





@2019



Mark Willow works as a customer service representative and is paid \$9.10 per hour. He worked 38 hours last week.



- 1. MARKET ECONOMY
- 2. ECONOMIC SYSTEM
- 3. GOODS & SERVICES

WORLDLY Wednesday

What is *globalization*?

Do you think it's a good thing or bad thing for business?

Explain.



WHAT ARE YOU THANKFUL FOR TODAY?



WHY PRACTICE THANKFUL THURSDAYS?

- Research shows that people who routinely keep a gratitude journal are up to 25% happier than those who don't.
- "When people are grateful, they feel more awake & alive."
 - Robert Emmons, Professor of Psychology at University of California @ Davis

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1

FIND

An instance of a for-profit company doing something to help others.

For example:

Vitango is an orange-flavored drink made by The Coca-Cola Company. It is offered in countries such as Botswana and contains 12 vitamins and minerals to help reduce anemia, blindness, and other health problems among children in developing economies.





VERBAL COMMUNICATION



What is it?

How could it help in school, a job, life?



Paul Mears' regular pay is \$10.73 an hour. His employer pays overtime at 1.5 of the regular rate and double time at twice the regular rate of pay. What are Paul's time-and-a-half and double-time pay rates?

If given the chance to work more than 40 hours a week at time and a half, would you? Why or why not?



- 1.GROSS DOMESTIC PRODUCT
- 2. UNEMPLOYMENT RATE
- 3. BUSINESS CYCLE

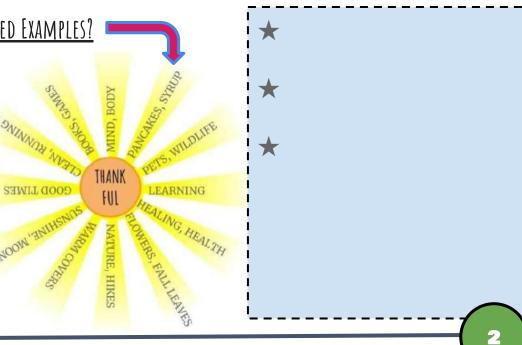
2



Describe some laws in foreign countries that are different from those in the United States.







FIND

A way that small businesses can compete with larger companies. You can come up with something on your own or use a real instance. For example:

To compete with Home Depot and Lowes, Bronson Electric, a small local supplier of lighting fixtures, took a look at their customer's needs. Many needed a place to park their trucks, a small office space to prepare invoices, and a software system for contractors to key in their needs for the next day's work. Overnight, Bronson employees loaded the fixtures onto their trucks. These additional services helped them serve the needs of customers even better than large companies could!



ISoft Saturday Saturday

WRITTEN COMMUNICATION

Challenge!

What is it?

How could it help in school, a job, life?



Maxwell Lytle sells decorative notepads and is paid a straight commission of \$0.80 on each notepad he sells. During December, he sold 750 notepads. Find his commission.

If given the choice to make **salary** or **commission**, which would you choose and why?



- 1. MULTINATIONAL CO.
- 2. INFRASTRUCTURE
- 3. TRADE BARRIER

WORLDLY Wednesday

Name a famous person who is able to do something better than anyone else. This is an absolute advantage.

Now, name a country that has an absolute advantage in something. Explain.

3





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FIND

Something you can help with in your community (at school, work, church, in a club, etc.).
It could be big or small.

For example:

Lebron James recognized a need for quality, supportive education in his hometown of Akron, Ohio. So, he created a foundation and eventually a whole school, the I PROMISE School. Read more about how it came about here.



Soft Skill Saturday

3

Ability to
WORK WELL
WITH OTHERS

Challenge!

What is it?

How could it help in school, a job, life?



Leona Bahr is paid a commission of 12% on all sales above \$7,000 for the week. She is also paid a weekly salary of \$380.

What are her total earnings for a week in which her sales were \$9,800?



- 1. BUSINESS ETHICS
- 2. SOCIAL RESPONSIBILITY
- 3. CONTRACT

1



How is **subculture** different from **culture**?

Why is it important to understand a country's **business subculture**?



WHAT ARE YOU
THANKFUL
FOR TODAY?



Be thankful for who you are now and keep growing into who you want to be.



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FIND

A product that assists people with special needs. (You may find something unique online or come up with your own idea!)

For example:

Joe Semprevivo worked in the ice cream shop owned by his parents, but was not able to eat the product he served to others due to juvenile diabetes. He was moved to change that. By age 12, he developed the first sugar-free ice cream. Within three years, his product had made it into about 75 stores!



4



TIME MANAGEMENT



What is it?

How could it help in school, a job, life?



After the Sutton family finished their meal at a local restaurant, the waiter brought them a check for \$48.86. If Mrs. Sutton leaves a 20% tip, what amount of tip wages will the waiter receive?

What will the total meal cost?

How much should you tip a hair stylist, pizza delivery person, and taxi driver?



- 1. POLICIES
- 2. MISSION STATEMENT
- 3. ORGANIZATIONAL CHART

5



Carl, a U.S. businessperson asked his Japanese trading partner, Masahiro, for a lower price on the product he was purchasing. Masahiro smiled and replied, "I will do my best." Two weeks later, Carl received an invoice showing the original price. He asked again and Masahiro said, "That will be very difficult." Again, Carl received an invoice showing the original price. Carl felt let down since Masahiro had not said "no" directly.

Japanese culture is high-context and Masahiro was not being deceptive. He was being indirect and very polite. In his culture, both responses suggest an unlikely outcome.

- 1. Why do different cultures have different ways of saying "no"?
- 2. What are some other cultural differences in other countries?



WHAT ARE YOU
THANKFUL
FOR TODAY?





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5

FIND

A plan to provide professionals and/or consumers with vital info they might need.

(You may find something online or come up with your own idea!)

For example:

Animated Dissection of Anatomy for Medicine (A.D.A.M.) is an Atlanta-based company that provides interactive medical info.

A major product of A.D.A.M. is its extensive multimedia medical encyclopedia covering 3,500 diseases and conditions.



5



CONFLICTRESOLUTION



What is it?

How could it help in school, a job, life?



Mary Mendoza earned gross pay of \$426.00 last week. Federal withholding taxes of \$40.00, social security taxes of 6.2%, Medicare taxes of 1.45%, health insurance premiums of \$45.80, and union dues of \$12.56 were deducted from her *gross pay*. Find her *net pay*.



- 1. ENTREPRENEUR
- 2. SMALL BUSINESS
- 3. BUSINESS PLAN



- 1. What languages are the most useful for international business purposes and why?
- 2. How is nonverbal communication different from other forms of communication?
- 3. How does nonverbal communication vary between countries? Find an example.

6



COME UP WITH SOMETHING YOU HAVEN'T INCLUDED YET!





FIND

A legal method of payment other than cash, check, or credit card.

For example:

PayPal handles more than \$18 billion in transactions each year. The process starts with customers providing details of a credit card or bank account. PayPal, serving as a financial intermediary, verifies the transactions. Then, payment amounts are transferred from a buyer to a seller.



6

Saturday

6

Ability to FOLLOW DIRECTIONS

Challenge!

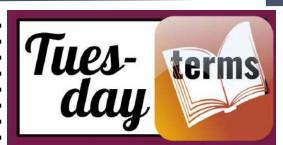
What is it?

How could it help in school, a job, life?



Kirby Rosen is a manager with Durable Products, Inc. Last year Kirby earned gross pay of \$34,800 and these benefits: paid pension, \$2,784; health insurance, \$1,892; paid vacation, \$1,338; paid holidays, \$2,007; and free parking, \$425.

What total job benefits did Kirby receive last year?



- 1. MANAGEMENT
- 2. FORMAL INFLUENCE
- 3. INFORMAL INFLUENCE

WORLDLY Wednesday

Choose one of the following forms of **nonverbal communication** and find examples of how it differs in other countries.

Eye contact, personal space, color, numbers, emblems, smells, other...?

7





FIND

A way to communicate difficult information. (You may find something online or come up with your own idea!)

For example:

Discover Card worked with Hallmark Cards to create greeting cards to remind customers of their delinquent accounts. This "soft-sell" approach helps Discover better work with late payers. It has resulted in people paying faster and created loyal customers.



ISoft Saturday Saturday

PUNCTUALITY

Challenge!

What is it?

How could it help in school, a job, life?



Clara Shane is single and has a gross income of \$40,000. She pays \$2,600 into an approved retirement plan. Clara has deductions of \$6,900. She has one exemption for herself of \$3,100.

- 1. What is her *taxable income*?
- 2. How much tax does she owe? Use this tax table for help.



- 1. ORGANIZATIONAL CULTURE
- 2. LABOR UNION
- 3. COMPENSATION

8



- What is the difference between *individualism* and *collectivism*?
- 2. With which do you identify the most?
- 3. Which do you think is most prevalent in American culture?



Make yourself YELLOW not BLUE!

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FIND

An idea that could be the basis for a startup company.

For example:

Karen Neuburger was a stay-at-home mom who created comfortable, oversized pajamas to wear around the house. Then she realized others might also want this product. Now she is CEO of a company that specializes is pajamas, pillows, socks, and other comfort products.



Saturday

8

Ability to PROBLEM SOLVE

Challenge!

What is it?

How could it help in school, a job, life?



Allyson Greve has calculated her federal taxable income to be \$45,300. She pays a state income tax rate of 3% on her federal taxable income.

Find her state income tax.



- 1. MENTOR
- 2. COVER LETTER
- 3. RESUME

WORLDLY Wednesday

Why do governments establish *trade barriers* to discourage international business?

Do you think they're a good thing? Why or why not?

9



WHAT ARE YOU
THANKFUL
FOR TODAY?



"Feeling gratitude is only half the equation - you need to express it to others in order to get the full benefits."

 Ellen Seidman, Author of The Power of Gratitude article found in TIME Magazine's issue, The Science of Happiness. *

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9

FIND IT Friday

FIND

A professional who gave up making more money to help others instead.

For example:

After achieving success as a lawyer, Gene Wade was drawn to helping students. He is the head of Platform Learning, a tutoring service that assists over 50,000 underprivileged students each year.

The organization tutors students to "Believe... Achieve... Succeed."



ACTIVE LISTENING

Challenge!

What is it?

How could it help in school, a job, life?



Last year the Tracers spent 12.5% on food. If they estimate that they will spend the same percent of their income for food next year, how much should they budget for food if their income is expected to be \$78,500?



- 1. DISTRIBUTION
- 2. MARKETING MIX
- 3. TARGET MARKET

10



Aggressive companies in some regions of the world commonly use payoffs to gain access to new markets. Some countries consider bribes to be tax-deductible business expenses. However, U.S. companies can face hefty fines and prison sentences when U.S. laws are violated.

Sometimes companies cave in to local customs. A U.S. computer company offered Chinese journalists the equivalent of \$12 to attend its news conferences. The company said the money was for taxi fares; however, the amount was equal to a week's pay for some journalists.

According the to the guidelines for ethical analysis, are the payments to Chinese journalists ethical?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, ()
LONG WAY!



Thanks for spending time with me.

Thank you for understanding me.

Who could you thank and for what?







10

FIND

An innovative way to conserve or substitute a scarce natural resource.

For example:

Even water, one of the most common substances on the planet, is a scarce natural resource. In the western U.S. there are disputes among states over water rights and access to the major riverways.

One way citizens in this region conserve water is to use landscaping that doesn't require watering - no yard sprinklers!



10



STRONG WORK ETHIC

Challenge!

What is it?

How could it help in school, a job, life?



Mrs. Moss's bank account had a balance of \$2,583.45 at the beginning of the week. During the week she made a deposit of \$1,220 to her account and used her debit card three times: \$825, \$96.40, and \$12.78.

What should her bank balance be now?



- 1. E-COMMERCE
- 2. TELECOMMUTING
- 3. ARTIFICIAL INTELLIGENCE

11



What factors, other than tax incentives, should companies evaluate before deciding to invest in a particular country?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, 5
LONG WAY!

SHARE YOUR THANKS!



Who could you thank and for what?



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11

FIND

A way you could help someone long-term, perhaps through a business idea.

For example:

Dan West, a farmer who worked as a relief worker during the Spanish Civil War formed an organization called Heifer Relief. He gave donated heifers to families and asked that they "pass on the gift" by donating any calves born to other families.

Rather than simply giving food that would be eaten and gone, he gave a resource that would continue to provide.



11



EMPATHY

Challenge!

What is it?

How could it help in school, a job, life?



Mr. Kuo's checking account had a balance of \$512.45 on April 4. Over the next three days, he had these electronic transactions: a direct deposit of weekly pay totaling \$782.50, an ATM cash withdrawal of \$100, and a debit card clothing purchase of \$90.27. What was his ending balance?



- 1. ASSETS
- 2. LIABILITIES
- 3. OWNER'S EQUITY

12



At the start of the Industrial Revolution, Britain encountered food shortages and lost jobs. People were jailed for their inability to pay bills. The British people wanted lawbreakers and debtors removed from their society. In 1787, a Royal Fleet navigated 11 ships with 759 convicts to Australia.

Australia continued to be used this way for over 50 years! At that time, free settlers began to dominate the area. However, about 160,000 convicts had been sent there.

How did this situation result in economic development for Australia?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, 5
LONG WAY!

THANK YOU FOR BEING REAL.



Who could you thank and for what?







12

FIND

A product for which you believe there is a great deal of competition and one that you believe has very little competition. Explain.

For example:

There is a great deal of competition for cell phones. There are many options and deciding on which one is best for you takes some effort!

There is very little competition for hot chocolate at Friday night football games. It's cold, people want to warm up. There aren't many other warm drink options.



12



RESPECT FOR
PROPERTY
OF OTHERS

Challenge!

What is it?

How could it help in school, a job, life?



Find the interest for six months on \$400.60 at 1 ½% annual interest paid semiannually.

Interest = Principal x Rate x Time (time is in years)



- 1. JUST-IN-TIME
- 2. LOGISTICS
- 3. MANUFACTURING

13



Why do most companies in the world start out and remain sole-proprietorships?

How does being a sole-proprietorship benefit a company's ability to be involved in international business?

How does it *limit* its ability?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, SIL

Gratitude without expressing it is similar to wrapping a gift and not giving it away.

Who could you thank and for what?

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13

FIND

A "Leading Economic Indicator" and explain what it means in general.

Then, find that indicator for a specific country and explain if it's a good or bad sign for that economy.

For example:

The <u>consumer price index</u> (CPI) shows the variation in prices paid by consumers.

The current CPI for the U.S. is unchanged when adjusted for the season over the last month. This is a good thing because it indicates that the economy is stable.



13



WILLINGNESS TO LEARN

Challenge!

What is it?

How could it help in school, a job, life?



Nick Bolger kept \$1,200 on deposit for six months in a three-month money market account that pays simple interest. For the first 3 months, the account paid 2.5% annual interest. For the next 3 months, an annual interest rate of 2.15% was paid.

What total interest did Nick earn for the six months?



- 1. BUSINESS RISK
- 2. INSURANCE
- 3. COUNTERFEITING

14



The demand for U.S. clothing, soft drinks, fast food, music, movies, and more is strong in many parts of the world. These are considered *cultural exports*. Other countries are also known for their cultural exports.

What effect could exporting of U.S. culture have on the cultural environment of other countries? What are the benefits associated with exporting culture?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, 6
LONG WAY!

Be THANKFUL for your past. Where it brought you is where you're meant to be!



Who could you thank and for what?







14

FIND

A country's cultural exports. What are they? How does the volume of cultural exports compare with other exported goods and services?

For example:

Many Swedish musicians are popular through all of Europe, and some have become world famous. In the late 1970s and early 1980s, exports of music were Sweden's single largest export, beating out its large industrial companies like carmakers Volvo and Saab.



14



RESILIENCE

Challenge!

What is it?

How could it help in school, a job, life?



Ella invested \$5,000 in a 4-year CD that paid 5.2% annual interest. When she withdrew \$800 at the end of 3 years, her early withdrawal penalty was 6 months' interest. What was the amount of the penalty and what was Ella's net withdrawal?



- 1. CLASS ACTION
- 2. IMPLIED WARRANTY
- 3. EXPRESS WARRANTY

15



What is countertrade and why is it used in international business?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, 6
LONG WAY!

FIND

A patent on a product with which you are not familiar. Give a summary, who

My dearest MUSIC,

I can never thank you enough for always being there for me. <3



Who could you thank and for what?







15

invented it, and in what year. For example: Tablecloth with magnetic retainers to hold it in place. There are two magnets

Click here, type in a keyword, and choose one. After you click on the link, scroll to the bottom, click "Images" to see a drawing and read a description. For even more info, click "Full Pages" along the left.

at each corner, for a total of 8. The applicant/inventor is Sandra Young from FL. The patent is dated 6-14-16.



15



POSITIVE ATTITUDE

Challenge!

What is it?

How could it help in school, a job, life?



On May 8, Jawad Sharon borrowed \$6,500 from his bank to buy a boat, which he used as collateral for the loan. He signed a 2-year promissory note at 10% interest rate.

Find the amount of interest he must pay. Then find the total amount he must repay when the note is due.



- 1. FIXED EXPENSE
- 2. NET WORTH
- 3. FINANCIAL PLAN

16



Select a product that you use frequently. Determine what appeals to you about the product, including how it is advertised. Consider whether the elements you have determined would appeal to people in other countries.

Write a summary of your findings.



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, SIL

Seriously, Thank you soooo, soo much!



Who could you thank and for what?







16

FIND

A franchise opportunity that relates to a career interest you have. Describe the franchise:

- a. the products/services
- b. investment requirements
- c. benefits of becoming a franchisee

For example:

- Tutor Doctor is home-based tutoring for students of all grades and ages.
- b. \$66,000 \$104,200
- c. (benefits in general as well as specific to yours)



16



DECISION MAKING



What is it?

How could it help in school, a job, life?



A desktop computer system has a cash price of \$1,200. To buy it on an installment plan, you pay \$100 down and \$38 a month for 36 months. Find the finance charge. By what percent is the installment price greater than the cash price?



- 1. FDIC
- 2. COMMERCIAL BANK
- 3. CREDIT UNION

17



Name some examples of imported products that the people in the United States need and want.

What imported products do you and/or your household use?



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, 6
LONG WAY!

I appreciate the way you make a double espresso with foam.

Who could you thank and for what?







17

FIND

A non-profit organization that supports a cause you believe in. What is its mission and purpose?

- a. Who does it serve?
- b. What geographic location does it serve?
- c. Do they accept volunteers?

For example:

- a. United Way's mission is to help people in the areas of education, finances, and health.
- b. U.S., Canada, and Worldwide through local chapters.
- c. Yes



17



RELIABILITY

Challenge!

What is it?

How could it help in school, a job, life?



Danny O'Hare switched from one credit card company to another. When he did, he paid an annual membership fee of \$50. He also paid a balance transfer fee of 2% of his old card's \$420 balance. During the next 12 months, he paid an average monthly finance charge of \$33.80 on his unpaid balance.

What was Danny's total cost for using his credit card for the year?



- 1. BANKRUPTCY
- 2. CREDIT RATING
- 3. INTEREST

18



Foreign exchange rates are usually quoted as a certain amount of one currency per unit of another.

For example, an exchange rate might be listed as 1.27 U.S. dollars per euro. In other words, 1 euro = \$1.27.

- 1. How much would seven Brazilian reals cost you if the exchange rate is 0.34 U.S. dollars per real?
- 2. Choose an item you purchase regularly.
- 3. How much does it cost in the U.S.?
- 4. Choose a foreign country.
- 5. How much would it cost in that country's currency?



LITTLE THANK

THROUGHOUT

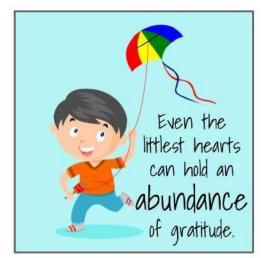
GO A LONG, 6

LONG WAY!

YOUS

THE DAY

SHARE YOUR THANKS!



Who could you thank and for what?







18

FIND

A business in our community or online that is a niche marketer. What products/services to they offer? Why is it considered niche? Who are the customers to whom they appeal?

For example:

Jamberry sells nail wraps and related products such as removers. Wraps are said to be superior to regular polish because it stays on longer and can have intricate designs. They appeal to women who like painted nails.



18



ORGANIZATION

Challenge!

What is it?

How could it help in school, a job, life?



You rent a rug-cleaning machine for four days a year at a cost of \$25 a day. You see a rug cleaner on sale for \$225.

Do you think you should buy it or continue to rent it? Explain.



- 1. INVESTING
- 2. LIQUIDITY
- 3. YIELD

WORLDLY Wednesday

Apple. Dove. Windows.
To some people, these are a fruit, bird, and part of a house. To others, these are a phone, a soap, and software.

Trademarks and brand names are an important part of a company's identity. Find info on trademarks and brand names used in different countries.

19



LITTLE THANK
YOUS
THROUGHOUT
THE DAY
GO A LONG, SIL

Thank you for remembering.

Who could you thank and for what?







19

FIND

An agency or resource the government provides to assist small businesses.

What services are provided and how does a business qualify for this help?

For example:

The Small Business Administration has step-by-step resources to help someone calculate start up costs for a new business idea.

Businesses don't need to qualify for it, it's a free online resource!



19



RESPONSIBILITY

Challenge!

What is it?

How could it help in school, a job, life?



Amira wants to buy a home that costs \$83,000. She has \$13,000 for the down payment, and her bank will lend her \$70,000 on a 25-year, 8% mortgage. Find her monthly payments and the total amount of interest she would pay over the term of the mortgage. Use this amortization schedule calculator to determine monthly payments.



- 1. DEPRECIATION
- 2. BENEFICIARY
- 3. COINSURANCE

20



Examples of counterfeit products include: "Mickey" and "Donald" not licensed by Disney, NBA Championship T-shirts printed illegally, a Coach purse that doesn't look just right, and a DVD costing \$5 on the street that costs about \$15 in a store.

It is estimated that financial losses from counterfeiting amount to 5-7% of world trade - billions of dollars!

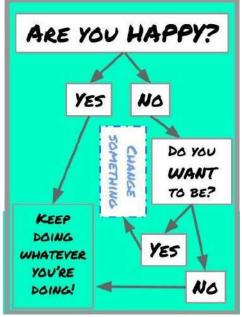
How do counterfeit products affect businesses and consumers?



DID YOU ENJOY THIS ACTIVITY?

Thank you for participating.

I've appreciated
your presence in
this class.:)



Who could you thank and for what?

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20

FIND

A common interview question and tips for how to answer it. Then, type your answer and practice it!

For example:

What is your greatest weakness?

Tips: Be honest and explain how you are working to improve it.

"I'm not very good at gauging how long a task will take me to finish. Sometimes I don't delegate enough time to larger, more important projects and I have to rush to get things done. To address the issue I've started setting my own deadlines before the actual deadlines."



20



SELF CONFIDENCE

Challenge!

What is it?

How could it help in school, a job, life?