literature Review Presentation	Literature Review Group Presentation
12	The 2nd Day for Literature Review Presentation	Literature Review Group Presentation
13	Writing a Literature Review	How to write a literature review, following academic writing style learned at "Academic Literacy" and "College Writing" courses.
14	Review and Self-Reflection	Reviewing what you have learned in this course and reflecting on your academic performance

[Work to be done outside of class (preparation, etc.)]

Students do assigned readings and assignments every week. Students are required to do approximately two hours of study and review prior to every class session.

[Textbooks]

Handouts

[References]

To be advised during the course; Students should have a good English dictionary that they bring to class every week.

[Grading criteria]

Class participation/contribution: 20%

Writings: 50%

Presentations: 30%

[Changes following student comments]

I will be teaching this class for the first time in 2023, but the curriculum will be similar to previous years.

[Equipment student needs to prepare]

Students should have access to a computer in order to make power point slides for presentations.

[Others]

Students are expected to participate in this class actively. Good manners and collaborative learning are important in this class.

Students are allowed up to three absences for this class. Coming to class late twice = one absence. Students must notify instructor ASAP if they are absent due to illness.

[Prerequisite]

None

[Career background of the lecturer]

None

MAN300FB-A5511

Organizational Management I**休講**

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

【Outline and objectives】

【Goal】

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4", "DP5" diploma policies and fairly related to the "DP3" policies.

【Method(s)】

【Active learning in class (Group discussion, Debate.etc.)】

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
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【Work to be done outside of class (preparation, etc.)】

Preparatory study and review time for this class are 2 hours each.

【Textbooks】

【References】

【Grading criteria】

【Changes following student comments】

MAN300FB-A5512

Organizational Management II

休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：

[Outline and objectives]

[Goal]

[Which item of the diploma policy will be obtained by taking this class?]
This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4", "DP5" diploma policies and fairly related to the "DP3" policies.

[Method(s)]

[Active learning in class (Group discussion, Debate.etc.)]

[Fieldwork in class]

[Schedule] 授業形態：対面/face to face
No. Theme Contents

[Work to be done outside of class (preparation, etc.)]
Preparatory study and review time for this class are 2 hours each.

[Textbooks]

[References]

[Grading criteria]

[Changes following student comments]

MAN300FB-A5513

Organizational Behavior I**休講**

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

【Outline and objectives】

【Goal】

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to "Sociology", "Social Psychology" and the "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP1-1" and "DP3" policies.

【Method(s)】

【Active learning in class (Group discussion, Debate.etc.)】

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
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【Work to be done outside of class (preparation, etc.)】

Preparatory study and review time for this class are 2 hours each.

【Textbooks】

【References】

【Grading criteria】

【Changes following student comments】

MAN300FB-A5514

Organizational Behavior II

Makiko NISHIKAWA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：水 3/Wed.3 | Campus：市ヶ谷 / Ichigaya | Grade：2~4

Notes：

その他属性：

[Outline and objectives]

The way we work has been changing dramatically (for example, the pandemic of Covid-19 has changed where, when, and how we work) but it is difficult to know where these changes lead us to. Through reading a textbook and discussing the contents together, we will try to understand what work has meant to us and how the meaning could vary by culture, gender, and generation.

[Goal]

Firstly, students will understand the meaning of work that varies across time and space, and how this affects our work attitudes and behavior. Secondly, they will acquire the skills to present and exchange their thought and ideas about work in group and in the class.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to "Sociology", "Social Psychology" and the "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP1-1" and "DP3" policies.

[Method(s)]

This course encourages students' active involvement. Textbook is used as a tool to understand and discuss the meaning of work. Each week, students will present what they have read and understood in a chapter of the textbook, and share and discuss the main points in the chapter. They will also finish the final report and present it at the last class. Feedback will be given to students' presentation and report.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Orientation to this course and course assignment
2	A brief history of the philosophy of work	Read chapter1 and discuss the contents
3	Work and meaning	Read chapter2 and discuss the contents
4	The distribution of work	Read chapter3 and discuss the contents
5	Work and leisure	Read chapter4 and discuss the contents
6	Interim discussion/debate1	Select a topic from Chps2-4 and hold a discussion/debate
7	Being managed	Read chapter5 and discuss the contents
8	Getting paid	Read chapter6 and discuss the contents
9	Work in the age of affluence	Read chapter7 and discuss the contents
10	Interim discussion/debate2	Select a topic from Chps5-7 and hold a discussion/debate
11	Work and globalization	Read chapter8 and discuss the contents
12	The end of work?	Read chapter9 and discuss the contents
13	Life and work	Read chapter10 and discuss the contents
14	Summary and presentation	Final report presentation Course summary

[Work to be done outside of class (preparation, etc.)]

Homework (e.g., writing short essays) will be given occasionally. Students should prepare a final report for presentation and submission. Preparatory study and review time for this class are 2 hours each

[Textbooks]

Lars Svendsen, *Work*, Routledge, second edition, 2016, Routledge, London, ISBN 978-1-138-19408-3

[References]

Erin Meyer, *The Culture Map: Decoding how people think, lead, and get things done across cultures*, 2015, Public Affairs, New York, ISBN 978-1-61039-276-1

[Grading criteria]

Participation to class and discussion 50%

Homework 30%

Final report and presentation 20%

[Changes following student comments]

This course will encourage students' active involvement in the class and give them opportunities to express their ideas as an individual and as a group.

[Others]

Important notice will be given through *Hoppi*.

OB I and OB II cover different topics, but it is highly recommended to take both.

Relevant to this course are; Introduction to Organizational Management, Organizational Management I/II, and Human Resource Management I/II.

[Prerequisite]

Students from the Japanese program should have a good command of English.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5515

Human Resource Management I

休講

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈実〉

【Outline and objectives】

【Goal】

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP2-2", "DP3" and "DP4" diploma policies and fairly related to the "DP1-1" and "DP1-3" policies.

【Method(s)】

【Active learning in class (Group discussion, Debate.etc.)】

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
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【Work to be done outside of class (preparation, etc.)】

Preparatory study and review time for this class are 2 hours each.

【Textbooks】

【References】

【Grading criteria】

【Changes following student comments】

MAN300FB-A5516

Human Resource Management II

Yoshio OKUNISHI

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 2/Tue.2 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈実〉

【Outline and objectives】

This course is intended to introduce students to the field of human resource management (HRM). Students learn theories and applications involved in effectively managing people in organizations.

Unlike many other fields in business and economics, policies and practices of HRM are influenced greatly by country-specific factors such as labor law, social customs, economic development stage and workforce structure of a country. So, I will spend most time in explaining Japanese cases. But some common theories and international comparative perspectives are explained as well.

More specifically, students learn such topics as dismissal, job design, and labor-management relations. Furthermore, they learn some current topics such as effects of aging and diminishing workforce, non-regular workers, diversity management, work/life balance and globalization as well.

【Goal】

Successful students will acquire basic knowledge of HRM in Japanese firms, as well as problem-solving and critical-thinking skills in the field of human resources and organizations, both of which are applicable to all types of organizations and jobs in which students will eventually work.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP2-2", "DP3" and "DP4" diploma policies and fairly related to the "DP1-1" and "DP1-3" policies.

【Method(s)】

Assuming that it is feasible to have face-to-face lectures in a real classroom, my lecture and the discussion among students will be the main method. I count on "Hoppii" to distribute course materials and occasionally ask students to submit written assignments.

Students will have feedback individually and in class for the written assignments.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Review of HRM I and Introduction to HRM II	Review of HRM I and the overview of HRM II
2	Separation (1)	Economic and legal perspectives
3	Separation (2)	More practical aspects
4	Separation (3)	Mandatory retirement in Japan
5	External Workforce	Outsourcing and temp agency workers in Japan
6	Job Design	Theory and practices
7	Tips for Case Studies in HRM	Useful knowledge to discuss cases in HRM
8	Discussion on a Case Study	A case on work-life balance
9	Diversity Management	Theory and empirical evidence in Japan
10	Working Hours	Situations in Japan and its regulations
11	Industrial Relations (1)	Union activities in Japan
12	Industrial Relations (2)	Labor disputes and the resolution systems in Japan
13	High-Commitment HRM	Theory and practices
14	HRM as a System	The wrap-up of the course and future directions

【Work to be done outside of class (preparation, etc.)】

Preparatory study and review time for this class are 2 hours each. Before each class, read through course materials and find places where you have questions. During and after the class, you should clarify all the questions, and submit occasional assignments diligently.

【Textbooks】

I do not use any textbooks which students need to purchase. Instead, I will use my own handouts and data sets. But just for your reference, many of my course materials are based on the followings.

【References】

・ Baron, James N. and David M. Kreps (1999) Strategic Human Resources. John Wiley & Sons, Inc. This is an excellent MBA-level textbook of HRM, whose methodology is blend of economics and organizational behavior.

・ Lazear, Edward P. (1998) Personnel Economics for Managers. John Wiley & Sons, Inc.

・ Lazear, Edward P. and Michael Gibbs (2015) Personnel Economics in Practice (3rd edition). Wiley. These two are readable textbooks of "personnel economics" by its pioneers.

・ Although contents written in English are limited, you could find useful information in the following site of the Japan Institute for Labor Policy and Training:

<http://www.jil.go.jp/index.html>

・ Some important Japanese laws are translated into English. See the following site:

<http://www.japaneselawtranslation.go.jp/>

【Grading criteria】

The final grade will be based on writing assignments during the semester (80%). The participation in the class is counted as well (20%), so active and thoughtful voices and questions are encouraged. I will not conduct an in-class final exam separately.

【Changes following student comments】

I will encourage students to participate more actively in class.

【Equipment student needs to prepare】

I regularly use Hoppii to upload course materials and to direct course assignments.

【Others】

HRM I (Fall) and II (Spring) are taught in a sequential manner. So, it is recommended to take both courses in this order if that is possible. Some basic knowledge of economics and organizational behavior is preferred, but not required.

【Prerequisites】

Among GBP subjects, the followings are closely related to this subject although they are not prerequisites: Introduction to Organizational Management, Introduction to Japanese Economy, Organizational Management I/II and Organizational Behavior I/II.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5517

Strategic Management

Azusa Ebisuya

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：火 4/Tue.4 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

[Outline and objectives]

In a competitive business environment, successful firms generally have a strategic management process that helps them set goals and execute on a clear vision. This course will help students understand how businesses become successful by leveraging their competitive advantages.

[Goal]

Students are expected to be able to understand how organizations operate at the strategic level to be successful. Also, they will be able to learn how to conduct a case analysis, measure organizational performance, and conduct external and internal analyses.

[Which item of the diploma policy will be obtained by taking this class?] This course is strongly related to the "DP1-1", "DP2-2", "DP3" and "DP4" diploma policies.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating the students to get involved in the class actively. Students will have Test (1) in the 7th class and Test (2) in the 14th class during the course. Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Course Overview	<ul style="list-style-type: none"> Introduction to the course What is strategic management?
Week 2	Mastering Strategy	<ul style="list-style-type: none"> The history of strategic management Critique of strategic management Understanding the strategic management process
Week 3	Assessing organizational performance	<ul style="list-style-type: none"> Vision, mission, and goals Assessment of organizational performance Competitive advantage
Week 4	Evaluating the external environment	<ul style="list-style-type: none"> The relationship between an organization and its environment Evaluating the general environment Evaluating the industry Mapping strategic groups
Week 5	Evaluating the internal environment	<ul style="list-style-type: none"> Managing firm resources Resource-based view Intellectual property and isolating mechanisms Value chain
Week 6	Synthesis of strategic issues and analysis	<ul style="list-style-type: none"> SWOT framework Strategic issue identification
Week 7	Mid-Course Review and Test (1)	<ul style="list-style-type: none"> Mid-Course review
Week 8	Selecting business-level strategies	<ul style="list-style-type: none"> Understanding business-level strategy through "generic strategies" Cost leadership Differentiation
Week 9	Innovation strategies	<ul style="list-style-type: none"> Entrepreneurial orientation Types of innovation Implementing innovation Responding to innovation in the market
Week 10	Selecting corporate-level strategies	<ul style="list-style-type: none"> Diversification Implementing corporate strategy Strategies for getting smaller Portfolio planning and corporate-level strategy
Week 11	Competing international markets	<ul style="list-style-type: none"> Advantages and disadvantages of competing in international markets Types of international strategies Drivers of success and failure when competing in international markets

Week 12 Executing strategy through organizational design

- The basic building blocks of organizational structure
- Creating an organizational structure
- Creating organizational control system
- Legal forms of business

Week 13 Leading an ethical organization

- Corporate governance
- Corporate ethics and social responsibility
- Contemporary questions of corporate ethics

Week 14 Course-Ending Review and Test (2)

- Course-ending review

[Work to be done outside of class (preparation, etc.)]

The students are expected to read the materials for each class beforehand and prepare for discussions during the class. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Slides and additional reading materials will be provided through the web-system.

[References]

Supplementary reading materials and/or websites will be shared through the web-system.

[Grading criteria]

Participation in classwork: 50%

Test (1): 25%

Test (2): 25%

[Changes following student comments]

In order to fully assess the level of understanding of the students, the tests will be given in the form of thematic descriptions.

[Equipment student needs to prepare]

We'll use the Hosei University Course Management Support System for sharing reading materials and handouts, and submitting papers.

[Others]

Not applicable.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5518

International Business I

Haruo HORAGUCHI

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：水 2/Wed.2 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

【Outline and objectives】

Toyota Motor Corporation, Tokyo Disneyland (TDL), and All Nippon Airways (ANA) have one thing in common. What do you think it is? It is that they create excellent products and services and practice the best international business. This course is designed to provide students with an understanding of the basic concepts of international business. It focuses on corporate strategy and the organizational capabilities of companies, and aims to equip students with the skills needed to join such companies. A core skill is understanding how internationalization strategies can help multinational companies enhance their competitiveness and performance in the global economy. The course will focus on MNCs facing a variety of choices, including global marketing practices, production location choices, and cross-border decision-making processes.

【Goal】

In this course, students will learn data, concepts, and models for understanding corporate performance in global business. By the end of the course, students will understand corporate strategies designed to improve the efficiency of societies and the wealth of nations. Management of International Business includes establishing international strategies for ownership, marketing, product development, and operations management. Upon completion of this course, students will be able to critically evaluate emerging practices in the internationalization of companies. They will also be able to discuss the internationalization of innovative activities such as research and development (R&D).

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP3", "DP4" and "DP5" diploma policies.

【Method(s)】

Classes consist of lectures and group discussions. Much of the class time is spent reviewing readings, newspaper articles, websites, financial statements, and video materials. Each class introduces students to the major theories of international business so that they can apply them in the real world after graduation. Feedback on assignments will be given orally in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Course introduction	Course outline and introduction. Concept and historical overview of foreign direct investment and multinational corporations. Textbook Chap. 1.
2	Module 1: Basic Entry Strategies	The topics on the entry strategy. Basic categories of foreign entry. Duty, foreign exchange rate, labor costs, transportation costs. Textbook Chaps. 1 and 15. NYK and Mitsubishi-Tokyo-UFJ Bank.
3	Export and Import	4Ps in Marketing. Sending a letter of credit. Opportunism and transaction costs. Traders, carriers, and logistics companies. Amazon and VISA. Textbook Chaps. 15 and 5.
4	Foreign Direct Investment (FDI)	Definition of FDI and portfolio investment. Income gain and capital gain. Tangible assets and intangible assets. Operations management and JIT production system. HRM for foreign expatriates. Toyota and VW. Textbook Chap. 15. Mergers and acquisitions (M&A), due diligence. How to manage a merged organization. Opportunism in organizations. Daiichi and Lambuisky. Textbook Chap. 13.

5	Licensing	Franchise business and loyalty fees. Pricing of intangible assets. Interest rates and discount rates. NPV and IRR. Yoshinoya and Hilton. Textbook Chap. 15.
6	Module 2: B2B Strategies: Original Equipment Manufacturing (OEM)	Overseas contract of manufacturing operations. International subcontracting and global factories. Uniquro and Nike. Textbook Chaps. 12, 15 and 18.
7	Joint Venture (JV)	Regulations for ownership. Risk aversion in corporate governance. Equity and stock holders' assembly and corporate governance. Renault-Nissan. Textbook Chap. 15.
8	Plant Export/Turnkey Operations	Long-range planning. Assessment of country risk and political regime. Nikki and Chiyoda. Textbook Chap. 15.
9	Strategic Alliances and SCM	Logic of creating collaboration. Customer retention. Economies of networking. Star Alliance and One World. Textbook Chaps. 18, 12, and 15.
10	Module 3. Organizational Culture	Four dimensions in management style. American management thinkers and management by objectives (MBO). Hitachi. Textbook Chap.2.
11	Power, Distance and Collectivism. Motivation, Leadership, and Trust.	Public goods, responsibility, and discretion. Small-group activities to overcome the Taylor system, total quality control, and cross-functional teams. Uncertainty avoidance, masculinity and femininity. Group dynamics in teams. Discussing Hofstede's four dimensions. Bank tellers, cabin attendants, and pharmacists. Textbook Chap.2.
12	Module 4. Evaluation on international business (1)	Presentations by students on Multinational Enterprises (MNEs).
13	Evaluation on international business (2)	Presentations by students on MNEs.
14	Corporate Social Responsibility (CSR). Final Exam.	Functions of CSR. Bottom of the pyramid (BOP) and international business. Yakult and Gramin bank. Textbook Chap. 11.

【Work to be done outside of class (preparation, etc.)】

Reading assignments should be read through prior to class discussion. Chapters 15 and 12 of Text (2) are the core reading material for this course. Students can find the textbook in the library. Standard preparation and review time for this class is at least 4 hours per lecture.

【Textbooks】

(1)Some of the reading materials will be distributed in class and available on the course website: H'etudes' class supporting system.
 (2)John D. Daniels, Lee H. Radebaugh, and Daniel P. Sullivan, International Business: Environments and Operations, Sixteenth Edition, 2019, Pearson Education Ltd.
 (3)Christopher A. Bartrett and Arar Han. "Levendary Café: The China Challenge" Product number 4357. In order to buy this case from Harvard Business School Press, you need to access <http://hbr.org/store> and search for the title. You can download the PDF file and buy it using a credit card. Alternatively, you can access the following site; <https://cb.hbsp.harvard.edu/cbmp/pages/content/cases>
 In order to register, please access; <http://cb.hbsp.harvard.edu/cb/register>

【References】

“Language and Globalization: “Englishnization”at Rakuten (A)”

This is a case published by Harvard Business School in April 2013. The author is Tsedal Neeley, and the product number is 9-412-002. In order to buy this case, you need to access <http://hbr.org/store> and search for the title. You can download the PDF file and buy it using a credit card.

[Grading criteria]

30% Active class participation and homework.

30% Mid-term report and/or presentation.

40% Final exam.

[Changes following student comments]

This course focuses on collaborative learning and the students evaluated it highly last year. Students from Thailand, the Philippines, the Netherlands, Germany, the United States, the United Kingdom, Italy, Korea, China, Taiwan, Switzerland, and other countries participated in this class.

[Equipment student needs to prepare]

Smartphone, PC, Electronic dictionary.

[Others]

Professor Horaguchi is a full professor in the School of Business Administration at Hosei University. In the early 1980s, he studied at the University of Sheffield in the UK as an exchange student sponsored by Hosei University. In the mid-1990s, he was a visiting scholar at Harvard University in the United States as a Fulbright Scholar. You can see the titles of his academic research papers and books by searching for Haruo Horaguchi on Google Scholar. He currently serves as an outside director for a company listed on the prime market of the Tokyo Stock Exchange and is in contact with corporate practitioners.

[Prerequisites]

None

MAN300FB-A5519

International Business II

休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：

[Outline and objectives]

[Goal]

[Which item of the diploma policy will be obtained by taking this class?]
This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP3", "DP4" and "DP5" diploma policies.

[Method(s)]

[Active learning in class (Group discussion, Debate.etc.)]

[Fieldwork in class]

[Schedule] 授業形態：対面/face to face
No. Theme Contents

[Work to be done outside of class (preparation, etc.)]
Preparatory study and review time for this class are 2 hours each.

[Textbooks]

[References]

[Grading criteria]

[Changes following student comments]

MAN300FB-A5520

Global Business Strategy I

休講

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉

【Outline and objectives】

【Goal】

【Which item of the diploma policy will be obtained by taking this class?】
This course is strongly related to the "DP1-1" and "DP4" diploma policies and fairly related to the "DP2-2" policy.

【Method(s)】

【Active learning in class (Group discussion, Debate.etc.)】

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
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【Work to be done outside of class (preparation, etc.)】

Preparatory study and review time for this class are 2 hours each.

【Textbooks】

【References】

【Grading criteria】

【Changes following student comments】

【Others】

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

MAN300FB-A5521

Global Business Strategy II

Naoki ANDO

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：月 4/Mon.4 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉

【Outline and objectives】

This course introduces students to key concepts and theoretical frameworks of international business. Accordingly, the course is more theoretical than practical.

The course focuses on key topics in international business such as global and multidomestic strategies, international strategic alliance, and foreign subsidiary staffing.

At the end of this course, students will be able to understand how firms enter foreign countries, manage foreign subsidiaries, compete with rivals, and gain competitive advantage overseas. They will also acquire an ability to analyze firms' success and failure overseas.

【Goal】

Objectives of this course are:

1. To understand traditional topics in international business such as MNEs' strategies, international strategic alliance, and foreign subsidiary staffing.
2. To understand new topics in international business such as regional geographic diversification and language barriers.
3. To develop skills in analyzing firms' success and failure in foreign markets using the theories of international business.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1" and "DP4" diploma policies and fairly related to the "DP2-2" policy.

【Method(s)】

This course is conducted in a classroom (face to face classes). However, in cases where students cannot enter Japan, the course will take the HyFlex form, which is in-person lectures in parallel with online real-time. Students who cannot enter Japan attend lectures online.

Sessions consist of lecture, in-class exercise, and discussion. Lecture introduces students to basic concepts and frameworks of the session's topic. Discussion and in-class exercises are conducted to gain a better understanding of the concepts and frameworks.

Students also work on a team project during the semester. A team consists of 3-4 students. Each team is required to conduct a team project. Each team member writes up a term paper based on the team project. In Week 14, teams make a presentation of the project. Details regarding the team project will be announced in class.

Assignments are submitted using Hoppii. Feedback will be given either in-class or on Hoppii.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Course orientation: Introduction and overview	Course overview. Review of Global business strategy I.
Week 2	Strategies of MNEs 1	Global integration and local responsiveness.
Week 3	Strategies of MNEs 2	Global strategy.
Week 4	Strategies of MNEs 3	Multidomestic strategy.
Week 5	Regional diversification	Regional geographic diversification of MNEs
Week 6	International strategic alliance 1	What is international strategic alliance?
Week 7	International strategic alliance 2	Managing international strategic alliance.
Week 8	Language barriers 1	Roles of language in MNEs
Week 9	Language barriers 2	Strategy to moderate language barriers.
Week 10	Project proposal	Proposal of team projects.
Week 11	Foreign subsidiary staffing 1	Roles of parent country nationals and host country nationals
Week 12	Foreign subsidiary staffing 2	Strategy to staff foreign subsidiaries.
Week 13	Staffing localization	Strategy to localize foreign subsidiaries.
Week 14	Presentation of projects	Final presentation of team projects.

【Work to be done outside of class (preparation, etc.)】

Students are required to read materials, complete assignments, and prepare for presentations and discussions. They also work on the team project with team members.

Time for preparatory study and review for this class will be at least 2 hours each.

【Textbooks】

Hill, C.W.L. & Hult, G.T.M. 2018 International Business: Competing in the Global Marketplace (12th ed.). McGraw-Hill Education, NY.

A newer edition may be available. Textbook may be changed subject to availability. More information about a textbook will be announced in week 1.

Reading materials are distributed on Hoppii.

【References】

Ball, D.A., Geringer, J.M., McNett, J.M. & Minor, M.S. 2012. International Business: The Challenging of Global Competition (13th ed.). McGraw-Hill: NY.

Cavusgil, S.T., Cavusgil, S.T., Knight, G. & Riesenberger, J.R. 2008. International Business: The New Realities (2nd ed.). Prentice Hall: NJ.

Collinson, S., Narula, R., & Rugman, A.M. 2020. International Business. Pearson Education: Harlow, UK.

Cullen, J.B. & Parboteeah, K.P. 2011. Multinational Management: A Strategic Approach (5th ed.). Cengage Learning: OH.

Shenkar, O. & Luo, Y. 2008. International Business (2nd ed.). Sage Publications: CA.

Newer editions may be available.

【Grading criteria】

In-class contribution: 40%

Team Project: 30%

Individual term paper based on team project: 30%

In-class contribution is evaluated based on active participation in discussion and in-class exercises and contribution to the class.

More information regarding the team project and the individual term paper will be announced in class.

【Changes following student comments】

More time will be allocated to case analysis, discussions, and in-class exercises.

【Equipment student needs to prepare】

PC or tablet is required to complete assignments and prepare for presentations and term paper.

Students who are not in Japan prepare PC or tablet to attend the class online.

【Others】

Please note that if the number of students attending the first class significantly exceeds expectation, the number of students who are allowed to register for the course will be limited in order to effectively manage the class.

【Prerequisites】

None.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5522

Business Management in Japan

Yongdo KIM

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 2/Tue.2 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉

[Outline and objectives]

The following topics will be covered:

- 1.Arguments on business management in Japan by Japanese and foreign scholars,
- 2.Comparative analysis of business management between Japanese and American companies,
- 3.Interfirm relationship in Japan and international comparison of interfirm relationships,
- 4.The main bank system in Japan.

The objective of this course is to understand business management in Japan more deeply on the international perspective.

[Goal]

You will learn logical thinking and basic knowledge on business management in Japan and enhance the presentation skills.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP3" and "DP4" diploma policies and fairly related to the "DP5" policy.

[Method(s)]

Every class consists of lecture, discussion, Q&A, and presentation of case of Japanese companies.

Comments on reaction sheets and discussion sheets to be submitted will be made in discussion time of every class.

Class procedure:

1. Lecture will be practiced in the first half of every class
2. Presentation, discussion, and Q&A will be practiced in the second half of every class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Overview of arguments on business management in Japan
2	Misunderstandings about business management in Japan	Lecture on misunderstandings about business management in Japan and discussion on some topics of Japanese business system
3	Argument on business management in Japan by Japanese scholar(1)	Representative argument that stresses the specialty of business management in Japan by Japanese scholar
4	Argument on business management in Japan by Japanese scholar(2)	Representative argument that emphasizes the generality of business management in Japan by Japanese scholar
5	Argument on business management in Japan by foreign scholar(1)	Representative argument that stresses the specialty of business management in Japan by foreign scholar
6	Argument on business management in Japan by foreign scholar(2)	Representative argument that emphasizes the generality of business management in Japan by foreign scholar
7	Overview of business management in post-war Japan	Characteristics of Japanese business system
8	Comparative analysis of business management between Japan and the U.S.(1)	Do "the three sacred treasures" of industrial relations exist only in Japan?
9	Comparative analysis of business management between Japan and the U.S.(2)	Commonalities between Japanese firms and US firms
10	Interfirm relationship in the Japanese automobile industry(1)	The characteristics of interfirm relationship in Japanese automobile industry
11	Interfirm relationship in the Japanese automobile industry(2)	Comparative analysis of interfirm relationship between Japanese and US automobile industry

12	Interfirm relationship in Japan's steel industry	The case of transactions in steel products for automobiles in Japan's high economic growth period
13	Interfirm relationship in Japanese semiconductor industry	The case of co-development between Japanese semiconductor companies and their customers
14	The main bank system in Japan	Its characteristics and recent changes of main bank system

[Work to be done outside of class (preparation, etc.)]

Please submit discussion sheet or reaction sheet by two days before of every class.

Please read previously assigned references before the class of every week. It will need two hours every week.

[Textbooks]

No prescribed textbooks.

[References]

Yongdo Kim(2015).The Dynamics of Inter-firm Relationships: Markets and Organization in Japan.Edward Elgar Publishing
 James C. Abegglen (2006). 21st-century Japanese management: New systems, lasting values, Palgrave Macmillan
 James C. Abegglen (1960). The Japanese factory, The Free Press.
 Hiroshi Hazama (1997). The history of labour management in Japan, Macmillan
 Kazuo Koike(1996). The economics of work in Japan, LTCB International Library Foundation
 William G. Ouchi (1981). Theory Z: how American business can meet the Japanese challenge, Addison-Wesley
 William Lazonick(2009).Sustainable Prosperity in the New Economy, Upjohn Institute
 Sanford M. Jacoby (1985). Employing bureaucracy: managers, unions, and the transformation of work in American industry, 1900-1945, Columbia University Press
 Masahiko Aoki and Hugh Patrick, eds. (1995).The Japanese main bank system: its relevance for developing and transforming economies,Oxford University Press

[Grading criteria]

Term paper(40%)

Discussion sheets and reaction sheets(30%)

Presentation(30%)

[Changes following student comments]

Discussion time will be increased.

[Prerequisites]

None

MAN300FB-A5523

Intermediate Accounting I

Mioko TAKAHASHI

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：水 3/Wed.3 | Campus：市ヶ谷 / Ichigaya | Grade：2~4

Notes：

その他属性：

[Outline and objectives]

The objective of this course is to provide students with a sufficient understanding of the theory and practice underlying the measurement and presentation of financial information in accordance with Generally Accepted Accounting Principles (GAAP).

To help understand how GAAP is trying to measure and present business transactions in financial statements, underlying business transactions will be identified first, and then technical details of GAAP will be explained.

In addition to learning accounting concepts, methods and rules, how management's incentives can influence the decisions and estimates that are made when reporting financial statements will be discussed.

[Goal]

Students will be able to understand,

- the structure of and the linkage between the income statement, the balance sheet and the cash flow statement
- the basic business transactions and economic events that firms engage in
- how business transactions and economic events are reported in the financial statements

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-2" diploma policy and fairly related to the "DP1-1", "DP2-1", "DP2-2" and "DP3" policies.

[Method(s)]

After the student's presentation, based on the textbook, important issues with respect to several learning objectives in the chapter will be explained and supplemented by the instructor.

Exercises will be done to check comprehension, followed by feedback provided during class.

Students' active involvement is encouraged. Questions and comments are welcomed at any time.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Course overview	· Explain how the course will be delivered
2	Accounting information system(1)	· Understand the basic accounting information system · Record and summarize basic transactions
3	Accounting information system(2)	· Identify and prepare adjusting entries
4	Accounting information system(3)	· Prepare financial statements from the adjusted trial balance · Prepare closing entries · Prepare financial statements for a merchandising company
5	Review and exercise session of accounting information system.	· Comprehend the Accounting cycle by doing exercises
6	Income statement(1)	· Understand the uses and limitations of an income statement · Describe the content and format of the income statement
7	Income statement(2)	· Prepare an income statement · Explain how to report various income items · Understand the reporting of accounting changes and errors · Prepare a retained earnings statement · Explain how to report other comprehensive income
8	Review and exercise session of income statement.	· Comprehend the income statement by doing exercises

9	Balance sheet and statement of cash flows(1)	· Explain the uses and limitations of a balance sheet · Identify the major classifications of the balance sheet · Prepare a classified balance sheet using the report and account formats
10	Balance sheet and statement of cash flows(2)	· Indicate the purpose and content of the statement of cash flows · Prepare a basic statement of cash flows · Understand the usefulness of the statement of cash flows
11	Balance sheet and statement of cash flows(3)	· Identify the major types of financial ratios and what they measure
12	Review and exercise session of Balance sheet and statement of cash flows.	· Comprehend the balance sheet by doing exercises
13	End of term test	· 60 minute test
14	Test feedback and Wrap-up	· Provide test feedback and wrap-up the course

[Work to be done outside of class (preparation, etc.)]

Assigned materials that will be covered should be read prior to class. It will be assumed that the required chapters have been read. Exercises will be given during class or as homework.

Students should prepare a presentation using PowerPoint slides when assigned. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

INTERMEDIATE ACCOUNTING, by Kieso, Weygandt & Warfield, Wiley.

[References]

References will be provided when necessary.

[Grading criteria]

The course grade is based on following criteria:

- Presentation based on text book (30%)
- Exercises done during class or as assignments (30%)
- Term-end exam (40%)

Taking the term-end exam will not be allowed in the case of 4 absences or more.

[Changes following student comments]

I take in exercises after learning each topic as doing exercises and giving feedback after studying each topic would help students comprehend better.

[Equipment student needs to prepare]

A PC/Tablet is required when taking class as exercises and related materials are provided via Hoppii.

[Others]

This course will be delivered in-person. For details, please check Hoppii before the start of this course.

Basic knowledge of financial accounting is necessary to understand and achieve the goal of this course. Taking the Introduction to Accounting course in advance is highly recommended.

[Prerequisites]

Introduction to Accounting

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5524

Intermediate Accounting II

Mioko TAKAHASHI

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：水 3/Wed.3 | Campus：市ヶ谷 / Ichigaya | Grade：2~4

Notes：

その他属性：

[Outline and objectives]

This course is a sequel to Intermediate Accounting I. Topics that were not covered in Intermediate Accounting I will be covered.

The objective of this course is to provide students with a sufficient understanding of the theory and practice underlying the measurement and presentation of financial information in accordance with Generally Accepted Accounting Principles (GAAP). To help understand how GAAP is trying to measure and present business transactions in financial statements, underlying business transactions will be identified first and then technical details of GAAP will be explained.

In addition to learning accounting concepts, methods and rules, how management's incentives can influence the decisions and estimates that are made when reporting financial statements will be discussed.

[Goal]

Students will be able to understand

- the business transactions and economic events that firms engage in
- how business transactions and economic events are recognized and measured in financial statements

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-2" diploma policy and fairly related to the "DP1-1", "DP2-1", "DP2-2" and "DP3" policies.

[Method(s)]

After the student's presentation based on the textbook, important issues with respect to several learning objectives in the chapter will be explained and supplemented by the instructor.

Exercises will be done to check comprehension, followed by feedback.

Questions and comments are welcomed at any time.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Course Overview	Explain course schedule and assigned materials.
2	Accounting and the Time Value of Money	Describe the fundamental concepts related to the time value of money. Solve present value problems related to deferred annuities, bonds, and expected cash flows.
3	Cash and Receivables(1)	Indicate how to report cash and related items. Define receivables and understand accounting issues related to their recognition. Explain accounting issues related to valuation of accounts receivable.
4	Cash and Receivables(2)	Explain accounting issues related to recognition and valuation of notes receivable. Describe how to report and analyze receivables.
5	Valuation of Inventories(1)	Understand inventory classifications and different inventory systems. Determine the goods and costs included in inventory. Describe and compare the cost flow assumptions used to account for inventories.
6	Valuation of Inventories(2)	Identify special issues related to LIFO. Determine the effects of inventory errors on the financial statements.
7	Review and Exercise Session of Inventories.	Comprehend the valuation of inventories by doing exercises.

8	Acquisition and Disposition of Property, Plant, and Equipment(1)	Understand property, plant, and equipment and its related costs. Describe the accounting problems associated with self-constructed assets. Describe the accounting problems associated with interest capitalization.
9	Acquisition and Disposition of Property, Plant, and Equipment(2)	Understand accounting issues related to acquiring and valuing plant assets. Describe the accounting treatment for costs subsequent to acquisition. Describe the accounting treatment for the disposal of property, plant, and equipment.
10	Depreciation, Impairments, and Depletion(1)	Understand depreciation concepts and methods of depreciation. Explain special depreciation methods and other depreciation issues.
11	Depreciation, Impairments, and Depletion(2)	Explain the accounting procedures for depletion of natural resources. Explain how to report and analyze property, plant, equipment, and natural resources.
12	Revenue Recognition(1)	Understand the fundamental concepts related to revenue recognition and measurement. Understand and apply the five-step revenue recognition process.
13	Revenue Recognition(2)	Apply the five-step process to major revenue recognition issues. Describe presentation and disclosure regarding revenue.
14	Exam	60 minute exam and feedback.

[Work to be done outside of class (preparation, etc.)]
Assigned materials that will be covered should be read prior to class. It will be assumed that the required chapters have been read. Exercises will be given during class or as homework. Students should prepare a presentation when assigned. Preparatory study and review time for this class are 2 hours each.

[Textbooks]
INTERMEDIATE ACCOUNTING, by Kieso, Weygandt & Warfield, Wiley.

[References]
References will be provided when necessary.

[Grading criteria]
The course grade is based on following criteria:
-Presentation based on text book (30%)
-Assignments and exercises (30%)
-End of term exam (40%)
Taking the end of term exam will not be allowed in the case of 4 absences or more.

[Changes following student comments]
Doing exercises and giving feedback after studying topics would help students comprehend better.

[Equipment student needs to prepare]
Presentation slides when assigned.

[Others]
Basic knowledge of financial accounting is necessary to understand and achieve the goal of this course. Taking the Introduction to Accounting and the Intermediate Accounting I course in advance is highly recommended. The course schedule is subject to change.

[Prerequisites]
Introduction to Accounting, Intermediate Accounting I

MAN300FB-A5525

Management Accounting

休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：〈ゲ〉

【Outline and objectives】

【Goal】

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP1-2" diploma policies and fairly related to the "DP2-1", "DP2-2", "DP3", "DP4" policies.

【Method(s)】

【Active learning in class (Group discussion, Debate.etc.)】

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
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【Work to be done outside of class (preparation, etc.)】

Preparatory study and review time for this class are 2 hours each.

【Textbooks】

【References】

【Grading criteria】

【Changes following student comments】

【Others】

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

MAN300FB-A5526

Financial Statement Analysis

Hiroshi FUKUDA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：水 3/Wed.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉

【Outline and objectives】

Stakeholders such as investors, suppliers, customers, employees and regulators, etc. need to be able to analyze and interpret financial statements. Precise analysis of these documents can help both internal and external decision makers evaluate an organization's past performance and then predict its future performance. In class we focus our attention on some basic and important ratios and other analytical tools.

【Goal】

After studying Financial Statement Analysis, you should be able to:

1. Recognize and define the main elements(stock data) and ratios on the balance sheet of a corporation.
2. Recognize and define the principal elements(flow data) and ratios on the income statement of a corporation.
3. Recognize and define the principal elements(flow data) and ratios on the cash flow statement of a corporation.
4. Compute and interpret basic and important financial ratios that would be useful to each stakeholder.
5. Make use of knowledge gained in a business setting in the near future.

【Which item of the diploma policy will be obtained by taking this class?】

This course is fairly related to the "DP1-2", "DP1-4", "DP2-1", "DP2-2", "DP3", "DP4" and "DP5" diploma policies.

【Method(s)】

This course is comprised partly of lectures, practices, and presentations by students. In each class, the instructor will first explain the topic of the day and students will do exercises. Participants are also required to make a presentation about corporate financial strength 3(three) times per semester. Feedback will be given to every student after each presentation in verbal and/or written form

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Course explanation
2	BS framework	Concepts of the balance sheet and practice
3	IS and CFS framework	Concepts of the income statement and cash flow statement and practice
4	Database and other company information	How to access and use a database
5	Profitability ratios - on the income statement	Return on sales, gross profit margin, concepts and practice
6	Profitability ratios - on the balance sheet and the income statement	Return on assets, return on equity, concepts and practice
7	Liquidity ratios - on the balance sheet	Current ratio, acid-test ratio, concepts and practice
8	Liquidity ratio - additional computation	Cash ratio, concepts and practice
9	Group/individual presentation and discussion or case study ①	Each student will present the topics they have learned.
10	Efficiency ratios	Inventory turnover, accounts receivable turnover, day's sales in receivables, concepts and practice
11	Valuation ratios	Earnings per share(EPS), price/earning ratio(P/E), concepts and practice
12	Additional valuation ratios	Dividend yield, payout ratio, concepts and practice
13	Group/individual presentation and discussion or case study ②	Each student will present the topics they have learned.
14	Final exam	Final exam

【Work to be done outside of class (preparation, etc.)】

Preparing for class by reading materials will be key to succeeding in this course. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

Textbooks are not used in this course. Slides(handouts) based on the following reference book will be distributed in class.

【References】

1. Axel Tracy(2012). *Ratio Analysis Fundamentals(2nd Edition)*, AF.
 2. Wayne A.Label(2013). *Accounting for Non-Accountants*, Sourcebook.
- Other materials will be announced in class.

【Grading criteria】

Class contribution(presentation,discussion): 40% and Final Exam: 60%

【Changes following student comments】

The instructor will try to give a clearer explanation.

【Equipment student needs to prepare】

As free financial statements are available on the internet, a personal computer will expedite your work in class.

【Others】

Since basic knowledge of Accounting is required, it is advisable that students have taken 'Introduction to Accounting'.

【Prerequisites】

Introduction to Accounting

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2 or higher, it will be held online.

ECN300FB-A5527

Corporate Finance

休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：〈ゲ〉

[Outline and objectives]

[Goal]

[Which item of the diploma policy will be obtained by taking this class?]
This course is strongly related to the "DP1-1" diploma policies and fairly related to the "DP1-2", "DP1-3", "DP2-1", "DP2-2", "DP3" and "DP4" policies.

[Method(s)]

[Active learning in class (Group discussion, Debate.etc.)]

[Fieldwork in class]

[Schedule] 授業形態：対面/face to face
No. Theme Contents

[Work to be done outside of class (preparation, etc.)]
Preparatory study and review time for this class are 2 hours each.

[Textbooks]

[References]

[Grading criteria]

[Changes following student comments]

[Others]

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

ECN300FB-A5528

Investments A

Mitsuru Katagiri

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：金 3/Fri.3 | Campus：市ヶ谷 / Ichigaya | Grade：2~4
Notes：

その他属性：〈実〉

[Outline and objectives]

First, students will be given an easy and concise overview of basic statistics concepts, including expectation, standard deviation, and correlation coefficient. Building on these concepts, students will learn an introductory modern portfolio theory, which proposes a method for building an optimal portfolio for a particular investor based on the expectation and the standard deviation of his or her portfolio. Furthermore, students will learn what is called the Capital Asset Pricing Model, which is a theoretical model about the tradeoff between risk and return on investments.

[Goal]

1. Students can compute the expected value and the standard deviation of returns of a security or a portfolio.
2. Students can describe how to construct the best portfolio for a particular investor.
3. Students can describe the differences between common and idiosyncratic risk.
4. Students can explain how diversified portfolios remove idiosyncratic risk.
5. Students can understand the tradeoff between risk and return for large portfolios.
6. Students can measure systematic risk.
7. Students can explain the Capital Asset Pricing Model (CAPM).

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP3" and "DP4" diploma policies and fairly related to the "DP1-3" and "DP1-4" policies.

[Method(s)]

This course consists of a series of lectures with a few quizzes. Students get feedback on quizzes in class.

[Active learning in class (Group discussion, Debate.etc.)]

なし / No

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction and an overview	Administrative business. In addition, students will be given an overview of this course.
2	Expected returns	Students will learn how to compute the expected return on a security.
3	Standard deviation	Students will learn how to compute the standard deviation of returns on a security.
4	Expected return on a portfolio	Students will learn how to compute the expected return on a portfolio based on the expected returns of securities that are invested in the portfolio.
5	Standard deviation of the return of a portfolio	Students will learn how to compute the standard deviation of the return of a portfolio based on the standard deviations of securities contained in the portfolio.
6	Investment opportunity set when there is no riskless asset.	Delineate the investment opportunity set when there is no riskless asset.
7	Diversification in stock portfolios	Students will learn how diversification affects the expectation and the standard deviation of the return on a portfolio.
8	Common and idiosyncratic risk	Students will see how the total risk of a portfolio is decomposed into common and idiosyncratic risk. In addition, they will understand the significance of this decomposition.
9	Investment opportunity set when there is a riskless asset.	Delineate the investment opportunity set when there is a riskless asset.

10	CAPM1	Introduction to CAPM
11	Measuring systematic risk	Students will learn how the systematic risk of a security or a portfolio is measured.
12	CAPM2	Students will learn the Capital Asset Pricing Model (CAPM).
14	Practical application of the CAPM	Students will see practical applications of the CAPM.
14	In-class exam	An examination is given that covers the entire topics covered in this course.

[Work to be done outside of class (preparation, etc.)]

Preparatory study and review time for this class are 2 hours each. Students are expected to review the slide after each class to prepare for quizzes.

[Textbooks]

No textbook. Instead, readings will be distributed to students in advance.

[References]

Sharpe and Alexander, Investments, Prentice Hall.
Bodie, Kane, and Marcus, Investments, McGraw Hill.
Bodie, Kane, and Marcus, Essentials of Investments, McGraw Hill.
Elton, Gruber, Brown, and Goetzmann, Modern Portfolio Theory and Investment Analysis, Wiley.

[Grading criteria]

Participation in class discussions (20%), quizzes (40%), and the final exam (40%).

[Changes following student comments]

NA (New lecturer from this year)

[Equipment student needs to prepare]

None.

[Others]

Introduction to Finance is a prerequisite. Introduction to Statistics is not a prerequisite but a course the instructor strongly recommends students take before or concurrently with Investment A.

ECN300FB-A5529

Investments B

Yongjin KIM

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：金 2/Fri.2 | Campus：市ヶ谷 / Ichigaya | Grade：2~4

Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

A derivative, or derivative security is an agreement between two counterparties whose payoff depends on the value of an underlying asset. Forwards, futures, options, and swaps are representative derivatives. Derivatives are actively traded throughout the world and their market is exceedingly large. This course aims to help students understand the basic structures of derivative securities and how to value them. Comprehension of derivatives will come in very useful in case you work in the financial industry in the future. Due to time constraints, swaps will be briefly discussed only if we get ahead of schedule.

[Goal]

Upon completing this course, students will be able to

- 1) understand the characteristics of various types of derivatives.
- 2) understand how to value forwards and futures.
- 3) understand how to value call and put options.
- 4) intuitively understand what the famous Black-Scholes model says
- 5) solidify an understanding of business and economic news about financial markets.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", and "DP4" diploma policies and fairly related to the "DP1-3", "DP1-4", "DP2-1", and "DP2-2" policies.

[Method(s)]

This course is basically lecture-based, but wide open to active participation in class. The lecturer encourages students to ask and answer questions in an interactive manner. By reviewing assignments, feedback will be provided.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Illustrating concrete examples of derivatives, Introduction to Forwards and Futures	-forward contract characteristics -long (short) forward payoff, and profit and loss, and its diagram -counter party credit risk
2	Introduction to Call Options: Part 1	-futures contract -call option characteristics -long (short) call payoff, and profit and loss
3	Introduction to Put Options: Part 2	-call option moneyness -early exercising -comparison of call options and forwards/futures
4	Introduction to Put Options	-put option characteristics -long (short) put payoff, and profit and loss -put option moneyness -early exercising -comparison of put options, call options, and forwards/futures
5	Useful Quantitative Concepts for Pricing and Valuation: Part 1	-compounding conventions -calculating future value and present value -identifying continuously compounded interest rates
6	Useful Quantitative Concepts for Pricing and Valuation: Part 2	-volatility and historical standard deviation -interpretation of standard deviation -annualized standard deviation
7	Useful Quantitative Concepts for Pricing and Valuation: Part 3	- understanding the standard normal cumulative distribution function - z-score
8	Introduction to Pricing and Valuation: Part 1	-concepts of price and value of a forward contract -forward price -forward value

9	Introduction to Pricing and Valuation: Part 2	-option value: Black-Scholes model -calculating the Black-Scholes model -Black-Scholes model assumptions -implied volatility
10	Understanding Pricing and Valuation: Part 1	-review of payoff, price, and value equations -risk-neutral valuation -probability and expected value concepts
11	Understanding Pricing and Valuation: Part 2	-understanding the Black-Scholes equation for call and put values -understanding the equation for forward and futures price
12	The Binomial Option Pricing Model: Part 1	-option valuation based on one-period binomial model
13	The Binomial Option Pricing Model: Part 2	-two-period binomial model -multi-period binomial model
14	Wrap-up and In-Class Final Exam	-brief summary -final examination

[Work to be done outside of class (preparation, etc.)]

Students should read course materials before class and should not miss the deadline for homework assignments. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Gottesman, Aron, Derivatives Essentials: An Introduction to Forwards, Futures, Options, and Swaps, John Wiley & Sons, Inc., 1st edition, 2016.

[References]

Hull, John C., Fundamentals of Futures and Options Markets, Pearson Education Limited, 9th and global edition, 2022 (previous versions would be okay as well).

[Grading criteria]

Grading will be decided based on the following:
in-class contribution (20%),
homework assignments (30%),
and final examination (50%).

[Changes following student comments]

Topics covered in every lesson are connected and get more complicated in ascending order. Whenever possible, the lecturer will try to make explanations much easier and more intuitively to understand so that students won't get lost.

[Equipment student needs to prepare]

The Microsoft Excel will be often used during class. Please make yourself familiar with the basic usage of it.

[Prerequisites]

It is advisable that students have taken the Introduction to Finance and/or Introduction to Statistics, or have equivalent knowledge. Those prerequisites would be helpful for getting right to the point, although the lecturer will explain useful quantitative concepts including compounding and discounting of cash flows, and some descriptive statistics for pricing derivatives, from the basics.

MAN300FB-A5530

Principles of Marketing

Junko KIMURA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：木 3/Thu.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

【Outline and objectives】

This class is conducted in classroom. Digital detox is mandatory. The theme of this class is to understand major Marketing theories and bridge them to specific phenomena. Companies and other organizations try differentiating themselves from competitors by creating customer values. The students of this class would be able to analyze the products and services in the real world with Marketing perspective.

【Goal】

By actively participating in this class, student can acquire the following skills:

- 1) Bridge theories to specific phenomena
- 2) Think logically
- 3) Use qualitative methodologies for research activities, and
- 4) Argue and explain findings to others

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP2-1" diploma policy and fairly related to the "DP1-1", "DP2-2", and "DP3" policies.

【Method(s)】

Recently many companies struggle with difficulties to differentiate themselves with competitors. One of the reasons is that the change of customer needs. Customers not only ask for high quality/specification products but also they try to obtain "value". What does value mean? This is the major topic of this class. Manufacturers, retailers and service providers try developing and innovating business model for creating customer value. Using specific case studies, students would learn theoretical frameworks and analytical concepts in order to apply them to the phenomena.

Students use qualitative methodologies, in specific interviews and fieldwork to gather primary data by using their own legs. (Students will not be permitted to use secondary data from the Internet unless it is allowed.)

Assignments will be given and each student will make his/her own presentation respectively. Group projects will be assigned for the final presentation. Each group will choose one product/service and research how it was successful by using Marketing theory the instructor indicates.

【Learning activities outside of classroom】

You study this lecture with an emphasis on after class review. After attending the lecture, please read and review the assigned sections of the textbook. Assignments will be given in class as needed. The standard preparation and review time for this class is 2 hours each. Feedback will be given during the classroom.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

あり / Yes

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Basic Concepts of Marketing
2	What is Marketing?	Basic Concepts of Marketing
3	Three Dimensional Business Definition Model	Avoid Marketing myopia
4	SWOT analysis and value creation	Creating customer value
5	Theoretical framework	Philip Kotler's Marketing 1.0, 2.0 and 3.0
6	Midterm Presentation	Students groups present their research and findings
7	Product Development	Case Study: HOSEI original brand green tea: PART 1 theory
8	Product Development	Case Study: HOSEI original brand green tea: PART 2 practical implication
9	Price Management	Case Study: Starbucks and Dotour: PART 1 theory
10	Price Management	Case Study: Starbucks and Dotour: PART 2 practical implication
11	Promotion Management	Case Study: NIKE PART 1 theory
12	Promotion Management	Case Study: NIKE PART 2 practical implication

13	Place Management	Case Study: Supply chain management of IKEA
14	Final Presentation	Group project presentation

【Work to be done outside of class (preparation, etc.)】

- Students need to contribute to class discussions by conducting
- 1)Project meetings with group members outside classroom
 - 2)Fieldworks
 - 3)Interviews to consumers and companies Preparatory study and review time for this class are 2 hours each.

【Textbooks】

No textbooks

【References】

Materials would be distributed in class.

【Grading criteria】

- 1)Class Participation (Remarks and arguments you make in class)70%
- 2)Group Project 20%
- 3)Individual Assignment 10%

【Changes following student comments】

Students in the previous year appreciated practical activities and this class also works on project with practitioners and/or companies.

【Equipment student needs to prepare】

Personal Computer with PPT and WORD

【Others】

Please do not use smartphone/PC for SNS or emails which is not related to class activities as it shows disrespect to the class and downgrades yourself.

【Prerequisites】

Introduction to Marketing needs to be studied as prerequisites.

【Recent works of instructor】

(1)Kimura, Junko. & Rigolot, Cyrille. (2022) "The Potential of Geographical Indications (GI) to Enhance Sustainable Development Goals (SDGs) in Japan: Overviews and insights from Mishima Potato GI Case Study," Proceedings Worldwide Perspective on Geographical Indications, An International Conference for Researches, Policy Makers and Practitioners, held in Montpellier, France, on 5-8 July, 2022, 218-219.

(2)Kimura, Junko. (2022) "Brand Management of Rice in Japan," presented at ISEAS Workshop on Rice in Italy and Japan, 27 May 2022.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5531

Service Management

Junko KIMURA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：木 3/Thu.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

[Outline and objectives]

The theme of this class is to research and understand Service Management theories from both Marketing and consumer behavior perspectives.

Organizations and companies would differentiate themselves from competitors only when they create customer values. The students of this class learn the logic of value creation.

[Goal]

By actively participating in this class, students can acquire the following skills:

- 1) bridge theories to specific phenomena
- 2) think logically
- 3) use qualitative methodologies for research, and
- 4) argue and explain theoretical and practical findings to others

[Which item of the diploma policy will be obtained by taking this class?]

This course is fairly related to the "DP1-1", "DP2-1", "DP2-2" and "DP3" policies.

[Method(s)]

Class starts at 13:10 on Thursday.

Please contact the instructor at kimura@hosei.ac.jp when you have any problems or concerns.

Feedback will be given back to the students verbally in class and grading (D to S) for each assignment and activity, including active discussion in class.

Recently many researchers in Marketing focus on Service Management regarding it as competitive advantage. Not only service industry but also manufacturers and retailers try developing and innovating business model for creating customer value.

Using specific phenomena related to customer value creation in Japan and other countries, students will learn theoretical frameworks and apply them to the phenomena to explain the reality.

Students will use qualitative methodologies, mainly interviews and fieldwork to gather primary data to make presentations by using their own legs. (Students will not be permitted to use secondary data from the Internet unless it is statistical data.)

Assignments will be given and each student will make his/her own presentation respectively. Group projects will be assigned for the final presentation. Each group will choose one product/service and research how the company was successful in Service Profit Chain perspective.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

あり / Yes

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Basic Concepts of Marketing: From Product Oriented to Customer oriented Marketing
2	What is Marketing?	Basic Concepts of Marketing: Creating Customer Value
3	Marketing myopia	Avoid Marketing Myopia
4	Marketing myopia	Creating customer value
5	Service Profit Chain	Theoretical framework of Service Profit Chain: Understanding Theory
6	Service Profit Chain	Theoretical framework of Service Profit Chain: Application
7	Midterm Presentation	Students groups present their research question and findings
8	Service Innovation	Case Study: CRAI (1/2)
9	Service Innovation	Case Study: CRAI (2/2)
10	Intercultural Service Management	Case Study: Panasonic and Fnac (1/2)
11	Intercultural Service Management	Case Study: Panasonic and Fnac (2/2)
12	OMOTENASHI	Case Study: Kyoto KAGAI (1/2)
13	OMOTENASHI	Case Study: Kyoto KAGAI (2/2)
14	Final Presentation	Students groups present their research and findings

[Work to be done outside of class (preparation, etc.)]

Students need to contribute to class discussions by conducting

1) Project meetings with group members outside classroom

2) Fieldworks

3) Interviews toward consumers and companies

Preparatory study and review time for this class are 2 hours each.

[Textbooks]

No textbooks

[References]

Materials would be distributed in class.

[Grading criteria]

Grade is decided with three components

1) Class Participation (Arguments and remarks you make in class)70%

2) Group Project (peer evaluation) 20%

3) Individual Assignment 10%

Those who use smartphone and/or PC while other students are working/presenting will be downgraded as it is inpolite and shows the disrespect to others.

[Changes following student comments]

1) Each student's contribution to group work varies and we should solve the issue adding new criteria such as "individual's contribution on the group.

2) The students of the previous semester were pleased to work on the group project with actual company (BARILLA Japan) and argue with the practitioners would find another company for collaboratively work on a certain issue.

[Equipment student needs to prepare]

Personal Computer with PPT and WORD

[Others]

Using smartphone and/or PC are not allowed unless the instructor assigns the work with it. It is not polite and shows your disrespect to the class to ignore the classmates and the instructor.

[Prerequisites]

Introduction to Marketing and Principles of Marketing are recommended to be studied as prerequisites.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5532

Distribution in Japan

Nobukazu AZUMA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：金 6/Fri.6 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉

[Outline and objectives]

This course aims at deepening our understanding of the retail and distribution system in Japan. At the end of this course, you'll have acquired hands-on knowledge on (1) the social roles of the distribution system, (2) idiosyncrasies and historical development of the Japanese retailing and distribution system and (3) some of the critical and contemporary issues surrounding retailing and distribution trades in Japan, including the advance of varied forms of e-tailing and digital platforms.

[Goal]

Through participating in this course, students are expected to acquire fundamental knowledge on various types of distribution channels as well as the social roles that the distribution system plays in a given socio-cultural and economic setting. Students are also given opportunities to compare the distribution system in one's own country with its Japanese counterpart, making use of relevant statistics and other secondary sources, together with some fieldwork and case-based coursework. Course assignments are designed in a way that students can develop their understanding of the theoretical/conceptual knowledge they pick up through each lecture by relating them to their everyday life and consuming practices.

[Which item of the diploma policy will be obtained by taking this class?]

This course is fairly related to the "DP1-1", "DP2-1", "DP2-2", "DP3", "DP4" and "DP5" diploma policies.

[Method(s)]

For the academic year 2023, this course is likely to take a hybrid form of combining several different modes of teaching, including (1) on-demand, (2) face-to-face classroom, and (3) site visits (field work). The choice of the mode will depend on the nature of the contents of the lecture each week. A detailed course schedule will be notified in the first week of the semester. Course materials for each lecture are to be provided through Google Classroom. A slack workspace to be set up for the students will help you reach the lecturer easily and flexibly whenever you have any queries. Feedback on students' coursework is to be provided primarily via Google Classroom.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

あり / Yes

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Course guidance & introduction	-Course guidance: Scope of the course and course requirements -Icebreak session -Introduction: Why do we study retailing and distribution system?
2	Retailing & distribution system and its social roles (1)	-What is retailing and distribution (system) anyway? -Why do we need merchants' intermediaries between production and consumption? -What does retail and distribution system deliver to us?
3	Retailing & distribution system and its social roles (2)	-The functions of retail and distribution system -Who perform the functions and activities in the retail and distribution system? -Who pay the costs of distribution? (The concept of distribution costs)
4	Retailing in Japan: Its structure and social roles	-What is retailing? -Who perform the roles of retailing? -Social roles expected to retailing -Factor affecting retail change (task environment and constraining environment)
5	Retail formats and retail types (1)	-Structure of Japanese retailing -Retail formats and retail types -Structure of Japanese retailing from the perspective retail types -Principal retail types

6	Retail formats and retail types (2)	Retail Business Model (RBM) innovations: Principal cases in Japanese retailing
7	Guest Lecture (1) : centering around RBM	A retail practitioner / executive will be invited for a guest talk and in-class discussion.
8	Follow up lecture of the Guest Lecture (1) and in-class discussions.	- What you'd have learned through the Guest Lecture (1) will be explained and discussed from both theoretical and practical perspectives.
9	Internationalisation of retailing (1)	-The notion of internationalisation in retailing -Retailers' motivations to internationalise their operations
10	Internationalisation of retailing (2)	-Multiple case studies of Japanese retailers' internationalisation processes are to be presented. - We'll also discuss the issues surrounding those international retailers attempt to set foot on the Japanese market.
13	Site Visit (Fieldwork)	A class field trip to a designated retail site.
11	Guest Lecture (2) : centering around retail internationalisation	A retail practitioner / executive will be invited for a guest talk and in-class discussion.
12	Follow up lecture of the Guest Lecture (2) and in-class discussions.	Some of the key issues introduced in the Guest Lecture (2) will be further discussed with both practical and theoretical implications.
14	Term-summary	The contents dealt with in the semester will be reviewed for a systemic understanding.

[Work to be done outside of class (preparation, etc.)]

Students are expected to familiarise themselves with the phenomena pertaining to retailing and distribution trades, including retail marketing activities among Japanese firms, throughout the semester. It will help them better understand what they look at in this course. * Preparatory study and review time for this class are two hours each.

[Textbooks]

There is no specific course textbook. Learning materials are to be distributed prior to each lecture.

[References]

Fernie, J., Fernie, S., and Moore, C. (2015) Principles of Retailing 2nd Edition, Routledge, ISBN(978-1138791954)
Goworek, H., and McGoldrick, P. (2015) Retail Marketing Management: Principles & Practice, Pearson Education, ISBN(978-0273758747)

[Grading criteria]

Weekly assignment (100%)

Students are expected to turn in a short essay after each class.

[Changes following student comments]

Having shared with students their ideas for the future course design of this subject, the structure of the course is made more towards a mixed-method one with a combination of conceptual/theoretical lectures, case studies/case discussions, guest lectures, and site visits.

[Others]

Although it is not mandatory, it is desirable to have taken a set of introductory courses in the related fields (e.g. Introduction to; organisational/strategic management, accounting, finance, marketing, and organisational management and etc.) upon registering for this class.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5533

Operations Management I

Kiyoko YOSHIMURA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：金 5/Fri.5 | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：〈グ〉〈実〉

【Outline and objectives】

Operations Management I reviews the Operations Management in terms of the decisions corporations face in aligning operations with their competitive strategy. Topics include examining the activities and responsibilities of positioning and design decisions.

【Goal】

This course aims to improve students' understanding of operations management's concepts, principles, problems, and practices. After completing this course, students should be able to:

-Develop an understanding of how corporate strategy defines a company's missions.

-To understand the trade-offs companies face in choosing between critical aspects of process design and operating decisions.

-To understand how product planning encompasses all the activities leading up to introducing, revising, or dropping the products.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP3", "DP4" and "DP5" diploma policies.

【Method(s)】

Face to Face (except #1 session)

The course will be delivered mainly through lectures with case discussions on real-world industries. In addition, some simulation works are planned. Thus, the students can have a better understanding of Operations Management basics. There will be no "right" or "wrong" answers for the case discussion. Therefore, Students' contribution is expected to move the class discussion in a new direction. Assignment feedback will be made in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Getting started Course Introduction Overall Operations Management
2	Product Planning and competitive priorities	Product planning Competitive priority
3	Service Operations Management	What are service operations? Key challenges
4	Customer relationship	Understanding your customer in service industry
5	Designing Customer Experience	What is customer experience? Why is service process design important?
6	Quality Management	Quality as a competitive advantage Six sigma 7-Quality Management tool
7	Process Design	What is process design? Facets of process design Process analysis
8	New Technology	New technology and tools for Operations Management
9	Capacity and Maintenance	Capacity Planning Maintenance
10	Location	Trends Factors affecting location decisions
11	Layout	Layout planning Strategic Issues Process layout
12	Simulation	How to organize your team Team building
13	Case discussion	Factors affecting Operations Management
14	Course review	Wrap up (Review the entire course)

【Work to be done outside of class (preparation, etc.)】

The students are expected to read the uploaded materials (course materials and cases) for each class beforehand and prepare for discussions during the class. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

There is no textbook required for this course.

Will supply course material (PowerPoint) in the class.

【References】

Will notice Course References/Books on the bulletin board separately. Reading should be completed before class.

【Grading criteria】

In-class-Quiz: 275 points (55%)

Case report1: 100 points (20%)

Case report2(simulation): 125points(25%)

Total: 500 points (100%)

【Changes following student comments】

Will conduct feedback survey questions for student feedback.

【Equipment student needs to prepare】

None. The instruction will be given at the course if any.

【Others】

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

MAN300FB-A5534

Operations Management II

Kiyoko YOSHIMURA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：金 3/Fri.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉〈実〉

【Outline and objectives】

Operations Management II reviews the management of operations in terms of operating decisions. Topics include a review of the activities and responsibilities of operations management, the tools and techniques available to assist in running the operation, and the factors considered in the system's design.

【Goal】

This course aims to improve students' understanding of operations management's concepts, principles, problems, and practices. After completing this course, students should be able to:

- Develop an understanding of forecasting and materials management, functions tied to most operation decisions.
- Look at approaches to production/staffing plans and master production schedules.
- Necessary inputs to the workforce, operations, and project schedules.
- To understand the importance of project management.
- To understand what is happening in the organizations and the importance of an effective way of working.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP3", "DP4" and "DP5" diploma policies.

【Method(s)】

Face to Face (except #1 session)

This course follows Operations Management I. However, students can take this course separately. The course will be delivered mainly through lectures with case discussions on real-world industries. In addition, some simulation works are planned. Thus, the students can have a better understanding of Operations Management basics. There will be no "right" or "wrong" answers for the case discussion. Therefore, students' contribution is expected to move the class discussion in a new direction. Assignment feedback will be made in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	INTRODUCTION - Getting started	Course Introduction Overall Operations Management
2	Materials Management	Importance of Materials Management Function of Materials Management Purchasing and Distributions
3	Inventory Management	Importance of inventory Economic Order Quantity Periodic Review system
4	Production and Staffing Plans	Production and Staffing Plans Managerial Importance
5	Master Production Scheduling	MPS MRP ERP
6	Supply chain Management	Supply Chain Management Global Supply
7	Queue Management	Waiting Lines Management
8	Driving Continuous Improvement	Main approaches to continuous improvement Sustain continuous improvement
9	Learning from Problems	Why problem occur? Dealing with issues Organizational culture
10	Project Management I	Project management and organization What is project management?
11	Project Management II	AJAIL/SCRUM Lean operation
12	SIMULATION I	Conduct simulations in class with various settings Group discussion / Presentation
13	SIMULATION II	Conduct some simulations in class with various settings Group discussion / Presentation
14	Course Review	Wrap up (Review the entire course)

【Work to be done outside of class (preparation, etc.)】

The students are expected to read the uploaded materials (course materials and cases) for each class beforehand and prepare for discussions during the class. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

There is no textbook required for this course.

Will supply course material (PowerPoint) in the class.

【References】

Will notice Course References/Books on the bulletin board separately.

Reading should be completed before class.

【Grading criteria】

In-class-Quiz: 250 points (46%)

Case report1: 100 points (18%)

Case report2(simulation): 200 points (36%)

Total: 550 points (100%)

At the end of the course, students will be required the group work. The group work results should be presented in class.

【Changes following student comments】

Will conduct feedback survey questions for student feedback.

【Equipment student needs to prepare】

None. The instruction will be given at the course if any.

【Others】

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

ECN300FB-A5535

Principles of Macroeconomics

Mitsuru Katagiri

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：月 2/Mon.2 | Campus：市ヶ谷 / Ichigaya | Grade：2~4

Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

This course gives students an overview of macroeconomic issues: economic growth, unemployment, inflation, interest rates, and exchange rates. Topics include policy issues such as government expenditures, taxation, and monetary policy.

[Goal]

Macroeconomics is a necessary and helpful tool for understanding economic issues and policies. The goal of this course is to acquire basic knowledge of macroeconomics and to understand how to use the knowledge of macroeconomics to resolve challenges in business.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-3", "DP2-1" and "DP2-2" diploma policies and fairly related to the "DP3", "DP4" and "DP5" policies.

[Method(s)]

The lectures are based on slides and "MyLab," an e-learning platform by Pearson. Also, in the class, recent economic issues in newspapers, magazines, etc., are introduced to learn how to use macroeconomics to deal with real economic and business problems. Feedback on class assignments will be given in the class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
Class 1	Introduction	This lecture provides several key points for using economics to resolve real economic issues and explains the purpose of studying macroeconomics.
Class 2	A Brief Introduction to Microeconomics	This lecture covers the knowledge of microeconomics for studying macroeconomics, particularly the price mechanism to balance supply and demand.
Class 3	The Wealth of Nations	This lecture provides the concept of GDP and inflation and explains why it is an important measure to assess economic activity.
Class 4	Aggregate Incomes	This lecture focuses on very large differences across countries in income and explains that technology and the efficiency of production are key to accounting for the cross-country differences.
Class 5	Economic growth	This lecture explains why economic growth is important for everyone's economic activity and what encourages long-term economic growth (education, population growth, etc.).
Class 6	Why Isn't the Whole World Developed?	This lecture asks: What has prevented poor countries from catching up to the level of prosperity of developed countries? We examine various factors for economic development.
Class 7	Employment and Unemployment	This lecture covers labor market issues including unemployment rates and wages and explains the effects of government labor market policies.
Class 8	Credit Markets	This lecture explains the role of financial markets and banks in encouraging long-term investment for economic growth.
Class 9	The Monetary System	This lecture explains the role of central banks (i.e., the Bank of Japan in Japan and FRB in the U.S.) such as issuing currencies and conducting monetary policy.

Class 10 Short-Run Fluctuations

This lecture explains what we observe in economic booms and recessions, including the global financial crisis in 2008-2009, and what causes those short-term fluctuations.

Class 11 Countercyclical Macroeconomic Policy

This lecture covers fiscal and monetary policies by the government and the central bank and describes their effects on economic activity and inflation.

Class 12 Macroeconomics and International Trade

This lecture covers recent trends in international trade across countries and explains what a key driving force for the trade pattern under globalization is.

Class 13 Open Economy Macroeconomics

This lecture covers exchange rates and their determinants and explains their relationship with trade and international capital flows.

Class 14 Final Exam

We have an in-class examination.

[Work to be done outside of class (preparation, etc.)]

Students are expected to briefly read the corresponding chapter of the textbook before each class. Also, after the class, students are expected to review what they learned in the class and read articles in newspapers and magazines assigned in the class. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Macroeconomics (Global Edition, 3rd edition), by Daron Acemoglu, David Laibson, and John List. You can access the textbook via MyLab, provided by Pearson.

[References]

Other teaching materials, including articles in newspapers and magazines, will be provided in the class.

[Grading criteria]

The grades are based on (1) the final exam (70%) and (2) the assignments (30%). The students can discuss with other classmates and refer to textbooks when working on the homework, but all students should individually write the answers in their own words.

[Changes following student comments]

I will try to have more transactions with students by asking questions etc.

[Equipment student needs to prepare]

All students must purchase MyLab, a computer-based e-learning platform by Pearson, to access the assignments and the textbook. However, students who bought MyLab for "Principles of Microeconomics" do not need to buy it again.

[Prerequisites]

None

[Related Subjects]

Principles of Microeconomics

[Related Subject]

Introduction to Japanese Economy

ECN300FB-A5536

Principles of Microeconomics

Rika TAKAHASHI

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：火 3/Tue.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈ゲ〉

[Outline and objectives]

This class aims to help with the understanding of basic concepts and analytical methods of microeconomics at the introductory level. It focuses on decision-making of individuals and firms and the allocation of scarce resources in society. Topics are Supply and Demand, Equilibrium, Consumers Behavior, Sellers Behavior, Perfect Competition, The Government in the Economy, Externalities, Monopoly, and Oligopoly. Also, how microeconomics principles are applicable to the real world issues as well as to other academic fields will be discussed.

[Goal]

By the end of the course, students will be expected to:

- (1) Understand key economic models.
- (2) Understand key concepts in the textbook.
- (3) Acquire basic skills in order to make graphs and mathematical formulas.
- (4) Solve problem sets.
- (5) Evaluate daily life topics and current economic and business news from the viewpoint of microeconomic theory.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-3", "DP2-1" and "DP2-2" diploma policies.

[Method(s)]

This course consists mainly of lectures and subsequent exercises. After understanding the basic idea of microeconomics, students will solve problems in class. Also, problems will be assigned as homework. Students are required to use the e-learning platform, "MyLab" by Pearson, to do homework. All materials including lecture notes will be posted on Hosei's class support online system, "Hoppii". Feedback on in-class exercises will be provided in class. Homework feedback will be given in MyLab.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction	Guidance on syllabus, semester schedule, usage of online materials, and class rules.
Week 2	Demand, Supply, and Equilibrium 1	Basic model structure with supply and demand curves.
Week 3	Demand, Supply, and Equilibrium 2	Changes in market outcomes, given changes in the demand and supply curves.
Week 4	Consumers and Incentives 1	Consumers' decision making and optimization.
Week 5	Consumers and Incentives 2	Measurement of consumer surplus and elasticity of demand.
Week 6	Producers and Incentives 1	Producers' decision making and optimization.
Week 7	Producers and Incentives 2	Measurement of producer surplus and elasticity of supply.
Week 8	Perfect Competition and Invisible Hand 1	Perfectly competitive markets and market efficiency.
Week 9	Perfect Competition and Invisible Hand 2	The Invisible Hand leading to efficient resource allocation under perfect competition.
Week 10	Government in the Economy: Taxation and Regulation	Effects of taxation and government regulation on market outcomes.
Week 11	Market Failures 1: Externalities	Externalities and market inefficiency.
Week 12	Market Failures 2: Monopoly	Imperfectly competitive markets and market inefficiency.
Week 13	Market Failures 3: Game Theory and Strategic Play	Introduction to Game Theory; firms' decision making under interdependence.
Week 14	Review and Final Exam	Review and Final Exam.

[Work to be done outside of class (preparation, etc.)]

Students are expected to read the assigned textbook before class and do homework after class. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Acemoglu, D., D. Laibson, and J. List, Microeconomics (3rd edition), Pearson.

※ Note that this is different from the textbook and online materials used in previous years.

All students must purchase Pearson's MyLab, an e-learning platform, to access assignments and the textbook; students who have purchased one-year access to MyLab for other classes in the spring semester of 2023 do not need to purchase it again. Details will be provided in the first lecture.

[References]

Other supplementary materials will be provided during the semester.

[Grading criteria]

Class participation: 20%

Homework and exercises: 40%

Final exam: 40%

[Changes following student comments]

In order to gain practical skills, I will give you more opportunities for exercises.

[Equipment student needs to prepare]

Students are expected to bring a computer in class to access the online materials.

[Others]

This course is highly related to Introduction to Japanese Economy and Principles of Macroeconomics. Students are strongly encouraged to take them before or after taking this course.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5537

Japanese Innovation Management

休講

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：

[Outline and objectives]

[Goal]

[Which item of the diploma policy will be obtained by taking this class?]
This course is strongly related to the "DP1-1", "DP2-2" and "DP3" diploma policies and fairly related to the "DP2-1" and "DP4" policies.

[Method(s)]

[Active learning in class (Group discussion, Debate.etc.)]

[Fieldwork in class]

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
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[Work to be done outside of class (preparation, etc.)]

Preparatory study and review time for this class are 2 hours each.

[Textbooks]

[References]

[Grading criteria]

[Changes following student comments]

MAN300FB-A5538

Entrepreneurship

Noriko TAJI

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 4/Tue.4 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈実〉

【Outline and objectives】

The class aims to learn how to found a startup and expand its business. The operation is conducted on the basis of interactive discussions with classmates, a teacher, and guests.

This lecture covers the following:

1. To learn the basic theory of entrepreneurship known globally
2. To experience the method of idea generation and business planning
3. To learn resource assembly, organizational design and strategy from business cases and a guest speaker

【Goal】

Students will understand the process of entrepreneurship from opportunity recognition to execution.

Students will learn the method of idea generation.

Students will practice business planning.

Students will confirm the theory and knowhow of entrepreneurship by reading business cases.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP1-2", "DP2-1" and "DP3" policies.

【Method(s)】

This class is a mix of lecture and action learning.

Students make presentations of business ideas and discuss them with each other.

Students cultivate their business plans for several weeks and hand in final presentations.

Beside final presentation, students have to submit small assignments every two weeks. During the class, they get feedback from the teacher and classmates.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction of entrepreneurship	Entrepreneur's voice video
2	Entrepreneur's impact on the economy and society	Introducing favorite entrepreneur
3	Lean Startup1	Idea generation & Minimum Viable Product
4	Lean Startup2	One minute idea pitch & Understanding business model canvas
5	Lean Startup3	Using business model canvas
6	Notion of Entrepreneur and Startup	Definitions by Schumpeter, Kirzner, etc.
7	Real entrepreneurship 1	Guest speaker talk
8	Entrepreneurial process	Opportunity Recognition & Exploitation, Execution
9	Entrepreneurial ecosystem	Understanding Silicon Valley
10	Management team	LinkedIn case 1 & Using business model canvas
11	Venture finance	LinkedIn case 2
12	Effectuation	LinkedIn case 3
13	Real entrepreneurship	Guest speaker talk
14	TBD	Final presentation of business model, etc.

【Work to be done outside of class (preparation, etc.)】

1) Considering a business idea and making a business plan

2) Reading business cases

Regarding the above, preparatory study and review time will be 2 hours each.

【Textbooks】

No specified textbooks

【References】

A General Theory of Entrepreneurship, Scott Shane, Edgar Elgar, 2003.

Entrepreneurship, William Bygrave and Andrew Zacharakis, John Wiley & Sons, 2008.

【Grading criteria】

assignments (50%), class participation (20%) and final report (30%)

【Changes following student comments】

Students can get a lot of essence and tips from talks of entrepreneurs and investors while improving their own idea.

【Equipment student needs to prepare】

PC

【Recommended Classes】

Introduction to Strategic Management, Introduction to Marketing, Strategic Management, International Business, Principles of Marketing

【Career background of the lecturer】

Industrial experience working for a large company and startup, and experiencing external directors of public companies in Japan.

【interest】

Innovation Management

High-tech startups

Entrepreneurship

【Representative English papers】

"Resource Acquisition in High-Tech Startup Global Strategies" Noriko Taji, *Technology, Innovation, Entrepreneurship and Competitive Strategy*, Emerald Publishing Group, Vol.14, pp.263-287, 2014

"Guesss Country Report, Japan." Noriko Taji, et.al., *Global University Entrepreneurial Spirit Students' Survey*, University of St.Gallen, 2012, 2014, 2016.

"Psychological Predictors of Entrepreneurial Interest in Japan," Noriko Taji & Yu Niiya, *Innovation management*, Hosei University, No.9, pp.61-72, 2012

MAN300FB-A5539

Special Topics in Management A

Akira KAMOSHIDA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：月 5/Mon.5 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

Now that the need for DX (digital transformation) has been pointed out, society as a whole is undergoing a major transformation. Since the end of the 20th century to today in the 21st century, new service and software IT companies such as GAFAs have rapidly emerged in the United States, leading to the formation of a huge group of companies.

It has been a long time since the Japanese economy stagnated after lost 20 years, but recently digitalization has progressed in various fields, and existing business transformations and new digital services are rapidly emerging.

The purpose of this class is to understand the current situation of DX, especially the efforts and issues of Japanese companies. We will also discuss the transformation of the digital society and the direction of innovation as the background for DX to attract attention. In class, case studies and presentations will be conducted by group work, and the method of discussion throughout the class will be used.

[Goal]

- Understand the transformation of the society surrounding DX and the background in which DX is required.

- Understand the outline of DX and understand its purpose

- Acquire knowledge about DX promotion issues and success measures through research on company cases that promote DX

[Which item of the diploma policy will be obtained by taking this class?]
This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks. You will have a comment report to submit at some classes and several team-presentations during the course. After the course ends, you will have to submit an essay.

I will give you my oral and/or written feedback on your assignments in class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Orientation	Lecture method, explanation of grade evaluation, etc./Introduction of DX course
2	What is DX? ①	Outline of DX/The purpose of DX/The value created by DX/Class discussion
3	What is DX? ②	Class Discussion/ the current state and issues of management, problems in the digital age, and future prospects for DX
4	Text Reading ①/The Five Domains of Digital Transformation Customers, Competition, Data, Innovation, Value	Group Presentation & Class discussion & Wrap up lecture
5	Text Reading ② Harness Customer Networks/ Build Platforms, Not Just Products	Group Presentation & Class discussion & Wrap up lecture
6	Text Reading ③/Turn Data Into Assets	Group Presentation & Class discussion & Wrap up lecture
7	Text Reading ④ /Innovate by Rapid experimentation /Adapt Your Value Proposition	Group Presentation & Class discussion & Wrap up lecture
8	Text Reading ⑤ /Mastering Disruptive Business Models	Group Presentation & Class discussion & Wrap up lecture

9	Group Work ①/Class Discussion	Case study(the distribution and retail industry, manufacturing industry, tourism and hotel industry in Japan.)
10	Group Work ②/Class Discussion	Case study(the distribution and retail industry, manufacturing industry, tourism and hotel industry in Japan.)
11	Group Work ③/Class Discussion	Case study(the distribution and retail industry, manufacturing industry, tourism and hotel industry in Japan.)
12	Group Work ④/Class Discussion	Case study(the distribution and retail industry, manufacturing industry, tourism and hotel industry in Japan.)
13	Group Work ⑤/Class Discussion	Case study(the distribution and retail industry, manufacturing industry, tourism and hotel industry in Japan.)
14	Group Presentation	Group Presentation/Class Discussion/Wrap Up/

[Work to be done outside of class (preparation, etc.)]

Homework: preparations & reviews. Readings, Summarizing, Internet searching. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

- David L. Rogers, The Digital Transformation Playbook: Rethink Your Business for the Digital Age (Columbia Business School Publishing), 2016

[References]

- Thomas M. Siebel, Condoleezza Rice, Digital Transformation: Survive and Thrive in an Era of Mass Extinction (Rosetta Books), 2019

[Grading criteria]

Students will be graded based on the following criterions.

50% Class Contribution (Frequency and quality of remarks, presentation, Participation in the class discussion, etc.)

50% Homework Assignments, and Final Report (individual essay)

Late submission of assignments will result in a lowering of a student's grade.

[Changes following student comments]

N/A

[Equipment student needs to prepare]

PowerPoint may be used for the class presentation.

[Others]

The instructor worked as one of the management teams at a consulting firm and an IT company in the United States.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5540

Special Topics in Management B

Akira KAMOSHIDA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：木 3/Thu.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

This course is aimed to learning Strategic Marketing, Consumer Behavior theory and its framework that is mainly focused both domestic and global business, and understanding strategic marketing and consumer behavior principles and way of thinking through case study and discussions.

This course focuses on lectures and case discussions on strategic marketing and consumer behavior.

The course will be conducted with lectures and discussions from various perspectives on marketing and consumer behavior theory. Students are expected to actively participate in the class.

[Goal]

- ・ Understand the main basic theories of strategic marketing, consumer behavior.
- ・ To foster awareness of issues regarding strategic marketing, consumer behavior.
- ・ To be able to analyze cases of Japanese and overseas companies from the perspective of management science.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks. You will have a comment report to submit at some classes and several team-presentations during the course. After the course ends, you will have to submit an essay. I will give you my oral and/or written feedback on your assignments in class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Orientation /Marketing and consumer behavior theory, what to learn	Lecture method, explanation of grade evaluation, etc./What is Marketing?
2	Successful Selling ① /Marketing Management	Student presentation, class discussion, lecture & Wrap up
3	Successful Selling ② /Marketing Management	Student presentation, class discussion, lecture & Wrap up
4	Successful Selling ③ /Marketing Management	Student presentation, class discussion, lecture & Wrap up
5	Marketing Case study/Group work	Student presentation, class discussion, lecture & Wrap up
6	Marketing Case study/Group work	Student presentation, class discussion, lecture & Wrap up

7	Customer Strategy/Customer satisfaction theory, Customer Loyalty	Student presentation, class discussion, lecture & Wrap up
8	Customer Strategy/ Customer Value analysis	Student presentation, class discussion, lecture & Wrap up
9	Customer Strategy/ premium price theory, WTP, CLTV analysis	Student presentation, class discussion, lecture & Wrap up
10	Luxury strategy/ luxury brand management theory	Student presentation, class discussion, lecture & Wrap up
11	Luxury strategy/ Group work	Student presentation, class discussion, lecture & Wrap up
12	Luxury strategy/ Group work/case study	Student presentation, class discussion, lecture & Wrap up
13	Luxury strategy/ Group work/case study	Student presentation, class discussion, lecture & Wrap up
14	Group Presentation / Wrap Up	Group Presentation Class Discussion Wrap Up

[Work to be done outside of class (preparation, etc.)]

Homework: preparations & reviews. Readings, Summarizing, Internet searching. Preparatory study and review time for this class are 2 hours each.

Several students will make presentation on the topic assigned previous week.

[Textbooks]

・ Atkinson, S., O'Hara, S., & Sturgeon, A. (Eds.). (2014). The Business

Book: Big Ideas Simply Explained. Dorling Kindersley Ltd.

[References]

We will use supplementary materials from time-to-time, which will be made available as hand – outs and/or put on reserve at the university library.

[Grading criteria]

Students will be graded based on the following criterions.

50% Class Contribution (Frequency and quality of remarks ,Participation in the class discussion, Presentation, etc.)

50% Homework Assignment and Final Report

Late submission of assignments will result in a lowering of a student's grade.

[Changes following student comments]

N/A

[Equipment student needs to prepare]

PowerPoint may be used for the class presentation.

[Others]

The instructor worked as one of the management teams at a consulting firm and an IT company in the United States.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5541

Special Topics in Management C

休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period： | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：〈ゲ〉〈実〉

【Outline and objectives】

【Goal】

【Which item of the diploma policy will be obtained by taking this class?】
This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

【Active learning in class (Group discussion, Debate.etc.)】

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face
No. Theme Contents

【Work to be done outside of class (preparation, etc.)】
Preparatory study and review time for this class are 2 hours each.

【Textbooks】

【References】

【Grading criteria】

【Changes following student comments】

MAN100FB-A5542

Workshop I

Akira KAMOSHIDA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：火 3/Tue.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

The purpose of this workshop is to focus on social innovation to achieve the SDGs (Sustainable Development Goals), which have been attracting attention in recent years, and to learn about social business to achieve them. What is a social business? After systematically understanding the theory of management science, learn about social innovation toward the achievement of the SDGs goal and the social business that realizes it.

The workshop will invite guest speakers from the relevant fields of the 17 SDGs goals to give talks and discussions, followed by these sessions, group exercises and presentation discussions will be held by students with the aim of deepening their understanding more practically.

[Goal]

- ・ Understand the purpose and content of SDGs
- ・ Understand the definition and characteristics of social enterprises.
- ・ Understand the purpose and various methods of social innovation, and understand social enterprises to achieve the SDGs from various angles.
- ・ Foster a background in understanding and discussing topics related to the SDGs in English.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP2-1", "DP2-2" and "DP3" diploma policies and fairly related to the "DP1-1", "DP4" and "DP5" policies.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks. You will have a comment report to submit at some classes and several team-presentations during the course. After the course ends, you will have to submit an essay. I will give you my oral and/or written feedback on your assignments in class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Orientation / Guidance of Workshop	Explain the purpose and method of the workshop, how to proceed / Explain group exercises, grade evaluation, etc./Overview the SDGs and social business
2	SDGs and Social Business ① /Sustainable Development Goals What are SDGs?	What are the SDGs adopted at the United Nations Summit in September 2015? Explain the social issues facing the world and Japan and their efforts.
3	SDGs and Social Business ② / Role of Social Business in SDGs	An overview of the efforts of the Japanese government and local governments in the SDGs. Discuss the role how social business can play.
4	SDGs and social business ③/ Case study of global collaboration in SDGs	Group exercises: Case study of global collaboration (industry-government-academia-civil)and social business in the SDGs
5	Guest talk and discussion ①	Guest speaker talks about the relevant topics/Discussion(Q&A include)/Comment report
6	Guest talk and discussion ②	Guest speaker talks about the relevant topics/Discussion(Q&A include)/Comment report
7	Guest talk and discussion ③	Guest speaker talks about the relevant topics/Discussion(Q&A include)/Comment report
8	Guest talk and discussion ④	Guest speaker talks about the relevant topics/Discussion(Q&A include)/Comment report
9	Guest talk and discussion ⑤	Guest speaker talks about the relevant topics/Discussion(Q&A include)/Comment report

10	Guest talk and discussion ⑥	Guest speaker talks about the relevant topics/Discussion(Q&A include)/Comment report
11	Group Work ① /Case studies of social business to solve various issues in SDGs and social innovation	Group Work ① Group discussion / Class discussion
12	Group Work ② /Case studies of social business to solve various issues in SDGs and social innovation	Group Work ② Group discussion / Class discussion
13	Group Work ③ /Case studies of social business to solve various issues in SDGs and social innovation	Group Work ③ Group discussion / Class discussion
14	Wrap Up / Group Presentation	Group Presentation/Class Discussion/Wrap Up/

[Work to be done outside of class (preparation, etc.)]

Homework: preparations & reviews. Readings, Summarizing, Internet searching. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

No specific textbook is used.

[References]

Introduce as appropriate during class.

[Grading criteria]

Students will be graded based on the following criterions.
60% Class Contribution (Frequency and quality of remarks ,Participation in the class discussion, etc.)
40% Comment report, Presentation and Final Report (individual essay)
Late submission of assignments will result in a lowering of a student's grade.

[Changes following student comments]

Please feel free to request additional explanations and ask questions as necessary.

[Equipment student needs to prepare]

PowerPoint may be used for the class presentation.

[Others]

The instructor worked as one of the management teams at a consulting firm and an IT company in the United States.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN100FB-A5543

Workshop II

Azusa Ebisuya

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 3/Tue.3 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈グ〉〈実〉

[Outline and objectives]

Many international workers in Japan are tackling issues related to adapting to the corporate culture, building interpersonal relationships at work, and maintaining their work-life balance. This course will provide students with opportunities to learn how to maintain the joy of working and succeed as international workers in Japanese companies through hearing real-life scenarios from practitioners.

[Goal]

The students are expected to obtain understanding on critical issues faced by international employees in Japanese companies, and how these issues are being tackled. The students will be able to effectively blend in with the Japanese community and/or work environments based on the knowledge obtained through this course.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", "DP2-2" and "DP4" diploma policies and fairly related to the "DP1-4" and "DP3" policies.

[Method(s)]

This course will comprise meaningful talks by practitioners, question and answer sessions, and discussions. The guest speakers will be invited from Japanese companies located in Tokyo and surrounding area, which include both big and small-to-medium-sized enterprises (SMEs). The students will be assigned to give a presentation as well as to write a term-paper at the ending of the course. Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

Due to the epidemic of COVID-19, classes might be provided through the online system (Zoom). The detailed information will be updated.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction to the course	<ul style="list-style-type: none"> • Overview of the list of speakers • How to prepare for each class
Week 2	Guest Talk and discussion (1)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 3	Guest Talk and discussion (2)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 4	Guest Talk and discussion (3)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 5	Guest Talk and discussion (4)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 6	Guest Talk and discussion (5)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 7	Guest Talk and discussion (6)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 8	Guest Talk and discussion (7)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 9	Guest Talk and discussion (8)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 10	Guest Talk and discussion (9)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 11	Guest Talk and discussion (10)	<ul style="list-style-type: none"> • Guest lecture • Class discussion including Q&A • Comment sheet
Week 12	Students' presentations and review (1)	<ul style="list-style-type: none"> • Individual presentation • Review and discussion based on the topics brought by presenters
Week 13	Students' presentations and review (2)	<ul style="list-style-type: none"> • Individual presentation • Review and discussion based on the topics brought by presenters

Week 14 Students' presentations and review (3)

- Individual presentation
- Review and discussion based on the topics brought by presenters

[Work to be done outside of class (preparation, etc.)]

Students are expected to read the materials and prepare a few questions for the guest speaker. The materials for each week will be shared through the web-system. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

None

[References]

Supplementary reading materials and/or websites will be shared through the web-system.

[Grading criteria]

Preparing questions for the speaker: 20%

Sheet Submission: 60%

Course-ending Presentation: 20%

[Changes following student comments]

Not applicable.

[Equipment student needs to prepare]

We'll use the Hosei University Course Management Support System for sharing reading materials and handouts, and submitting papers.

[Others]

This course will invite practitioners as guest lecturers from Japanese big and small-to-medium-sized enterprises. Guests will include CEOs of international companies, team managers having international colleagues, and non-Japanese team-managers who are training international workforces.

[Prerequisites]

None

[Upon threat level change]

Please note that the teaching approach may vary due to the threat level we are at: Level 1, this course will be held on campus. Level 2, it will be held online.

MAN100FB-A5544

Special Topics in Global Business A

Azusa Ebisuya

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：火 2/Tue.2 | Campus：市ヶ谷 / Ichigaya | Grade：1～4

Notes：

その他属性：〈ゲ〉〈ダ〉

【Outline and objectives】

This course will provide you with a simulation to plan a product which can attract international customers, think about best method of marketing it, and suggest the effective promotion method through working with your international team members. This provision will surely benefit you when you start working after your graduation.

【Goal】

Through the interactive learning experiences, you are expected to understand how to collaborate with team members effectively, generate original and meaningful ideas, design an attractive product, and promote it successfully.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-2" and "DP3" diploma policies and fairly related to the "DP4" policy.

【Method(s)】

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks.

You will have a sheet to submit at some classes and two team-presentations during the course. After the course ends, you will have to submit an essay.

Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction to the course	<ul style="list-style-type: none"> Course overview How to benefit from the simulation classes
Week 2	Understanding team collaboration	<ul style="list-style-type: none"> What is team? Expected performance of successful teams
Week 3	Team making and building up	<ul style="list-style-type: none"> Team building-up activity Team development
Week 4	Product conceptualization	<ul style="list-style-type: none"> Idea generation Idea screening Concept development
Week 5	Marketing research (1)	<ul style="list-style-type: none"> Idea screening SWOT analysis Persona
Week 6	Marketing research (2)	<ul style="list-style-type: none"> Questionnaire preparation Survey methods
Week 7	Preparation for mid-course presentation	<ul style="list-style-type: none"> Data preparation Discover, detain, distill, document, and deliver
Week 8	Mid-course presentation and review	<ul style="list-style-type: none"> Initial team presentation Review and discussion
Week 9	Product design (1)	<ul style="list-style-type: none"> Product name Original logo
Week 10	Product design (2)	<ul style="list-style-type: none"> Detailed designing Attractive design
Week 11	Promotion (1)	<ul style="list-style-type: none"> Promotion strategies Differences between advertisement and promotion
Week 12	Promotion (2)	<ul style="list-style-type: none"> How to promote your product in a cost-free way? SNS as a promotion tool
Week 13	Final team meeting and interview	<ul style="list-style-type: none"> Preparation of the final team presentation Interview on team collaboration
Week 14	Course-ending presentations	<ul style="list-style-type: none"> Final team presentation Review and discussion

【Work to be done outside of class (preparation, etc.)】

The students are expected to read the materials for each class beforehand and prepare for team-discussions during the class. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

Slides and additional reading materials will be provided through Hoppii (Hosei portal site).

【References】

Supplementary reading materials and/or websites will be shared through Hoppii (Hosei portal site).

【Grading criteria】

Participation in discussions: 20%

Sheet submission: 30%

Contribution to the mid-course team presentation: 15%

Contribution to the course-ending team presentation: 15%

Essay: 20%

【Changes following student comments】

To enhance the group work, the project theme will be discussed and decided with the students during the initial class.

【Equipment student needs to prepare】

We'll use Hoppii (Hosei portal site) for sharing reading materials and handouts, and submitting papers.

【Prerequisite】

None

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN100FB-A5545

Special Topics in Global Business B

Akira KAMOSHIDA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：月 4/Mon.4 | Campus：市ヶ谷 / Ichigaya | Grade：1~4

Notes：

その他属性：〈実〉

[Outline and objectives]

This course is aimed to learn service management framework that for customer centric corporate management systematically, and understand service marketing /innovation through case study and discussions in groups and in workshops.

The advanced countries such as Japan, the United States, and European countries have achieved economic growth of service sector closed up to 70% of each GDP, and in order to sustain the growth and stimulate it, every government and various kinds of sector have accelerated to promote an innovation in servicing field. Even in the manufacturing sector, a commoditizing of the traditional technology has made it more important to differentiate individual organization from their rivals by the individual characteristic services than before ages.

Service innovation is an effort to continually create customer values which is indispensable for corporate management both in servicing sector and in manufacturing sector.

One of the models involving a factor of customer oriented service is the "Service Triangle", in which service is composed of three cores ; "service strategy", "service providing system", and "human resources".(Karl Albrecht)

[Goal]

Students will learn service management framework that for customer centric corporate management systematically, and understand service marketing /innovation through case study and discussions.

In addition, students will conduct case studies of service businesses in various industries to deepen their understanding of management issues and strategies.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1" and "DP2-2" diploma policies and fairly related to the "DP3" and "DP4" policies.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks. You will have a comment report to submit at some classes and several team-presentations during the course. After the course ends, you will have to submit an essay.

I will give you my oral and/or written feedback on your assignments in class.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction Rising service economy	Course overview Grading Criteria Why service is so important?
2	Service Management Framework 1	What is Service? How Service is defined to be?
3	Service Management Framework 2	Service Taxonomy Service Profit Triangle
4	Service Management Framework 3	What is Service Innovation?
5	Service Management Framework 4	What is Customer Satisfaction? Customer Loyalty
6	Service Management Framework 5	Customer Experience Metrics CLV Analysis
7	Service Business 1	Hotel Industry The Ritz Carlton Case KPI, Value Creation Cycle
8	Service Business 2	The Ritz Carlton Discussion
9	Service Business 3	Consulting Business What is a professional service? Discussion
10	Service Business 4	Service Intensity Matrix Service Gap Analysis
11	Service Business 5	Service Value Creation Cycle Service Business Model
12	Service Business Project 1	Group Work Service Business Study
13	Service Business Project 2	Group Presentation Class Discussion

14	Service Business Project 3	Group Presentation Class Discussion Wrap Up
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[Work to be done outside of class (preparation, etc.)]
Homework: preparations & reviews. Readings, Summarizing, Internet searching. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

No specific textbook is used.

[References]

・ James Teboul, Service is Front Stage, INSEAD Business Press, 2006 (ISBN 978-0-230-00660-7)

・ Joe Tidd and Frank M Hull, Service Innovation, Imperial College Press, 2003 (ISBN-13 978-1-86094-367-6).

We will use supplementary materials from time-to-time, which will be made available as hand - outs and/or put on reserve at the university library.

[Grading criteria]

Students will be graded based on the following criterions.

60% Class Contribution (Frequency and quality of remarks ,Participation in the class discussion, etc.)

40% Comment report, Presentation and Final Report (individual essay)
Late submission of assignments will result in a lowering of a student's grade.

[Changes following student comments]

Please feel free to request additional explanations and ask questions as necessary.

[Equipment student needs to prepare]

PowerPoint may be used for the class presentation.

[Prerequisites]

It is desirable to take basics such as corporate strategy theory and marketing theory.

[Others]

The instructor worked as one of the management teams at a consulting firm and an IT company in the United States. This class focuses on the practice and theory of service management.

[Upon threat level change]

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN100FB-A5546

Special Topics in Global Business C

Kazuhiro AKITOMO

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：水 5/Wed.5 | Campus：市ヶ谷 / Ichigaya | Grade：1～4
Notes：

その他属性：〈グ〉〈実〉

【Outline and objectives】

The course is built around basic Global Business Expansion Strategies and is designed to enable students to familiarize themselves with all the critical variables which business leaders must consider in making global business management decisions. The emphasis is on practical approaches so that after entering the corporate world, students will be ready to be global business specialists in corporate enterprises or consulting firms.

【Goal】

Students will be prepared to create business case proposals centered on entering new geographical markets, with compelling reasons for a firm to expand its businesses.

1. Understanding critical variables to be considered for a firm to go global
2. Acquiring knowledge of entry strategies and methodologies for location choice
3. Learning tasks and challenges which modern global companies are facing

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1" and "DP2-2" diploma policies and fairly related to the "DP3" and "DP4" policies.

【Method(s)】

For the first half of the semester, 50% lectures and 50% active learning. Active learning requires the students to take the lead in the learning process with the instructor acting as a facilitator. This will particularly be the case in the second half of the semester. Some examples of active learning are group work, case studies with discussions and debates, team presentations, etc. This course provides students with a series of live presentations including Q&A sessions on specific topics related to global business expansion from experienced, globally active business leaders. The presentations by guest speakers are online. Before each presentation, the instructor will give necessary frameworks to facilitate understanding of the subject. Students are expected to prepare questions in advance so that the Q & A sessions will be fruitful for the students. After the presentation, any remaining time will be devoted to discussions among students and the instructor.

The plan is to conduct this course in a classroom. However, depending on the pandemic situation, the course may be held remotely via Zoom or equivalent software.

Instructor will give students his oral and written feedback on their assignments in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction to the course	*Ice-breaking session *Students feedback of the instructor's previous course and changes following the feedback
Week 2	Understanding Economic Systems and Business	*What is management study? *GDP vs GNP/ Per capita GDP *International vs Global *Development of Emerging Economies *Japan's challenge

Week 3	Why do firms go abroad?	*Reasons for going abroad *Pros and Cons for Business Globalization *Risks associated with Global Businesses *Refutation to Cons for Business Globalization
Week 4	Entry Modes and Stages of Globalization	*Seven Approaches to Foreign Markets *Frameworks vs Theory *The PEST/The CAGE/The AAA *Stages of Transnational Development of a Firm *Born-Global & BAG firms *Cross-border investment & Transaction Types
Week 5	Modes of Entry-1	*Indirect Exporting/Importing *Types of Channels *Consignment production/OEM/ODM *Licensing/Franchising *FDI (Foreign Direct Investment) *Risks & Rewards
Week 6	Modes of Entry-2	*Green Field Operations *M&A, and JV *Risks and Rewards *Why do firms choose FDI? *OLI-Paradigm
Week 7	Modes of Entry-3	*OLI Paradigm vs Dynamic OLI-Paradigm *What is a Strategic Alliance? *What is an International JV? *Fabless, OEM revisited
Week 8	Globalization and CSR/Challenges for Japan's Multinational Corporations	*SDGs *ESG *CSV *HR management in MNCs
Week 9	Mid-term examination: 60 minutes	The exam.: closed books written test.
Week 10	Review of the Mid-term exam. Preparation for online guest speaker	*Instructor explanation on the correct answers for the mid-term exam. *Students preparation for Q&As for the upcoming guest speaker session.
Week 11	Online guest speaker Q & A	Challenges for Japan's Multinational Corporations
Week 12	Team presentations-1	Each student has to be a presenter by taking turns. After each team presentation, Q&A session will be conducted.
Week 13	Team presentations-2	Each student has to be a presenter by taking turns. After each team presentation, Q&A session will be conducted
Week 14	Course wrap-up	Instructor will give either new topics for class discussions or revisit topics that the course covered.

[Work to be done outside of class (preparation, etc.)]

- Students are requested to complete reading assignments prior to class.
- Students are required to spend 4 hours of study time each week to prepare for class activities.
- Students are expected to allot time outside of class to meet with their team members for discussion and preparation of team presentations.

[Textbooks]

- Slides and additional reading materials will be provided via Hoppii (Hosei portal site).

[References]

- Cornelis A. de Kluyver and John A. Pearce II Global Business Strategy. New York Business Expert Press, LLC 2021
- Howard Thomas, Richard R. Smooth, Fermin Diez Human Capital and Global Business Strategy. Cambridge UK, Cambridge University Press, 2013
- Lawrence J. Gitman, Carl McDaniel, Amit Shah and et.al Introduction to Business. Houston, Texas OpenStax Rice University,

[Grading criteria]

Student grades will be based on the following:

- 50% Mid-term test score
- 30% In-class Participation
- 20% Contribution to Team Presentation

[Changes following student comments]

Students feedback of the instructor's previous course and changes following the feedback will be presented at the first class.

[Equipment student needs to prepare]

A personal computer with MS PPT, Excel, and Word software
High speed internet connection

[Others]

Please note that if the number of students attending the first class significantly exceeds expectations, in order for the instructor to effectively manage the class, the number of students who are allowed to register for the course may be limited.

The instructor has been working for a Japanese manufacturing company for 41 years. He not only worked in the U.S. to develop markets of the company's products and customers for nearly 11 years, but also worked in Germany for 6 years as President of European Regional Headquarters of the company.

[Prerequisite]

Students should at least be knowledgeable of basic business terminologies; therefore, being sophomores or juniors with a business major or equivalent is advisable.

CAR300FB-A5548

Internship

Azusa Ebisuya

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：集中・その他/intensive・other courses | Campus：市ヶ谷 / Ichigaya |

Grade：1～4

Notes：

その他属性：

【Outline and objectives】

This course offers intensive well-mentored educational internships complementary to classroom education at companies who understand that students registered are capable of making a real contribution to their companies. It allows students to experience a real-world industry project while simultaneously working towards the completion of 2 academic credits.

【Goal】

Students will learn through hands-on activities how a manager starts and carries out a new business project. In the fall semester after the internship, students will make a presentation to introduce the company and explain how the organization worked effectively based on their experiences and observations.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

The class registration will open in the 2023 spring semester (in May). Those who are interested in this program will have to participate in the introduction and preparation meetings which will be held during the 2023 Spring semester. The cooperating managers might need to select the interns from the applicants if they have more number of applicants than they can accept.

The (selected) interns will commute to the company on fixed dates during the summer 2023 and learn through hands-on activities. In the 2023 Fall semester, the interns will make a presentation on what they learned from their internship experience.

Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

あり / Yes

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction meeting	・ What is the purpose of internship?
2	Preparation meeting	・ What will you do as an intern? ・ Tips to succeed as an intern
3	Internship 1	・ How to keep a meaningful journal ・ Work with your mentor
4	Internship 2	・ Observe and learn how to carry out a business project ・ Work with your mentor
5	Internship 3	・ Observe and learn how to carry out a business project ・ Work with your mentor
6	Internship 4	・ Observe and learn how to carry out a business project ・ Work with your mentor
7	Internship 5	・ Observe and learn how to carry out a business project ・ Work with your mentor
8	Internship 6	・ Observe and learn how to carry out a business project ・ Work with your mentor
9	Internship 7	・ Observe and learn how to carry out a business project ・ Work with your mentor
10	Internship 8	・ Observe and learn how to carry out a business project ・ Work with your mentor
11	Internship 9	・ Observe and learn how to carry out a business project ・ Work with your mentor
12	Internship 10	・ Observe and learn how to carry out a business project ・ Work with your mentor

13	Review and presentation preparation	・ Read your own journal ・ Reflect the lessons you obtained through the internship
14	Program-ending Presentation	・ Prepare for your presentation ・ Individual presentation ・ Program Review

【Work to be done outside of class (preparation, etc.)】

Interns will write a journal during the internship (and submit it to the instructor after the internship experience). Preparatory study and review time for this class are 2 hours each.

【Textbooks】

Not applicable.

【References】

Not applicable.

【Grading criteria】

Participation in Introduction/Preparation meetings: 20%

Mentor's Evaluation: 30%

Internship Journal: 20%

Program-ending Presentation: 30%

【Changes following student comments】

During the students' internship, the instructor will communicate with the students as appropriate and address any concerns together.

【Equipment student needs to prepare】

Please follow the mentor's direction.

【Prerequisite】

None

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5550

Seminar

Azusa Ebisuya

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 5/Tue.5 | Campus：市ヶ谷 / Ichigaya | Grade：2～4
Notes：

その他属性：

[Outline and objectives]

This course analyzes worldwide cases of contemporary human resource management practices. Each case focuses on one country and highlights challenges and problems encountered by managers and HR practitioners. The cases emphasize the national and cultural contexts of human resource management and provides students with a global understanding of employee motivation, reward systems, recruitment and selection, etc.

[Goal]

By the end of this course, students are expected to be able to grasp the significance of cases of global human resource management being practiced all over the world. The students are also expected to actively share their thoughts and opinions on each case with classmates through the interactive learning experiences.

[Which item of the diploma policy will be obtained by taking this class?] This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating the students to be actively involved in the class. Students are required to give presentation(s) as well as to write a term-paper at the end of the course. Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

Due to the epidemic of infectious disease, classes may possibly be provided through the online system (Zoom) or hy-flex style. Detailed information will be updated.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction to the course	<ul style="list-style-type: none"> Objectives and goals of this course How you can participate in the course effectively Evaluating and grading
Week 2	Cases of Western Europe: Belgium	<ul style="list-style-type: none"> Get innovative in personnel selection The Case of the Port of Antwerp
Week 3	Cases of Western Europe: Germany	<ul style="list-style-type: none"> Learning about talent retention in times of crisis Opportunities for the Robert Bosch group in the context of the German industrial relations system
Week 4	Cases of Scandinavia:Finland	<ul style="list-style-type: none"> Implementing a global diversity management initiative in Finland 'Global workforce diversity management and inclusiveness initiative'
Week 5	Cases of Scandinavia:Sweden	<ul style="list-style-type: none"> The process of plant closure The consequences of decline, downsizing, retrenchment and turnarounds
Week 6	Cases of Central and Eastern Europe: Hungary	<ul style="list-style-type: none"> An online game for recruiting IT-programmers at an American subsidiary in Hungary Industrial Internet for reforming healthcare informatics
Week 7	Cases of Central and Eastern Europe: Russia	<ul style="list-style-type: none"> Succession planning at Eldorado The only company not dependent on primary resources among the ten largest Russian private companies
Week 8	Cases of Mediterranean, Middle East, and Africa: Israel	<ul style="list-style-type: none"> Implementing new production design and reward system The case of Foodco
Week 9	Cases of Mediterranean, Middle East, and Africa: Uganda	<ul style="list-style-type: none"> HRM strategic alignment and visibility in Uganda The People Balance Sheet to segment its labour force and track the bench strength

Week 10	Cases of Mediterranean, Middle East, and Africa: UAE	<ul style="list-style-type: none"> Training and development at United Bank The bank values its employees and prides itself on providing them with competitive compensation and excellent career opportunities
Week 11	Cases of Asia: China	<ul style="list-style-type: none"> Using human resource management to reshape the labour relations structure at a Chinese automobile manufacturer The case of Jiangsu
Week 12	Cases of Asia: India	<ul style="list-style-type: none"> Propelling growth engine for ICICI Bank Woman leadership, gender equity or paradigm shift?
Week 13	Cases of Americas: Canada	<ul style="list-style-type: none"> Building a culture of inclusion at the Royal Bank of Canada Strategies for Aboriginal peoples and newcomers to Canada
Week 14	Cases of Americas: Mexico	<ul style="list-style-type: none"> Mexican experiences from a Danish firm "Changing" Mexican culture

[Work to be done outside of class (preparation, etc.)]

The students are expected to read the materials for each class beforehand and prepare for discussions during the class. Each student should prepare at least one presentation based on the given materials. In addition, each student should submit a term-paper after the course ends. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Christiansen, L.C., Biron, M., Farndale, E., & Kuvaas, B. (Eds.). (2017). *The Global Human Resource Management Casebook* (2nd ed.). Routledge. <https://doi.org/10.4324/9781315668888>

[References]

Supplementary reading materials and/or websites will be shared through Hoppii (Hosei Portal Site).

[Grading criteria]

Participation in discussions: 42%
Case presentations: 38%
Term paper (Individual case study): 20%

[Changes following student comments]

Not applicable.

[Equipment student needs to prepare]

We'll use Hoppii (Hosei Portal Site) for sharing reading materials and handouts, and submitting papers.

[Prerequisite]

None

MAN300FB-A5549

Seminar

Azusa Ebisuya

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：火 5/Tue.5 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：

[Outline and objectives]

This course analyzes worldwide cases of contemporary human resource management practices. Each case focuses on one country and highlights challenges and problems encountered by managers and HR practitioners. The cases emphasize the national and cultural contexts of human resource management and provides students with a global understanding of employee motivation, reward systems, recruitment and selection, etc.

[Goal]

By the end of this course, students are expected to be able to grasp the significance of cases of global human resource management being practiced all over the world. The students are also expected to actively share their thoughts and opinions on each case with classmates through the interactive learning experiences.

[Which item of the diploma policy will be obtained by taking this class?]

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

[Method(s)]

The entire course will be delivered in an interactive manner, facilitating the students to be actively involved in the class. Students are required to give presentation(s) as well as to write a term-paper at the end of the course. Feedback on class assignments will be given through the Hosei University Course Management Support System (Hoppii).

Due to the epidemic of infectious disease, classes may possibly be provided through the online system (Zoom) or hy-flex style. Detailed information will be updated.

[Active learning in class (Group discussion, Debate.etc.)]

あり / Yes

[Fieldwork in class]

なし / No

[Schedule] 授業形態：対面/face to face

No.	Theme	Contents
Week 1	Introduction to the course	<ul style="list-style-type: none"> Objectives and goals of this course How you can participate in the course effectively Evaluating and grading
Week 2	Cases of Austria	<ul style="list-style-type: none"> Austrian employment legislation, employee relations and labor market dynamics The apprenticeship system in Austria
Week 3	Cases of Belgium	<ul style="list-style-type: none"> HRM in Belgium from a perspective of compromise culture An innovative selection approach at the Port of Antwerp
Week 4	Cases of Germany	<ul style="list-style-type: none"> The environment of HRM in Germany from the historical perspective The organization setting of Bosch Group
Week 5	Cases of Ireland	<ul style="list-style-type: none"> Recruitment and training at Creativity Co. Pay and performance
Week 6	Cases of the Netherlands	<ul style="list-style-type: none"> Recruitment, selection, and socialization at Retail Co. Appraisal and rewards
Week 7	Cases of Denmark	<ul style="list-style-type: none"> HRM in Denmark "Talent Greenhouse" where talents develop
Week 8	Cases of Finland	<ul style="list-style-type: none"> Managing workforce diversity in Finland Implementing the D&I initiative in Petrocom Finland
Week 9	Cases of Iceland	<ul style="list-style-type: none"> HRM in Iceland from the historical perspective The HRM context and issues at Marel and Stork
Week 10	Cases of Norway	<ul style="list-style-type: none"> The HRM context in Norway The operational and HRM context in the Airport Express Train and Southwest Airlines

Week 11	Cases of Sweden	<ul style="list-style-type: none"> The HRM context of Sweden from the historical perspective The plant closure process
Week 12	Cases of Bulgaria	<ul style="list-style-type: none"> The global information technology industry in Bulgaria Human capital management at Telerik
Week 13	Cases of Czech Republic	<ul style="list-style-type: none"> Economic, technological, and political advancement of Czech Republic The operational context in the LIQUEUR Company
Week 14	Cases of Hungary	<ul style="list-style-type: none"> Socio-economic background of Hungary Recruiting with an online game "Bitfection"

[Work to be done outside of class (preparation, etc.)]

The students are expected to read the materials for each class beforehand and prepare for discussions during the class. Each student should prepare at least one presentation based on the given materials. In addition, each student should submit a term-paper after the course ends. Preparatory study and review time for this class are 2 hours each.

[Textbooks]

Christiansen, L.C., Biron, M., Farndale, E., & Kuvaas, B. (Eds.). (2017). *The Global Human Resource Management Casebook* (2nd ed.). Routledge. <https://doi.org/10.4324/9781315668888>

[References]

Supplementary reading materials and/or websites will be shared through Hoppii (Hosei Portal Site).

[Grading criteria]

Participation in discussions: 42%

Case presentations: 38%

Term paper (Individual case study): 20%

[Changes following student comments]

In order to enhance the quality of the readings and discussions, a quiz will be given at the beginning of class to check students' understanding of each chapter.

[Equipment student needs to prepare]

We'll use Hoppii (Hosei Portal Site) for sharing reading materials and handouts, and submitting papers.

[Prerequisite]

None

MAN300FB-A5552

Seminar

Yasuto DOBASHI

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：金 4/Fri.4 | Campus：市ヶ谷 / Ichigaya | Grade：2~4

Notes：

その他属性：

【Outline and objectives】

These seminars are in continuation of the course from the Fall semester. We will continue to read around, discuss, assess and evaluate issues of political economy in the post-World War II era. Areas covered in this semester include: fiscal policies in the context of inequality and effects of the COVID-19 pandemic (taxation and social policy); 'neoliberalism' and 'globalism'; and a comparison of metamorphosing social structures. This course will continue to present students with opportunities to enrich their own understanding of political economy through exploration of written sources, discussion and presentations.

【Goal】

1. To broaden understanding of theoretical, historical and institutional aspects of policy.
2. To gain a perspective of development, trends, and features of policy.
3. To make critical analysis of economic and political issues.
4. To participate in discussions and contribute to the development of group knowledge and understanding.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

This course will be conducted in a seminar format. Students will be required to participate in discussion following presentations. Students will receive verbal feedback during seminars. My office hour will be held weekly and students should arrange an appointment if meeting is required.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：オンライン/online

No.	Theme	Contents
1	Introduction	Course guidance
2	Investigating Inequality and its Impact	Inequality and health issues (1)
3	Investigating Inequality and its Impact	Inequality and health issues (2)
4	Investigating Inequality and its Impact	Inequality, social mobility, and the rise of new social class (1)
5	Investigating Inequality and its Impact	Inequality, social mobility, and the rise of new social class (2)
6	How can businesses respond to social issues?	A critique on social investment (1)
7	How can businesses respond to social issues?	A critique on social investment (2)
8	How can businesses respond to social issues?	The role of government and businesses (1)
9	How can businesses respond to social issues?	The role of government and businesses (2)
10	Introduction to 'Neoliberalism'	Key concepts of 'neoliberalism'
11	'Neoliberalism' in Practice	Policy in the 'neoliberal' era
12	'Neoliberalism' after COVID-19	How will the pandemic change the world?
13	Presentation - evaluating policy (1)	Presentation of policy evaluation
14	Presentation - evaluating policy (2)	Presentation of policy evaluation

【Work to be done outside of class (preparation, etc.)】

Students will be notified of required readings prior to the seminar, and will be expected to read these in advance of attending. Preparation (reading, reviewing and independent research) for seminars is expected to take approximately four hours per week, totaling approximately 70 hours for this course.

【Textbooks】

There is no textbook required for this course.

【References】

This list provides suggested reading for those who wish to develop their knowledge around the subject.

Indicative Reading List

1. Globalisation, International/Global Political Economy
 - Gilpin, Robert, The Political Economy of International Relations (Princeton: Princeton University Press, 1987).
 - Hague, Rod, Martin Harrop and John McCormick, Comparative Government and Politics, eleventh edition (London: Red Globe Press, 2019).
 - Held, David and Anthony McGrew, Globalization/Anti-Globalization: Beyond the Great Divide, second edition (Cambridge: Polity Press, 2007).
 - Ravenhill, John, Global Political Economy, fifth edition (Oxford: OUP, 2017).
 - Steger, B. Manfred, Globalization: A Very Short Introduction, fourth edition (Oxford: OUP, 2017).
2. 'Welfare State' and Social Policy
 - Garland, David, The Welfare State: A Very Short Introduction (Oxford: OUP, 2016).
 - Greve, Bent (ed.), Routledge Handbook of the Welfare State, second edition (London: Routledge, 2019).
3. Misc.
 - Banerjee Abhijit V. and Esther Duflo, Good Economics for Hard Times (New York: Public Affairs, 2019).
 - Frey, Carl Benedikt and Michael A. Osborne, "The Future of Employment: How Susceptible are Jobs to Computerisation?", Working Paper, Oxford Martin School, University of Oxford, Sep., 2013.
 - Mazzucato, Mariana, The Entrepreneurial State: Debunking Public vs Private Sector Myths (London: Penguin Books, 2018).
 - Mazzucato, Mariana, The Value of Everything: Making and Taking in the Global Economy (London: Allen Lane, 2018).
 - Milanovic, Branko, Global Inequality: A New Approach for the Age of Globalization (Massachusetts: Harvard University Press, 2016).
 - Milanovic, Branko, Capitalism Alone: The Future of the System that Rules the World (Massachusetts: Harvard University Press, 2019).
 - Piketty, Thomas, Capital in the Twenty-First Century (Massachusetts: Harvard University Press, 2014).
 - Stuckler, David and Sanjay Basu, The Body Economic: Why Austerity Kills (New York: Basic Books, 2013).
 - Wilkinson, Richard and Kate Pickett, The Spirit Level: Why Inequality is Better for Everyone (London: Penguin Books, 2010).

【Grading criteria】

The grade for this course will be assessed via: participation in course discussion (60%) and evaluation of policy in a report and presentation format (40%).

【Changes following student comments】

Student feedback received during seminars and office hour will be reflected in subsequent sessions.

【Equipment student needs to prepare】

Readings will be distributed via Hoppii. Reports should be submitted through Hoppii.

【Others】

There is a possibility that some seminars may be held in person. In the event of an in-person seminar, students will be notified through Hoppii.

【Prerequisite】

None

MAN300FB-A5551

Seminar

Akira KAMOSHIDA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：火 2/Tue.2 | Campus：市ヶ谷 / Ichigaya | Grade：2~4
Notes：

その他属性：〈実〉

【Outline and objectives】

This course is designed so that students who often come into contact with familiar business topics on a daily basis can learn with interest the basics of business theory. All the students are expected to learn about strategic management theory, marketing theory etc. with interest by linking it with concrete examples. In the class, students will hold group exercises and discussions with the aim of deepening their understanding in a more practical manner.

【Goal】

- ・ Understand the main basic theories of management science.
- ・ To foster awareness of issues regarding management science.
- ・ To be able to analyze cases of Japanese and overseas companies from the perspective of management science.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks. You will have a comment report to submit at some classes and several team-presentations during the course. After the course ends, you will have to submit an essay. I will give you my oral and/or written feedback on your assignments in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Orientation /Management science and what to learn	Lecture method, explanation of grade evaluation, etc./What is management science?
2	Start Small, Think Big ① /Starting and Growing the Business	Student presentation, class discussion, lecture & Wrap up
3	Start Small, Think Big ② /Starting and Growing the Business	Student presentation, class discussion, lecture & Wrap up
4	Start Small, Think Big ③ /Starting and Growing the Business	Student presentation, class discussion, lecture & Wrap up
5	Lighting The Fire ① /Leadership and Human Resources	Student presentation, class discussion, lecture & Wrap up
6	Lighting The Fire ② /Leadership and Human Resources	Student presentation, class discussion, lecture & Wrap up
7	Making Money Work ① /Managing Finances	Student presentation, class discussion, lecture & Wrap up
8	Making Money Work ② /Managing Finances	Student presentation, class discussion, lecture & Wrap up
9	Working With a Vision ①/Strategy and Operations	Student presentation, class discussion, lecture & Wrap up
10	Working With a Vision ②/Strategy and Operations	Student presentation, class discussion, lecture & Wrap up
11	Successful Selling ① /Marketing Management	Student presentation, class discussion, lecture & Wrap up
12	Successful Selling ② /Marketing Management	Student presentation, class discussion, lecture & Wrap up
13	Successful Selling ③ /Marketing Management	Student presentation, class discussion, lecture & Wrap up
14	Group Presentation / Wrap Up	Group Presentation Class Discussion Wrap Up

【Work to be done outside of class (preparation, etc.)】

Homework: preparations & reviews. Readings, Summarizing, Internet searching. Preparatory study and review time for this class are 2 hours each.

Several students will make presentation on the topic assigned previous week.

【Textbooks】

・ Atkinson, S., O'Hara, S., & Sturgeon, A. (Eds.). (2014). *The Business Book: Big Ideas Simply Explained*. Dorling Kindersley Ltd.

【References】

・ Strategic Management in 100 Minutes: In sprint with fun to the point for all, Marc Opresnik, Svend Hollensen, Opresnik Management Guides Book 36,2021

・ James Teboul, Service is Front Stage, INSEAD Business Press, 2006 (ISBN 978-0-230-00660-7)

・ Joe Tidd and Frank M Hull, Service Innovation, Imperial College Press, 2003 (ISBN-13 978-1-86094-367-6).

We will use supplementary materials from time-to-time, which will be made available as hand-outs and/or put on reserve at the university library.

【Grading criteria】

Students will be graded based on the following criterions.

60% Class Contribution (Frequency and quality of remarks ,Participation in the class discussion, etc.)

40% Comment report, Presentation and Final Report (individual essay)
Late submission of assignments will result in a lowering of a student's grade.

【Changes following student comments】

Please feel free to request additional explanations and ask questions as necessary.

【Equipment student needs to prepare】

PowerPoint may be used for the class presentation.

【Others】

The instructor worked as one of the management teams at a consulting firm and an IT company in the United States.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

MAN300FB-A5554

Seminar

Kiyoko YOSHIMURA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：金 4/Fri.4 | Campus：市ヶ谷 / Ichigaya | Grade：2~4
Notes：

その他属性：〈実〉

【Outline and objectives】

This course focuses on Operations Management efficiency/productivity, especially improvement in day-to-day activities. The course introduces the tools and techniques available to assist the operation and the factors considered in the job process design.

【Goal】

This course aims to improve students' understanding of operations management's concepts, principles, problems, and practices by learning tools and cases in the real world.

After completing this course, students should be able to understand what is happening in society, especially.

- Productivity support tools
- Automation
- DX
- SCRUM/AJAIL
- Ethics/Compliance

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

Face to Face (except #1 session)

Each seminar session consists of discussions following the lectures with the case, process, and/or tool introduction of real-world industries. In addition, some simulation works are planned. Thus, the students can have a better understanding of how Operations Management works or contributes to the real world. Assignment feedback will be made in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Introduction	Introduction of Seminar Objective and course
2	Operation Management in corporation 1	Introduction of some examples of Operations management. Case Discussion
3	Operation Management in corporation 2	Introduction of some examples of Service Operations management. Case Discussion
4	Efficiency and Productivity by Automation1	Automation success factors and considerations
5	Efficiency and Productivity by Automation 2	Introduction of several Automation tools
6	Efficiency and Productivity by Ajail1	Consideration of Scrum and Ajail in the corporate life
7	Productivity by Ajail2	Corporate case Success factor and pitfalls
8	Efficiency and Productivity by DX1	What does DX mean?
9	Efficiency and Productivity by DX2	Corporate case Success factor and pitfalls
10	Project Ethics / Compliance	Consideration factors of Ethics and Compliance for the project planning
11	Corporate critical decisions I	Case discussion on Firms' Operations
12	Corporate critical decisions II	Case discussion on Service Operations
13	Presentation	Pick up the case and make a presentation.
14	Wrap up	Review the entire course.

【Work to be done outside of class (preparation, etc.)】

The students are expected to read the uploaded materials (course materials and cases) for each class beforehand and prepare for discussions during the class. Preparatory study and review time for this class are 2 hours each.

【Textbooks】

There is no textbook required for this course.

Course material (PowerPoint) will be supplied in the class.

【References】

Will notice Course References/Books on the bulletin board separately. Reading should be completed before class.

【Grading criteria】

In-class-Quiz: 60 points (60%)

Case presentation: 40 points (40%)

Total: 100 points (100%)

In each of the courses, students may be required the group work. The group work results should be presented in class.

【Changes following student comments】

Will conduct feedback survey questions for student feedback.

【Equipment student needs to prepare】

None. The instruction will be given at the course if any.

MAN300FB-A5553

Seminar

Akira KAMOSHIDA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：火 4/Tue.4 | Campus：市ヶ谷 / Ichigaya | Grade：2～4

Notes：

その他属性：〈実〉

【Outline and objectives】

This course is designed so that students who often come into contact with familiar business topics on a daily basis can learn with interest the basics of business theory. All the students are expected to learn about strategic management theory, marketing theory etc. with interest by linking it with concrete examples. In the class, students will hold group exercises and discussions with the aim of deepening their understanding in a more practical manner.

【Goal】

- ・ Understand the main basic theories of management science.
- ・ To foster awareness of issues regarding management science.
- ・ To be able to analyze cases of Japanese and overseas companies from the perspective of management science.

【Which item of the diploma policy will be obtained by taking this class?】

This course is strongly related to the "DP1-1", "DP2-1", "DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

The entire course will be delivered in an interactive manner, facilitating you to get involved in the class actively. You will have to work with your team members on discussions and tasks. You will have a comment report to submit at some classes and several team-presentations during the course. After the course ends, you will have to submit an essay. I will give you my oral and/or written feedback on your assignments in class.

【Active learning in class (Group discussion, Debate.etc.)】

あり / Yes

【Fieldwork in class】

なし / No

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1	Orientation /Management science and what to learn	Lecture method, explanation of grade evaluation, etc./What is management science?
2	Start Small, Think Big ① /Starting and Growing the Business	Student presentation, class discussion, lecture & Wrap up
3	Start Small, Think Big ② /Starting and Growing the Business	Student presentation, class discussion, lecture & Wrap up
4	Start Small, Think Big ③ /Starting and Growing the Business	Student presentation, class discussion, lecture & Wrap up
5	Lighting The Fire ① /Leadership and Human Resources	Student presentation, class discussion, lecture & Wrap up
6	Lighting The Fire ② /Leadership and Human Resources	Student presentation, class discussion, lecture & Wrap up
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8	Making Money Work ② /Managing Finances	Student presentation, class discussion, lecture & Wrap up
9	Working With a Vision ①/Strategy and Operations	Student presentation, class discussion, lecture & Wrap up
10	Working With a Vision ②/Strategy and Operations	Student presentation, class discussion, lecture & Wrap up
11	Successful Selling ① /Marketing Management	Student presentation, class discussion, lecture & Wrap up
12	Successful Selling ② /Marketing Management	Student presentation, class discussion, lecture & Wrap up
13	Successful Selling ③ /Marketing Management	Student presentation, class discussion, lecture & Wrap up
14	Group Presentation / Wrap Up	Group Presentation Class Discussion Wrap Up

【Work to be done outside of class (preparation, etc.)】

Homework: preparations & reviews. Readings, Summarizing, Internet searching. Preparatory study and review time for this class are 2 hours each.

Several students will make presentation on the topic assigned previous week.

【Textbooks】

・ Atkinson, S., O'Hara, S., & Sturgeon, A. (Eds.). (2014). *The Business Book: Big Ideas Simply Explained*. Dorling Kindersley Ltd.

【References】

・ Strategic Management in 100 Minutes: In sprint with fun to the point for all, Marc Opresnik, Svend Hollensen, Opresnik Management Guides Book 36,2021

・ James Teboul, Service is Front Stage, INSEAD Business Press, 2006 (ISBN 978-0-230-00660-7)

・ Joe Tidd and Frank M Hull, Service Innovation, Imperial College Press, 2003 (ISBN-13 978-1-86094-367-6).

We will use supplementary materials from time-to-time, which will be made available as hand-outs and/or put on reserve at the university library.

【Grading criteria】

Students will be graded based on the following criterions.

50% Class Contribution (Frequency and quality of remarks ,Participation in the class discussion, Presentation, etc.)

50% Homework Assignment and Final Report

Late submission of assignments will result in a lowering of a student's grade.

【Changes following student comments】

N/A

【Equipment student needs to prepare】

PowerPoint may be used for the class presentation.

【Others】

The instructor worked as one of the management teams at a consulting firm and an IT company in the United States.

【Upon threat level change】

Please note that the teaching approach may vary according to which threat level we are at: at level 1, this course will be held on campus, though at level 2, it will be held online.

