

# 2025年度 Global Business Program (GBP) 講義概要 (シラバス)



法政大学

# 科目一覧

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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〉：サティフィケートプログラム_SDGs	〈ア〉：サティフィケートプログラム_アーバンデザイン
〈ダ〉：サティフィケートプログラム_ダイバーシティ	〈未〉：サティフィケートプログラム_未来教室
〈カ〉：サティフィケートプログラム_カーボンニュートラル	

専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5501] Introduction to Organizational Management [Azusa Ebisuya] 春学期授業/Spring	1
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5502] Introduction to Strategic Management [Naoki ANDO] 秋学期授業/Fall .....	2
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5503] Introduction to Accounting [Hirotsugu KITADA] 秋学期授業/Fall .....	3
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5504] Introduction to Finance [Takashi SHIBATA] 秋学期授業/Fall .....	4
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5505] Introduction to Marketing [Shohei HASEGAWA] 春学期授業/Spring .....	5
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5506] Introduction to Operations Management [Kiyoko YOSHIMURA] 春学期授業/Spring .....	6
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5507] Introduction to Japanese Economy [Hideaki HIRATA] 春学期授業/Spring ...	7
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5508] Introduction to Statistics [Makoto TAKAHASHI] 春学期授業/Spring .....	9
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5509] Introduction to Informatics [Yasushi KODAMA] 秋学期授業/Fall .....	10
専門教育科目／Business Administration Courses_専門基礎科目／Introductory Courses of Business Administration [A5510] Introduction to University Study [LASSEGARD JAMES] 秋学期授業/Fall ...	11
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5511] Organizational Management I [Akira KAMOSHIDA] 秋学期授業/Fall .....	12
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5512] Organizational Management II [休講] 春学期授業/Spring .....	14
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5513] Organizational Behavior I [休講] 秋学期授業/Fall .....	15
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5514] Organizational Behavior II [Makiko NISHIKAWA] 春学期授業/Spring .....	16
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5515] Human Resource Management I [Yoshio OKUNISHI] 秋学期授業/Fall .....	17
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5516] Human Resource Management II [Yoshio OKUNISHI] 春学期授業/Spring ..	18
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5517] Strategic Management [TBA] 秋学期授業/Fall .....	19
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5518] International Business I [Haruo HORAGUCHI] 秋学期授業/Fall .....	20
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5519] International Business II [休講] 春学期授業/Spring .....	22
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5520] Global Business Strategy I [休講] 秋学期授業/Fall .....	23
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration [A5521] Global Business Strategy II [Naoki ANDO] 春学期授業/Spring .....	24

専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5522】 Business Management in Japan [Yongdo KIM] 春学期授業/Spring.....	25
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5523】 Intermediate Accounting I [休講] 秋学期授業/Fall .....	26
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5524】 Intermediate Accounting II [Mioko TAKAHASHI] 春学期授業/Spring .....	27
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5525】 Management Accounting [休講] 春学期授業/Spring .....	28
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5526】 Financial Statement Analysis [Hiroshi FUKUDA] 春学期授業/Spring .....	29
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5527】 Corporate Finance [休講] 春学期授業/Spring.....	30
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5528】 Investments A [Yong-jin KIM] 秋学期授業/Fall .....	31
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5529】 Investments B [Yong-jin KIM] 春学期授業/Spring.....	32
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5530】 Principles of Marketing [Shoo OKADA] 秋学期授業/Fall .....	33
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5531】 Service Management [Junko KIMURA] 春学期授業/Spring .....	34
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5532】 Distribution in Japan [WANG JUE] 秋学期授業/Fall .....	35
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5533】 Operations Management I [Kiyoko YOSHIMURA] 秋学期授業/Fall .....	36
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5534】 Operations Management II [Kiyoko YOSHIMURA] 春学期授業/Spring .....	37
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5535】 Principles of Macroeconomics [CHEN JAUER] 春学期授業/Spring .....	38
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5536】 Principles of Microeconomics [Rika TAKAHASHI] 秋学期授業/Fall .....	39
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5537】 Innovation Management [休講] 秋学期授業/Fall .....	40
専門教育科目／Business Administration Courses_専門科目／Intermediate/Advanced Courses of Business Administration 【A5538】 Entrepreneurship [Noriko TAJI] 春学期授業/Spring .....	41
専門教育科目／Business Administration Courses_特殊講義／Special Topics in Management 【A5539】 Special Topics in Management A [休講] 春学期授業/Spring .....	42
専門教育科目／Business Administration Courses_特殊講義／Special Topics in Management 【A5540】 Special Topics in Management B [Akira KAMOSHIDA] 春学期授業/Spring .....	43
専門教育科目／Business Administration Courses_特殊講義／Special Topics in Management 【A5541】 Special Topics in Management C [休講] 春学期授業/Spring .....	44
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5542】 Workshop I [Akira KAMOSHIDA] 秋学期授業/Fall .....	45
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5543】 Workshop II [休講] 春学期授業/Spring .....	46
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5544】 Special Topics in Global Business A [TBA] 秋学期授業/Fall .....	47
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5545】 Special Topics in Global Business B [休講] 秋学期授業/Fall .....	48
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5546】 Special Topics in Global Business C [Kazuhiro AKITOMO] 秋学期授業/Fall .....	49
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5548】 Internship [Akira KAMOSHIDA] 秋学期授業/Fall .....	51
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5551】 Seminar [Azusa Ebisuya] 春学期授業/Spring.....	52
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses 【A5550】 Seminar [TBA] 秋学期授業/Fall .....	53

専門教育科目／Business Administration Courses_GBP科目／Global Business Courses【A5553】Seminar [Kiyoko YOSHIMURA] 春学期授業/Spring.....	54
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses【A5552】Seminar [Kiyoko YOSHIMURA] 秋学期授業/Fall .....	55
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses【A5555】Seminar [Akira KAMOSHIDA] 春学期授業/Spring.....	56
専門教育科目／Business Administration Courses_GBP科目／Global Business Courses【A5554】Seminar [Akira KAMOSHIDA] 秋学期授業/Fall .....	57



MAN100FB-A5501 (経営学 / Management 100)

## Introduction to Organizational Management

Azusa Ebisuya

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

Notes：

その他属性：

## 【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).

【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"> <li>・ Introduction activity</li> <li>・ Class building-up</li> <li>・ Selection if needed</li> </ul>
Week 2	The role of management	<ul style="list-style-type: none"> <li>・ Interpersonal roles</li> <li>・ Informational roles</li> <li>・ Decisional roles</li> </ul>
Week 3	The planning function	<ul style="list-style-type: none"> <li>・ Defining the mission, vision and values</li> <li>・ Assessing strengths, weaknesses, opportunities and threats</li> <li>・ Developing forecasts and analyzing competition</li> <li>・ Developing an action plan</li> </ul>
Week 4	The organizing function	<ul style="list-style-type: none"> <li>・ Top managers</li> <li>・ Middle managers</li> <li>・ First-line managers</li> </ul>
Week 5	The leading function	<ul style="list-style-type: none"> <li>・ Developing an effective leadership style</li> <li>・ Coaching and mentoring</li> <li>・ Managing change</li> <li>・ Building a positive organizational culture</li> </ul>
Week 6	The controlling function	<ul style="list-style-type: none"> <li>・ The control cycle</li> <li>・ Crisis management</li> <li>・ Maintaining control in extraordinary circumstances</li> </ul>
Week 7	Essential management skills	<ul style="list-style-type: none"> <li>・ Interpersonal skills</li> <li>・ Technical skills</li> <li>・ Conceptual skills</li> <li>・ Decision-making skills</li> </ul>
Week 8	Mid-course review and Test (1)	<ul style="list-style-type: none"> <li>・ Mid-semester review</li> <li>・ Explaining key managerial concepts</li> </ul>
Week 9	Designing an effective organization structure	<ul style="list-style-type: none"> <li>・ Identifying core competences</li> <li>・ Identifying job responsibilities</li> <li>・ Defining the chain of command</li> </ul>
Week 10	Organizing the workforce	<ul style="list-style-type: none"> <li>・ Functional structures</li> <li>・ Divisional structures</li> <li>・ Matrix structures</li> <li>・ Network structures</li> </ul>

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

【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 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. If more people than the classroom capacity allows wish to take the course, a selection (essay writing) will be made at the first class. Those who are unable to attend the first class may not be allowed to take the course unless there is a specific reason or unless they notify the reason in advance. Since this course is primarily for the GBP students, students from other programs who are considering taking this course should be aware that the GBP students will be given priority during the selection process.

The method of conducting the first class and the instructor's contact information will be notified through Hoppii's announcement system a few days prior to the first class, so please check the Hoppii website accordingly.

## 【Prerequisites】

None

MAN100FB-A5502 (経営学 / Management 100)

## 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：〈グ〉

## 【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. By 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). In some weeks, the class may be conducted online.

Sessions consist of lectures and in-class exercises. Lectures introduce students to basic concepts and frameworks. In-class exercises designed to foster comprehension of these 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. At the end of the semester, teams will deliver a presentation of the project. After the presentation, each team member writes up a term paper based on the team 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.

More than four hours per week should be dedicated to preparation and review.

## 【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 a textbook 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 discussions and in-class exercises and contributions 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. 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.

## Introduction to Accounting

Hirotsugu KITADA

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：〈グ〉

## 【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 annual report
- Draw conclusions about profitability, efficiency, liquidity, and solvency
- Record basic debt-credit journal entries
- Prepare simple 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, we plan to hold classes using Zoom. However, some of you may not have internet access, so we will also record the class using Zoom. The recorded lessons will be available until the next class.
- You are required to submit a photo of homework assignments to Google Classroom after checking the answer yourself. The link to Google Classroom will be posted on Hoppii.
- At the beginning of the class, I will give feedback on the homework assignments as well as a review of the previous 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.

【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】

The following textbook is planned to be used, but it is subject to change and it will be announced in the first class.

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

## 【References】

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.

## 【Grading criteria】

Grades will be distributed according to the following weights:

Homework Quiz 20%

Midterm1 20%

Midterm2 20%

Final Exam 40%

【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 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. For this reason, if you are planning to take this course, do not forget to attend the first class.

GBP students will be given priority for this course.

## 【Prerequisites】

None.



ECN100FB-A5504 (経済学 / Economics 100)

## Introduction to Finance

Takashi SHIBATA

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

その他属性：

### [Outline and objectives]

The objective of this course is to help students acquire an understanding of the fundamental principles of finance. In addition, it enhances the development of students' skill in carrying out an investment experiment.

### [Goal]

In this lecture, we will discuss the basics of finance. The goals of the course are to understand the essential concept of finance.

### [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. I intends to make them as interactive as possible by earmarking class time for students to apply formulae to exercise problems. Also, 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	Introduction	I give the overview of this course.
2	Interest rate, future value, and present value	I explain how to compute future and present values.
3	Interest rate, future value, and present value	I explain how to compute future and present values.
4	Interest rate, future value, and present value	I explain how to compute future and present values.
5	Computation for an annuity	I discuss present value factor for annuity.
6	Internal rate of return	I examine the notion of internal rate of return.
7	Compound interest calculation	I explain the idea of compound interest calculation
8	Mortgage loan and accumulation of investment trust	I consider the mortgage loan and accumulation of investment trust
9	Bond valuation and yield to maturity	I explain the notion of bond valuation and yield to maturity
10	Uncertainty and risk	I explain the notions of uncertainty and risk
11	Risk preference	I examine the idea of risk preference
12	Time value under uncertainty	I discuss time value under uncertainty
13	PV and expected FV under uncertainty	I explain the idea of expected present value under uncertainty
14	Final examination	I give a final examination

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

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

### [Textbooks]

Berk, J., DeMarzo, P., and Harford, J. Fundamentals of Corporate Finance, latest version, Pearson education

### [References]

I will refer some references at class.

### [Grading criteria]

80% on quiz and examination and 20% on class participation

### [Changes following student comments]

I explain the basic concepts and principles of finance gently.

MAN100FB-A5505 (経営学 / Management 100)

## 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 business and marketing basics by reading articles describing actual company cases. The cases include various companies (manufacturers, service providers, retailers, 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 class.

## (2) Realtime class

Students are divided into small groups to discuss the weekly assignments. After the discussion within the groups, the instructor provides feedback. After the class, students can revise and resubmit their assignment reports based on in-class discussions.

## 【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
Week8	Case 7: LVMH	Price strategy, Diffusion-line brand
Week9	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.

The instructor will provide weekly reading materials or articles.

Cases in the above spring schedule may change depending on the student's interests.

## 【References】

- ・ Kotler, Philip and Kevin Lane Keller (2021) Marketing Management (16th ed.), Pearson.
- ・ Kotler, Philip and Gary Armstrong (2021) Principles of Marketing (18th 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.
- ・ We will increase interaction among students.

## 【Equipment student needs to prepare】

Students should bring a laptop or tablet PC to class.

## 【Others】

Related course: Principles of Marketing

Please note that if the number of students who wish to register for this course significantly exceeds expectations, the number of students allowed to register for the course may be limited so that the instructor can effectively manage the class.

## 【Prerequisites】

None

MAN100FB-A5506 (経営学 / Management 100)

## Introduction to Operations Management

Kiyoko YOSHIMURA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：金3/Fri.3 | 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 placed 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. These topics are integrated using a systems model of organizational operations.

## 【Goal】

This course aims to improve students' understanding of the concepts, principles, problems, and practices of operations management. By the end of this course, students should be able to:

- Develop an understanding of and appreciation for the production and operations management function within any organization.
- Understand the importance of productivity and competitiveness for both organizations and nations.
- Recognize the significance of an effective production and operations strategy for organizational success.

【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 serves as an introduction to Operations Management, it will primarily be delivered through lectures to provide students with foundational knowledge in this field. Additionally, we will engage in several case discussions where the emphasis is less on 'right' or 'wrong' answers. Instead, students are encouraged to actively participate and develop their discussion skills. Assignment feedback will be provided during class sessions.

【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 Introduction - What is Operations 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 in Design
5	CAPACITY PLANNING	- Capacity Planning for Goods and Services - Decision Theory in Capacity Planning
6	PROCESS /FACILITY /LAYOUT DESIGN	- Types of Processing - Need for Layout Planning - Facilities Layout
7	MASTER PRODUCTION SCHEDULING	- Master Production Scheduling
8	WORK DESIGN AND MEASUREMENT	- Job Design - Quality of Work Life - Measurement in Operations
9	QUALITY MANAGEMENT	- Understanding Quality - Quality as a Competitive Advantage
10	KAIZEN SIMULATION	- Conducting Simulations in Class - Group Discussions
11	SUPPLY CHAIN	-Supply chain management -Global Supply
12	PROJECT SCHEDULING AND CONTROL	-Managing Project -Network Modeling with PERT/CPM

13	JIT AND LEAN OPERATIONS	- Just-in-Time (JIT) Operations - Lean Operations
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】

No textbook is required for this course.

I will supply course material (PowerPoint/pdf) in the class.

## 【References】

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

## 【Grading criteria】

In-class-Quiz: 50%

Mid-term Quiz: 10%

Case report(simulation): 20%

Final Quiz (in-class): 20%

Total:100%

## 【Changes following student comments】

Feedback will be collected from students after every class.

## 【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 (経済学 / Economics 100)

## 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 brief 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 and supply 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	Principles of Markets 3	Understanding the concept of equilibrium and the drivers that change the equilibrium.
6	Money and Finance 1	The role of money & banking in the Japanese economy. The role of money circulating in the economy.
7	Money and Finance 2	Fundraising of firms and investors in the financial markets.

Week8	Money and Finance 3 Labor 1	Financial conditions of economic agents and their roles in the Japanese economy. Understanding the basic characteristics of Japanese labor markets.
Week9	Labor 2	Understanding the structural problems of Japanese labor markets.
10	Firms 1	The characteristics of Japanese firms and their corporate governance.
11	Firms 2	Agency problem and its importance in Japan.
12	International Trade 1	Basic characteristics of exports and import between Japan and the rest of the world. Understanding the changing nature of global production network.
13	International Trade 2 International Finance	Understanding the determinants of Japan's exports and imports. Understanding the role of cross-border financial transactions with the rest of the world.
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】

Daron Acemoglu, David Laibson, John List (2021) Macroeconomics, Global Edition, Pearson.

This book is called "ALL" based on the authors' names. You SHOULD NOT buy this textbook 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. Greg Mankiw (2020) Principles of Economics, Cengage.
3. Ito and Hoshi (2020) The Japanese Economy, MIT Press.

## 【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. You might 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.

## 【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.

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 (経済学 / Economics 100)

## Introduction to Statistics

Makoto TAKAHASHI

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

Notes :

その他属性 : 〈ゲ〉

## 【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)】

Slide-based lectures with occasional (computer) 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.)】

なし /No

## 【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	Distributions of random variables	Normal distribution
7	Foundations for inference 1	Point estimates and sampling variability
Week8	Foundations for inference 2	Confidence intervals for a proportion
Week9	Foundations for inference 3	Hypothesis testing for a proportion
10	Inference for numerical data	One-sample means with the t-distribution
11	Introduction to linear regression 1	Fitting a line, residuals, and correlation
12	Introduction to linear regression 2	Least squares regression
13	Introduction to linear regression 3	Types of outliers in linear regression /Inference for linear regression
14	Review	Review of the course

## 【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](https://openintro.org/os))

## 【References】

References will be given in class if any.

## 【Grading criteria】

Final Exam: 100%

## 【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 is desirable.

## 【Others】

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.

The format and content of classes are subject to change depending on progress and other factors.

## 【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 (情報学基礎 / Principles of informatics 100)

## 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：

## 【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 (教育学 / Education 100)

## 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 : GBP 1~4  
 Notes : Not Available for ESOP Students.

その他属性：

## 【Outline and objectives】

This course is designed primarily to help students in the GBP Program improve the academic/study skills they are expected to use while at university, and become accustomed to life at a Japanese university. Course topics include campus and library orientation, research skills, writing, making references and citations, critical reading and thinking skills.

## 【Goal】

Throughout this course, students will acquire academic strategies and attitudes that will enhance their 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 goals setting
2	Library Research	How to use the library
3	Reading Strategies	How to read effectively and critically-finding good sources.
4	Writing article summaries	Students share an article summary they've written with their group members.
5	Preparation for a Book Review Presentation	Navigating various cultural identities. How to create and organize presentations Part 1.
6	First presentation event	Groups give presentations on various topics.
7	Intercultural Team building Pt2	Feedback on presentations; Exploring cultural values and how to become more ethnorelativistic.
8	Plagiarism	How to avoid a plagiarism and other academic dishonesty.
9	Critical Thinking	Students form new research groups. Clarifying the differences between inductive and deductive thinking
10	Literature Review I	Not all references are equal. Instruction on giving organized and logical presentations.
11	Literature Reviews II	Literature Review. Groups prepare for final Presentation
12	Final presentations	Group Presentations. Instruction on writing the final report.
13	Student presentations	Group presentations; Students' final report due.
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 will do assigned readings and assignments every week. Students are required to do approximately one to 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%

Midterm paper/Final paper: 50%

Presentations: 30%

## 【Changes following student comments】

More Japan-related topics will be introduced throughout the semester, and debate may be incorporated into some class sessions.

## 【Equipment student needs to prepare】

Students should have access to a computer for writing and 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. Important: 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 (経営学 / Management 300)

## Organizational Management I

Akira KAMOSHIDA

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

その他属性：〈実〉

## [Outline and objectives]

This lecture focuses on the theory of organizational management, which forms the core of business administration, and covers the process of changes in management organization and the basic concept of the creation and operation of management organization in the modern age where information and communication technology has advanced and spread.

This lecture is offered as Organizational Management I, but by taking it in conjunction with Organizational Management II, you will be able to comprehensively learn about the basics and applications of management organization theory, as well as new research results and frameworks related to recent management organization theory.

Management organization theory has been developed in close relation with business administration theory and management strategy theory. In addition, with the socio-economic changes surrounding management, the rapid development and spread of information and communication technology, and the remarkable progress of service economy, it is necessary to constantly update the latest theories and cases with interest.

Therefore, in this lecture, we will introduce the latest topics and theories while updating the latest management trends at any time.

Especially in the second half of the lecture, a case discussion will be provided. I strongly hope that you will deepen your understanding of this and cultivate new knowledge and perspectives.

## [Goal]

- ・ Understand the main basic theory of organizational management.
- ・ To foster awareness of issues regarding organizational management.
- ・ To be able to analyze cases of Japanese and overseas companies from the perspective of organizational management.

## [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)]

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 / Organizational Management I, what to learn	Lecture method, explanation of grade evaluation, etc./What is Organizational Management?
2	The existence of a company, the birth of a company /Forms of Management Organizations and Their Transitions	Student presentation, class discussion, lecture & Wrap up
3	Birth of management /Scientific Management and Traditional Organizational Theory	Student presentation, class discussion, lecture & Wrap up
4	The concept of organizational management /Bernard's Organizational Theory	Student presentation, class discussion, lecture & Wrap up

5	Organizational structure management /Diversification and development of organizational structure	Student presentation, class discussion, lecture & Wrap up
6	Organizational structure management /Diversification and development of organizational structure	Student presentation, class discussion, lecture & Wrap up
7	Management organization and management strategy /Chandler and Ansoff	Student presentation, class discussion, lecture & Wrap up
8	Motivation and Leadership in Organizations (1) / Motivation Theory	Student presentation, class discussion, lecture & Wrap up
9	Motivation and Leadership in Organizations (2) / Leadership Theory	Student presentation, class discussion, lecture & Wrap up
10	Organizational culture and organizational change (1) /Definition and typification of organizational culture	Student presentation, class discussion, lecture & Wrap up
11	Organizational culture and organizational change (2) /Management of organizational change	Student presentation, class discussion, lecture & Wrap up
12	Case discussion I	Student presentation, class discussion, lecture & Wrap up
13	Case discussion II	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.

40% Class Contribution ( Frequency and quality of remarks ,Participation in the class discussion, Presentation, etc.)

30% Homework Assignment

30% Final Report

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

## [Changes following student comments]

After explaining the theory, set aside time for questions and answers to deepen students' understanding.

## [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-A5512 (経営学/Management 300)

## Organizational Management II

### 休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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-A5513 (経営学 / Management 300)

## Organizational Behavior I

## 休講

Term : 秋学期授業/Fall | Credit(s) : 2 | Day/Period : TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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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2		
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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】

## 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 *Hoppii*.

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.

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.

## 【Prerequisite】

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

MAN300FB-A5515 (経営学 / Management 300)

## Human Resource Management I

Yoshio OKUNISHI

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 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, practices of HRM are influenced greatly by country-specific factors such as labor law, social customs, economic development stage and workforce structure. So, I will spend most time in explaining practices among Japanese firms. But some common theories and international comparative perspectives are introduced as well.

More specifically, HRM I covers such topics as overview and methodology of HRM, environments of Japanese HRM, recruitment, training, promotion, performance evaluation, pay and benefits.

## 【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)】

This is a small-size lecture, and face-to-face. I use University's learning system for distributing course materials and making announcements. For each lecture time, I explain the basic knowledge of a theme, including legal framework, statistical facts, theory and arguments. Then I encourage students to express their own ideas and discuss them. The feedback of the assignments will be given in class and in person.

## 【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 to HRM	Scope and methodology of HRM
2	Basic Principles of Human Behavior	Economic rationality and irrationality
3	Criteria to Evaluate Transactional or Organizational Performance	Efficiency and justice
4	Outline of Japanese Workforce	Demographic and workforce trends
5	Outline of Japanese Economy	Economic growth, prices and wages, and employment types
6	Staffing and Recruitment	Theory and practices, job market of new graduates in Japan
7	Human Capital Theory and Training	General and specific training, OJT and Off-JT
8	Promotion and Career Concerns	Patterns of career development and roles of promotion
9	Performance Evaluation (1)	Theory of performance evaluation
10	Performance Evaluation (2)	Practices of performance evaluation
11	Wages (1)	Typology and theory of wages
12	Wages (2)	Practices in Japan and historical changes
13	Fringe Benefits and Social Security	Theory and practices
14	Wrap-up session	Summary of HRM I

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

I urge students to attend every class and to understand the contents well enough within class. To that end, it is essential to review the lecture at home, and to ask questions at the beginning of the next class. Preparatory study and review time for this class are 2 hours each.

## 【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 MBA level excellent textbook of HRM, whose methodology is blend of economics and organizational behavior.

・ Lazear, Edward P. and Michael Gibbs (2015) Personnel Economics in Practice (3rd edition). Wiley. This is a readable textbook 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】

I will not conduct in-class exams separately. Instead, I ask you to submit 2 or 3 assignments during the semester. The final grade is mainly based on the sum of those assignments (80%). The extent of class participation is also counted (20%).

## 【Changes following student comments】

I want students to ask any questions they may have. Please do not hesitate. I also want to keep more time for discussions, if time and the number of students allow.

## 【Equipment student needs to prepare】

Since I use University's learning system regularly, a PC and internet accessibility will be required.

## 【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.

## 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)]

My lecture and the discussion among students in a real classroom 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	Consistency of HRM System	Various concepts of consistency, and the application to Japan
14	Wrap-up Session	The wrap-up of the course and future directions of HRM in Japan

[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 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 (probably twice) 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 (経営学 / Management 300)

## Strategic Management

TBA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：TBA | 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", "DP3" and "DP4" diploma policies.

【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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】



## 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：〈実〉

## [Outline and objectives]

Toyota Motor Corporation, Tokyo Disneyland (TDL), and All Nippon Airways (ANA) have one thing in common — what is it? They excel at creating outstanding products and services, making them leaders in international business.

This course is designed to provide students with a comprehensive understanding of the fundamental concepts of international business. It emphasizes corporate strategy and the organizational capabilities of companies, aiming to equip students with the skills necessary to join such global enterprises.

A core focus is on understanding how internationalization strategies can enhance the competitiveness and performance of multinational corporations (MNCs) in the global economy. The course will examine key challenges faced by MNCs, including global marketing practices, production location decisions, and cross-border management 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. A significant portion of class time is dedicated to reviewing readings, newspaper articles, websites, financial statements, and video materials. Each class introduces students to key theories of international business, enabling them to apply these concepts in real-world scenarios after graduation. Feedback on assignments will be provided orally during class sessions.

[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(2) 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(2) 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(2) 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(2) Chap. 15. Mergers and acquisitions (M&A), due diligence. How to manage a merged organization. Opportunism in organizations. Daiichi and Lambukey. Textbook(2) 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(2) 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(2) 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(2) Chap. 15.
8	Plant Export/Turnkey Operations	Long-range planning. Assessment of country risk and political regime. Nikki and Chiyoda. Textbook(2) Chap. 15.
9	Strategic Alliances and SCM	Logic of creating collaboration. Customer retention. Economies of networking. Star Alliance and One World. Textbook(2) 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 reading materials will be distributed in class and made available on the course website through the Hoppii class support 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 (経営学 / Management 300)

## International Business II

### 休講

Term : 春学期授業/Spring | Credit(s) : 2 | Day/Period : TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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-A5520 (経営学 / Management 300)

## Global Business Strategy I

## 休講

Term : 秋学期授業/Fall | Credit(s) : 2 | Day/Period : TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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 (経営学 / Management 300)

## 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：〈グ〉

## 【Outline and objectives】

This course provides an introduction to essential concepts and theoretical frameworks in international business. Accordingly, the course is more theoretical than practical.

The course covers key topics in international business, such as global and multidomestic strategies, international strategic alliances, language barriers, and foreign subsidiary staffing.

By the end of the course, students will understand how firms enter foreign countries, manage foreign subsidiaries, compete with local rivals, and gain competitive advantage overseas. Students will develop the ability to analyze the success and failure of firms operating overseas.

## 【Goal】

Objectives of this course are:

1. To understand long-studied topics in international business such as MNEs' strategies, international strategic alliance, and foreign subsidiary staffing.
2. To understand contemporary topics in international business such as regional geographic diversification and language barriers.
3. To develop skills in analyzing the success and failure of firms in foreign markets through the application of 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 primarily conducted in a classroom (face-to-face classes). However, in some weeks, the class may be conducted online.

Sessions consist of a lecture, in-class exercises, and discussions. The lecture introduces students to the basic concepts and frameworks of the session's topic. Discussions and in-class exercises are conducted to enhance understanding of the concepts and frameworks.

Students also work on a team project throughout the semester. Teams consisting of 3-4 students undertake a team project. In Weeks 13 and 14, teams present their project. Following the presentation, each team member writes a term paper regarding the team project. Detailed information about the team project will be provided in class.

Assignments are to be submitted via 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 strategy.
Week 3	Strategies of MNEs 2	Multidomestic strategy.
Week 4	Regional diversification	Regional geographic diversification of MNEs.
Week 5	International strategic alliance 1	What is international strategic alliance?
Week 6	International strategic alliance 2	Managing international strategic alliances.
Week 7	Project proposal	Proposal of team projects.
Week 8	Language barriers 1	Roles of language in MNEs
Week 9	Language barriers 2	Strategy to moderate language barriers.
Week 10	Foreign subsidiary staffing 1	Roles of parent country nationals and host country nationals.
Week 11	Foreign subsidiary staffing 2	Strategy to staff foreign subsidiaries.
Week 12	Staffing localization	Strategy to localize foreign subsidiaries.
Week 13	Presentation of projects 1	Final presentation of team projects.
Week 14	Presentation of projects 2	Final presentation of team projects. 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 will also work on the team project with team members.

At least two hours of preparatory study and review are expected for this class each week.

Preparatory study and review time for this class are 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. The textbook may be changed subject to availability. Additional information about the textbook will be provided in the first week.

Reading materials will be 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 the team project: 30%

In-class contribution is assessed based on active participation in discussions, in-class exercises, and overall contribution to the class.

Detailed information about the team project and the individual term paper will be provided in class.

【Changes following student comments】

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

【Equipment student needs to prepare】

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

## 【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 (経営学 / Management 300)

## 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：〈グ〉

## 【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 relationships 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 week class consists of lecture, discussion, Q&amp;A, and presentation of Japanese company cases that students choose.

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

Class procedure:

1. Lecture will be practiced in the first half of every week class
2. Presentation, discussion, and Q&A will be practiced in the second half of every week 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)	Did "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 and U.S. 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 U.S. 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 era
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 read previously assigned references before the class of every week. It will need two hours every week.

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

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

## 【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 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.

## 【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】

None

MAN300FB-A5523 (経営学/Management 300)

## Intermediate Accounting I

### 休講

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：TBA | 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 "DP1-2" diploma policy and fairly related to the "DP1-1", "DP2-1", "DP2-2" and "DP3" policies.

【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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】

## 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)]

Students are required to read the assigned part of the textbook before class and bring the textbook to class. Important issues with respect to several learning objectives in the chapter will be explained by the instructor. Exercises will be done to check comprehension, followed by feedback during class. Each student will be asked questions to encourage active involvement and to make the class interactive. 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	<ul style="list-style-type: none"> <li>· Explain course schedule and assigned materials</li> <li>· Review accounting cycle learned in Intermediate Accounting I</li> </ul>
2	Cash and Receivables (1)	<ul style="list-style-type: none"> <li>· Indicate how to report cash and related items</li> <li>· Define receivables and understand accounting issues related to their recognition</li> <li>· Explain accounting issues related to valuation of accounts receivable</li> </ul>
3	Cash and Receivables (2)	<ul style="list-style-type: none"> <li>· Explain accounting issues related to recognition and valuation of notes receivable</li> </ul>
4	Cash and Receivables (3)	<ul style="list-style-type: none"> <li>· Explain additional issues related to accounts and notes receivable</li> </ul>
5	Review and Exercise Session for Cash and Receivables	<ul style="list-style-type: none"> <li>· Comprehend accounting issues related to cash and receivables by doing exercises</li> </ul>
6	Valuation of Inventories(1)	<ul style="list-style-type: none"> <li>· Identify inventory classifications and different inventory systems</li> <li>· Determine the goods and costs included in inventory</li> </ul>
7	Valuation of Inventories(2)	<ul style="list-style-type: none"> <li>· Describe and compare the cost flow assumptions used to account for inventories</li> </ul>
Week8	Review and Exercise Session for Inventories	<ul style="list-style-type: none"> <li>· Comprehend accounting issues related to inventories by doing exercises</li> </ul>

Week9	Acquisition and Disposition of Property, Plant, and Equipment (1)	<ul style="list-style-type: none"> <li>· Identify property, plant, and equipment and its related costs</li> <li>· Discuss the accounting problems associated with interest capitalization</li> <li>· Explain the accounting issues related to acquiring and valuing plant assets</li> </ul>
10	Acquisition and Disposition of Property, Plant, and Equipment (2)	<ul style="list-style-type: none"> <li>· Describe the accounting treatment for costs subsequent to acquisition</li> <li>· Describe the accounting treatment for the disposal of property, plant, and equipment</li> </ul>
11	Review and Exercise Session for Acquisition and Disposition of PPE	<ul style="list-style-type: none"> <li>· Comprehend accounting issues related to PPE by doing exercises</li> </ul>
12	Depreciation, Impairments, and Depletion (1)	<ul style="list-style-type: none"> <li>· Describe depreciation concepts and methods of depreciation</li> <li>· Identify the accounting issues related to asset impairment</li> </ul>
13	Depreciation, Impairments, and Depletion (2)	<ul style="list-style-type: none"> <li>· Explain the accounting procedures for depletion of natural resources</li> <li>· Demonstrate how to report and analyze property, plant, equipment, and natural resources</li> </ul>
14	End of term test	<ul style="list-style-type: none"> <li>· 60 minute test</li> </ul>

[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 has been read. Exercises will be given during class or as homework.

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 the following criteria:

- Submission of exercises done during class or as assignments (50%)
- End of term test (50%)

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

## [Changes following student comments]

Exercises and feedback are given after the completion of each topic to help students check their comprehension before the test.

## [Equipment student needs to prepare]

Textbook and calculator.

## [Others]

This course will be delivered face to face. For details, please check Hoppii Announcements 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 and the Intermediate Accounting I courses in advance is highly recommended.

## [Prerequisites]

Introduction to Accounting, Intermediate Accounting I



MAN300FB-A5525 (経営学 / Management 300)

## Management Accounting

### 休講

Term : 春学期授業/Spring | Credit(s) : 2 | Day/Period : TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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 (経営学 / Management 300)

## 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. apply the knowledge gained in class to 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	In-class closed-book term exam	60-minute written test

【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 books 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'.

Only a standard calculator is allowed during the exam.

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】

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 (経済学 / Economics 300)

## Corporate Finance

### 休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

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

【Fieldwork in class】

【Schedule】 授業形態：対面/face to face

No.	Theme	Contents
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		

【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 (経済学 / Economics 300)

## Investments A

Yong-jin KIM

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

Notes：

その他属性：

## 【Outline and objectives】

In the beginning of this course, students will be given an easy and concise overview of basic statistics, including the expected value, standard deviation, and covariance. By applying these concepts to a particular investor's portfolio, students will learn an introductory modern portfolio theory, which proposes a method for building an optimal portfolio for her or him. After then, students will gain an understanding of what is called the Capital Asset Pricing Model, which is a theoretical model about the tradeoff between risk and return on investments.

## 【Goal】

By the end of this course, students should be able to:

- compute the expected value and the standard deviation of returns of a security or a portfolio.
- describe how to construct the best portfolio for a particular investor.
- describe the differences between common and idiosyncratic risk.
- explain how diversified portfolios remove idiosyncratic risk.
- understand the tradeoff between risk and return for large portfolios.
- measure systematic risk.
- 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. Feedback on quizzes will be provided 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	Course introduction and overview
2	Expected returns	How to compute the expected return on a security
3	Standard deviation	How to compute the standard deviation of returns on a security
4	Expected return on a portfolio	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	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	How diversification affects the expectation and the standard deviation of the return on a portfolio
8	Common and idiosyncratic risk	How the total risk of a portfolio is decomposed into common and idiosyncratic risk
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 the Capital Asset Pricing Model
11	Measuring systematic risk	How the systematic risk of a security or a portfolio is measured
12	CAPM2	Understanding of the CAPM
14	Practical application of the CAPM	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 required. Instead, readings will be distributed to students in advance.

## 【References】

The following are some of useful reference books having many editions.

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 (30%), and the final exam (50%).

## 【Changes following student comments】

The lecturer will try to explain key concepts more clearly so that it is easier to understand.

## 【Equipment student needs to prepare】

Students can use their own pocket calculators and/or laptop computers during the class.

## 【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 (経済学 / Economics 300)

## Investments B

Yong-jin KIM

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

Notes：

その他属性：

## 【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 meet 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. The handouts will be distributed.

## 【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 (10%),  
homework assignments (30%),  
and final examination (60%).

## 【Changes following student comments】

Students are encouraged not to miss a class since topics covered in every lesson are interconnected. The lecturer will try to make explanations much easier.

## 【Equipment student needs to prepare】

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

## 【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】

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.

## Principles of Marketing

Shoo OKADA

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 :

## 【Outline and objectives】

This course will explore marketing strategies for companies and organizations in the Japanese market. Students will gain a comprehensive understanding of key concepts such as marketing research, marketing mix, and marketing communication theories that are crucial for customer value-driven marketing. Through specific cases and group work exercises, students will develop their ability to analyze real-world business activities and develop effective marketing strategies.

## 【Goal】

1. Gain a fundamental understanding of marketing and the ability to analyze and explain business activities from a marketing perspective.
2. Apply basic marketing frameworks (STP, 4Ps, etc.) through assignments and group work.
3. Develop a deep understanding of the Japanese market and its similarities and differences with the global market.

## 【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)】

This class is scheduled to be held in person, except the first class.

## (1) Weekly Assignments

Students are required to submit weekly assignments related to the class topic before the next class.

## (2) Real-time Classes

Real-time classes will mainly consist of lectures, exercises, and group discussions.

## (3) Group Presentations

Students will make two group presentations during the semester. The content of the presentations will be explained in class. Feedback on group presentations will be provided 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
1	Introduction	-Basic concepts of marketing -Course guidance and grading criteria
2	Market Analysis	-Market analysis (STP) -Group work1-1
3	Marketing Research	-Interview and observation methods -Group work1-2
4	Product Development	-Exploratory research and concept testing -Group work1-3
5	Idea Generation	-Practice of idea-generation method -Group work1-4
6	Questionnaire survey	-Creating a questionnaire -Group work1-5
7	Group Presentation 1	Group presentation 1 and feedback, discussion
8	Marketing Communications Strategy	New Grouping
9	Marketing Target and Insight	-Target analysis of Marketing Communications -Group work2-1
10	Marketing Communications in Practice	-Case Analysis of Marketing Communications -Group work2-2
11	Branding	-Building brand value -Group work2-3
12	Presentation Preparation	Group work2-4
13	Group Presentation 2	Group presentation 2 and feedback, discussion
14	Course review	Review of the entire course

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

Students are required to submit a weekly assignments on a topic related to the class topic before the next class. In addition, they may be required to conduct group discussions and reserach outside of class time in preparation for group presentations.

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

## 【Textbooks】

No textbook. The instructor will provide relevant materials.

## 【References】

Kotler and Armstrong (2021). Principles of Marketing (18th ed.), Prentice Hall.

## 【Grading criteria】

1. Weekly assignments 30%
2. Class participation and discussion 30%
3. Contribution to group work 40%

## 【Changes following student comments】

This is the first year the instructor is teaching this course

## 【Equipment student needs to prepare】

Please bring a PC, not a smartphone, to work on class assignments and groupwork

## 【Prerequisites】

Students must have completed 'Introduction to Marketing'

MAN300FB-A5531 (経営学 / Management 300)

## 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】

Digital Detox is mandatory. When you use smartphone or PC without instructor's permission, class participation grade will be one grade down.

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%

Digital Detox is mandatory. When you use smartphone or PC without instructor's permission, class participation grade will be one grade down.

【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 (経営学 / Management 300)

## Distribution in Japan

WANG JUE

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

Notes：

その他属性：〈グ〉

## 【Outline and objectives】

This course explores the Japanese retail distribution system, covering key retail formats such as department stores, convenience stores, general merchandise stores, grocery stores, drug stores, one-price shops, and electronics stores. Each session examines the history, representative stores, and distribution strategies of these formats. Students will conduct field research, visiting three types of retail stores in groups and documenting notable differences from their home countries. This course concludes with student presentations on retail formats in their countries and a wrap-up session for review and Q&A.

## 【Goal】

By the end of the course, students are expected to have acquired:

- ・ A comprehensive understanding of Japanese retail distribution system and its key characteristics
- ・ Knowledge of the history, major players, and distribution strategies of various retail formats in Japan
- ・ The ability to compare and analyze differences between Japanese retail stores and those in their home countries
- ・ Practical insights from field research through first-hand observation of retail stores
- ・ Enhanced presentation and communication skills through group discussions and presentations

【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)】

The course will be a combination of lectures, field research, group work, and presentation.

Reaction papers may be required. Reaction papers should be submitted directly to the instructor during class. Feedback on the reaction paper will be given during class.

【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 introduction	Overview of the course, and expectations Self-introduction, and icebreaker games
2	Introduction to distribution and the history of distribution in Japan	What is distribution? Overview of the history of distribution in Japan
3	Department store	Brief history of Japanese department stores Introduction of representative Japanese department stores Distribution strategies of Japanese department stores
4	Convenience store	Brief history of Japanese convenience stores Introduction of representative Japanese convenience stores Distribution strategies of Japanese convenience stores
5	General merchandise store	Brief history of Japanese general merchandise stores Introduction of representative Japanese general merchandise stores Distribution strategies of Japanese general merchandise stores
6	Grocery store	Brief history of Japanese grocery stores Introduction of representative Japanese grocery stores Distribution strategies of Japanese grocery stores

7	Drug store	Brief history of Japanese drug stores Introduction of representative Japanese drug stores Distribution strategies of Japanese drug stores
8	One-price shop	Brief history of Japanese one-price shops Introduction of representative Japanese one-price shops Distribution strategies of Japanese one-price shops
9	Electronics store	Brief history of Japanese electronics stores Introduction of representative Japanese electronics stores Distribution strategies of Japanese electronics stores
10	Field research	Group visits to three different types of retail stores in Japan Documentation of interesting observations and differences from similar retail stores in students' home countries
11	Presentation	Presentation on a typical retail store from students' home countries ※ Presentations made by students
12	Presentation	Presentation on a typical retail store from students' home countries ※ Presentations made by students
13	Presentation	Presentation on a typical retail store from students' home countries ※ Presentations made by students
14	Wrap-up	Course review One-on-one Q&A session

【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 carefully observe retail stores and purchasing behavior daily.

【Textbooks】

Do not use

【References】

石原武政・竹村正明編著 『1からの流通』 碩学舎  
崔相鐵・岸本徹也編著 『1からの流通システム』 碩学舎

【Grading criteria】

Participation in group discussion: 30%

Reaction Paper: 20%

Presentation: 50%

【Changes following student comments】

Schedule flexibly according to progress

【Equipment student needs to prepare】

A notebook, a pencil, and a rubber



MAN300FB-A5533 (経営学 / Management 300)

## Operations Management I

Kiyoko YOSHIMURA

Term : 秋学期授業/Fall | 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】

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
7	Process Design	What is process design? Facets of process design Process analysis
8	Operations management topics	Outside speaker talking about one of topics of 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	Wrap-up Final Quiz	Wrap-up Final Quiz

【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: 50%

Mid-term Quiz: 10%

Case report(simulation): 20%

Final Quiz (in-class): 20%

Total : 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 (経営学 / Management 300)

## Operations Management II

Kiyoko YOSHIMURA

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】

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 TO OPERATIONS MANAGEMENT II	- Overview of Operations Management - Importance of Operations Management
2	MATERIAL MANAGEMENT	- Importance of Materials Management - Function of Materials Management
3	INVENTORY MANAGEMENT	- Purchasing and Distributions - Importance of Inventory - Economic Order Quantity (EOQ) - Periodic Review System
4	PRODUCTION AND STAFFING PLAN	- Production Planning - Staffing Plans and their Managerial Importance
5	SUPPLY CHAIN MANAGEMENT	- Supply Chain Management Principles - Global Supply Chain Considerations
6	QUEUE MANAGEMENT	- Waiting Lines Management
7	MOTIVATING AND LEADING EMPLOYEE	- Importance of Psychological Contracts in the Workplace - Employee Morale and Job Satisfaction
8	KAIZEN SIMULATION 1	- Conduct simulations in class with various settings - Group Discussions and Analysis of Results
9	KAIZEN SIMULATION 2	- Conduct simulations in class with various settings - Group Discussions and Analysis of Results

10	DRIVING CONTINUOUS IMPROVEMENT	Main approaches to continuous improvement
11	LEARNING FROM PROBLEMS	Sustain continuous improvement Why problem occur? Dealing with issues Organizational culture
12	PROJECT MANAGEMENT I	- Introduction to Project Management - Project Management Methodologies:
13	PROJECT MANAGEMENT II	- Agile (AJAIL/SCRUM) - Lean Operations in Project Management
14	COURSE REVIEW (WRAP-UP)	- Review of Course Content and Concepts - Recap of Key Learnings - Final Thoughts and Feedback

【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】

No textbook is required for this course.

I will supply course material (PowerPoint/pdf) in the class.

## 【References】

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

## 【Grading criteria】

In-class-Quiz: 50%

Mid-term Quiz: 10%

Case report(simulation): 20%

Final Quiz (in-class): 20%

Total: 100 %

## 【Changes following student comments】

I 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, the number of students allowed to register for the course may be limited in order for the instructor to manage the class effectively.

ECN300FB-A5535 (経済学 / Economics 300)

## Principles of Macroeconomics

CHEN JAUER

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：〈ゲ〉

## 【Outline and objectives】

This course gives students an overview of macroeconomic issues: economic growth, inflation, interest rates, and exchange rates. Topics include policy issues such as government expenditures, taxation, and monetary policy. Given that all industries in the world are influenced by macroeconomic situations, those issues are necessary for not only policymakers but also people in industry.

## 【Goal】

Macroeconomics is a necessary 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 the final exam (70%) and the assignments (30%). The students can discuss with other classmates and refer to textbooks when working on the homework, but all students should individually submit the assignments through MyLab. I do not take attendance, but If I notice students are absent from class without prior notification, a substantial deduction will be made from the final exam score.

## 【Changes following student comments】

In class, I interact frequently with students by asking questions.

## 【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 (around 30 USD). However, students who bought MyLab for "Principles of Microeconomics" do not need to buy it again.

## 【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】

None

## 【Related Subjects】

Principles of Microeconomics

## 【Related Subject】

Introduction to Japanese Economy

ECN300FB-A5536 (経済学 / Economics 300)

## 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, Welfare Economics, The Role of Government in Markets, Markets and Competition, and Market Failure. 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. Problems will also be assigned as homework. Students are required to use the e-learning platform to do homework. All materials, including lecture notes, will be posted on Hosei's class support online system. Feedback on assignments will be provided by either the e-learning platform, email, or 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	Guidance on syllabus, semester schedule, usage of online materials, and class rules.
Week 2	Supply and Demand 1	Basic model using supply and demand curves.
Week 3	Supply and Demand 2	Changes in market outcomes, given changes in the demand and supply curves.
Week 4	Elasticity	Analysis using elasticity; "Do technological innovations increase firms' revenue?"
Week 5	Markets and Welfare 1	Measurement of consumer surplus.
Week 6	Markets and Welfare 2	Measurement of producer surplus.
Week 7	Supply, Demand, and Government Policies 1	Price controls; effects of minimum wage and legislation on market outcomes.
Week 8	Supply, Demand, and Government Policies 2	Taxes; effects of taxation on market outcomes.
Week 9	Government Policies and Welfare	The deadweight losses of taxation.
Week 10	Markets and Competition	Perfectly competitive markets and market efficiency.
Week 11	Market Failures 1: Overview	Imperfectly competitive markets and market inefficiency.
Week 12	Market Failures 2: Externalities	Externalities and market inefficiency.
Week 13	Market Failures 3: Imperfect Competition	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】

TBA

We will use one of the two textbooks in the references section and the accompanying online materials. The textbook and its online materials will be assigned in the first class. Please do not purchase them until then. Both are available at the Hosei University Ichigaya Library.

## 【References】

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

Mankiw, G.N., Principles of Microeconomics (10th Edition), Cengage.

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.

## 【Prerequisites】

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 (経営学/Management 300)

## Innovation Management

### 休講

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：TBA | 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)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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 (経営学 / Management 300)

## Entrepreneurship

Noriko TAJI

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

Notes：

その他属性：〈グ〉〈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.

Preparatory study and review time for this class are 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 or investors while improving their own idea.

[Equipment student needs to prepare]

PC

### [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.

### [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

"Guess 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 (経営学 / Management 300)

## Special Topics in Management A

### 休講

Term : 春学期授業/Spring | Credit(s) : 2 | Day/Period : TBA | 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", "DP2-1","DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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.

## Special Topics in Management B

Akira KAMOSHIDA

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】

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.

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.

## 【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 (経営学/Management 300)

## Special Topics in Management C

### 休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：TBA | 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", "DP2-1","DP2-2", "DP4" and "DP5" diploma policies and fairly related to the "DP3" policy.

### 【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.  
Please note that the teaching approach may vary according to which threat level we are at.

【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.

MAN100FB-A5542 (経営学 / Management 100)

## Workshop I

Akira KAMOSHIDA

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：〈グ〉〈実〉

## 【Outline and objectives】

The aim is to focus on social innovation to achieve the Sustainable Development Goals (SDGs), which have received a lot of attention in recent years, and to learn about social business for this purpose. What is Social Business? Based on a systematic understanding of management theory, participants will learn about social innovation to achieve the goals of the SDGs and the social business that makes it possible. During the workshop, guest speakers from fields related to the 17 SDGs goals will be invited to give lectures and lead discussions, followed by group exercises and presentation discussions by the students to deepen their understanding in a more practical way.

## 【Goal】

- ・ Understand the purpose and content of the SDGs
- ・ Understand the definition and characteristics of social enterprise.
- ・ Understand the purpose and different methods of social innovation, and understand social enterprises to achieve SDGs from different angles.
- ・ Develop a background for 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 is delivered in an interactive manner, allowing you to actively participate in the class. You will be required to participate in discussions and assignments with your team members. You will have to submit a commentary report for some classes and several team presentations during the course. At the end of the course 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.)】

Read the text in advance, do the assignments given in class, and submit via Hoppii by the specified deadline

The standard time for preparation and review for this class is two 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】

After explaining the theory, set aside time for questions and answers to deepen students' understanding.

## 【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 (経営学 / Management 100)

## Workshop II

### 休講

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：TBA | 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", "DP2-2" and "DP4" diploma policies and fairly related to the "DP1-4" and "DP3" policies.

#### 【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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.

MAN100FB-A5544 (経営学 / Management 100)

## Special Topics in Global Business A

TBA

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

Notes :

その他属性 : 〈グ〉〈ダ〉

【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 "DP4" policy.

【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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.

MAN100FB-A5545 (経営学/Management 100)

## Special Topics in Global Business B

### 休講

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

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" and "DP2-2" diploma policies and fairly related to the "DP3" and "DP4" policies.

【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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】

MAN100FB-A5546 (経営学 / Management 100)

## Special Topics in Global Business C

Kazuhiro AKITOMO

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：金5/Fri.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)
Week 6	Modes of Entry-2	*Risks & Rewards *Green Field Operations *M&A, and JV *Risks and Rewards *Why do firms choose FDI? *OLI-Paradigm
Week 7	Modes of Entry-3 Cultural aspects and MNCs	*OLI Paradigm vs Dynamic OLI-Paradigm *What is a Strategic Alliance? *What is an International JV? *Fabless, OEM revisited *Geert HOFSTEDE, Erin MEYER
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 Explanation of the Team Presentations	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 Facing Japanese Companies in the Global Era (Tentative)
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

20% In-class Participation

30% 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, the number of students allowed to register for the course may be limited for the instructor to manage the class effectively.

Attendance is checked every class. If you cannot attend class due to illness or other unavoidable reasons, please notify the instructor via email about your absence and its legitimate reason before the start of the class. Students with more than two unexcused absences or absences without a valid reason will not be eligible to earn credits for this course. The instructor had worked for a Japanese manufacturing company for 42 years. He worked in the U.S. to develop markets for the company's products and customers for nearly 11 years. He worked in Germany for six years as President of the 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 (キャリア教育 / Career education 300)

## Internship

Akira KAMOSHIDA

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：Not Available for ESOP Students.

その他属性：〈実〉

### 【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 2024 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 2024 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 2024 and learn through hands-on activities. In the 2024 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? ・ What will you do as an intern? ・ Introduction of Internship Company
2	Preparation meeting	・ Tips to succeed as an intern ・ How to keep a meaningful journal
3	Internship 1	・ Work with your mentor ・ Observe and learn how to carry out a business project
4	Internship 2	・ Work with your mentor ・ Observe and learn how to carry out a business project
5	Internship 3	・ Work with your mentor ・ Observe and learn how to carry out a business project
6	Internship 4	・ Work with your mentor ・ Observe and learn how to carry out a business project
7	Internship 5	・ Work with your mentor ・ Observe and learn how to carry out a business project
8	Internship 6	・ Work with your mentor ・ Observe and learn how to carry out a business project
9	Internship 7	・ Work with your mentor ・ Observe and learn how to carry out a business project
10	Internship 8	・ Work with your mentor ・ Observe and learn how to carry out a business project
11	Internship 9	・ Work with your mentor ・ Observe and learn how to carry out a business project

12	Internship 10	・ Work with your mentor ・ Observe and learn how to carry out a business project
13	Review and presentation preparation	・ Read your own journal ・ Reflect the lessons you obtained through the internship ・ Prepare for your presentation
14	Program-ending 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 (経営学 / Management 300)

## Seminar

Azusa Ebisuya

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：Not Available for ESOP Students.

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).

## 【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"> <li>Objectives and goals of this course</li> <li>How you can participate in the course effectively</li> <li>Evaluating and grading</li> </ul>
Week 2	Case (1)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 3	Case (2)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 4	Case (3)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 5	Case (4)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 6	Case (5)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 7	Case (6)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 8	Case (7)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>

Week 9	Case (8)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 10	Case (9)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 11	Case (10)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 12	Case (11)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 13	Case (12)	<ul style="list-style-type: none"> <li>Case synopsis</li> <li>Presentation by the assigned participant</li> <li>Group discussion</li> <li>Class discussion</li> </ul>
Week 14	Course-Ending Discussion	<ul style="list-style-type: none"> <li>Course summary</li> <li>Class discussion</li> <li>Concluding remarks</li> </ul>

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

The students are expected to read the chapter 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. (ed.) (2023). The Global Human Resource Management Casebook, Third Edition, Routledge. ISBN: 9781032308807

## 【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 (経営学 / Management 300)

## Seminar

TBA

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

Notes : Not Available for ESOP Students.

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" and "DP5" diploma policies and fairly related to the "DP3" policy.

【Method(s)】

Feedback on assignments submitted by students will be provided in class or through the Learning Management System.

Please note that the teaching approach may vary according to which threat level we are at.

【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-A5552 (経営学 / Management 300)

## Seminar

Kiyoko YOSHIMURA

Term：春学期授業/Spring | Credit(s)：2 | Day/Period：水4/Wed.4 | Campus：市ヶ谷 /Ichigaya | Grade：2～4  
 Notes：Not Available for ESOP Students.

その他属性：〈実〉

## 【Outline and objectives】

The objective of this course is to explore business concepts in a seminar format through the examination of real-world business cases and tools. Students are encouraged to actively participate in discussions, integrating aspects of their home-country backgrounds into their ideas. This approach enables other students to gain insights into how various countries operate and which global-scale topics interest them.

## 【Goal】

The goal of this course is to explore real-world business cases and tools, focusing on various topics through the lens of Operations Management, essential for effective business operations. Through active discussions, the course aims to deepen students' comprehension of the fundamental concepts, principles, challenges, and methodologies pertinent to business operations.

By the end of the course, students are expected to gain a heightened awareness of business acumen, entrepreneurship, and how to effectively create a business plan within the business landscape.

【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	- Seminar Objective and Course Introduction
2	Business Environment	- Understanding the Business Environment
3	Design thinking and Critical thinking	- Design Thinking - Critical Thinking
4	Operation Plan Development (1)	- Project Charter - Idea Sharing
5	Operation Plan Development (2)	- Workshop - Leadership and Team Building
6	Operation Plan Development (3)	- Leadership and Decision Making
7	Customer experience	- Simulation - Understanding the customer experience
8	Operation Management in corporation (1)	- Understanding the service management - Service Blueprint
9	Operation Management in corporation (2)	- Efficiency and Productivity - Automation: Success Factors and Considerations - What Does DX Mean?
10	Business Plan (1)	- Expansion Strategies for Your Business
11	Business Plan (2)	- How to Inform Customers About Your Business (Advertising and Promotions)
12	Business Ethics	- Ethics in the Workplace - Social Responsibility
13	Final Presentation (1)	- Final Presentations
14	Final Presentations (2) Wrap-up	- Final Presentations - 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: 50%

Report 1: 20%

Report2 + Presentation: 30%

Total: 100 %

In each course, students may be required to engage in group work. The outcomes of the group work 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-A5554 (経営学 / Management 300)

## Seminar

Kiyoko YOSHIMURA

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

Notes : Not Available for ESOP Students.

その他属性 : 〈実〉

## 【Outline and objectives】

The objective of this course is to explore business concepts in a seminar format through the examination of real-world business cases and tools. Students are encouraged to actively participate in discussions, incorporating aspects of their home-country background into their ideas. This approach allows other students to gain insights into how various countries operate and what topics interest them on a global scale.

## 【Goal】

The objective of this course is to learn about business in a seminar format by studying real-world business cases and tools. Many topics will be discussed from the perspective of "Operations Management," which is crucial for running actual businesses. Through discussions, the course aims to enhance students' understanding of the concepts, principles, problems, and practices related to the operations of business. Upon completing this course, students should have a better understanding of societal events, especially from the standpoint of operating businesses, and be able to discern what is happening in the business world.

【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	Understanding the Environments of Business	Understanding the Environments of Business
3	Designing your own plan	Designing your own plan
4	Employee Behavior and Motivation	Forms of employee behavior
5	Case assessment of own case 1	Success factor and pit falls
6	Case assessment of own case 2	Success factor and pit falls
7	Customer experience1	Understanding the customer experience
8	Customer experience2	Understanding the customer experience
9	Global Environment and Talent Management	How to Retain and Develop Talent
10	Business Ethics and Social Responsibility	Ethics in the workplace Social responsibility
11	Global Business Case	Learning from a global business case
12	Global Business Case by Guest Speaker	Learning from guest speaker in the global environment
13	Case assessment of own case 1	Presentations
14	Wrap-up /Case assessment of own case 2	Presentations 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】

weekly class discussion participation and mural inputs: 50%

Report 1 : 20%

Report2 + Presentation:30%

Total: 100 %

In each course, students may be required to engage in group work. The outcomes of the group work 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 (経営学 / Management 300)

## 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：Not Available for ESOP Students.

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.

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.

## Seminar

Akira KAMOSHIDA

Term：秋学期授業/Fall | Credit(s)：2 | Day/Period：木2/Thu.2 | Campus：市ヶ谷 /Ichigaya | Grade：2～4  
 Notes：Not Available for ESOP Students.

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

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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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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

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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.

