



**NEW YORK CITY COLLEGE  
OF TECHNOLOGY THE CITY  
UNIVERSITY OF NEW YORK  
DEPARTMENT OF BUSINESS**

**INTERNATIONAL RETAILING  
FALL 2024  
Dr. Alyssa Dana Adomaitis**

**Course:** BUF 3300 (OL68) International Retailing

**Prerequisites:** MKT 2300 or MKT 2327

**Credits:** 3

**Instructor:** Dr. Alyssa Dana Adomaitis

**Faculty Office:** NAMM 1011

**Office Hours:** TUES 11:30-1:30 pm /after class or by appointment only

**Office Phone:** (718) 260-57567

**E-Mail:** aadomaitis@citytech.cuny.edu

**Meeting Date/Time/Room:**

TH 2:30 -5 pm ONLINE VIA ZOOM CAMERA

**COURSE DESCRIPTION:**

Key issues affecting international retailing with consideration of the global consumer's welfare. Provides the student with a comprehensive view of retailing and an application of marketing concepts in a practical retail managerial environment.

Retailing is changing, and the successful business will know how to identify, adapt, and plan with the changes, without moving away from its core competencies.

**LEARNING OUTCOMES:**

Upon successful Completion of this course, students will be able to

<b>Outcome</b>	<b>Assessment</b>
Compare and contrast various international retailer's strategy and expansion patterns	Class discussion, class examinations, & <i>Regional Term Paper</i>
Assess regulatory and economic environments along with the impact they have on international retail development	Class discussion, class examinations, & <i>Regional term Paper/ Presentation</i>
Identify and describe social and cultural environments that impact shopper behavior and purchasing patterns in various global markets	Class discussion & <i>Regional term Paper/ Presentation</i>
Describe how retailers need to vary their retail structure by depending on the global market to meet the customer's textile and apparel needs	Class discussion, course readings, & <i>Regional term Paper/ Presentation</i>
Provide examples of how international retailers adapt to local conditions and market local textile and apparel brands to attract consumers	Class discussion, course readings, class examinations & <i>Regional term Paper/ Presentation</i>

## GENERAL EDUCATION LEARNING OUTCOMES

Outcome	Assessment
Apply critical thinking, creativity, and problem-solving processes to issues and concern in fashion retailing	Papers, class discussion, midterm examination & <i>Regional term Paper/ Presentation</i>
Demonstrate an understanding of the similarities and differences of other cultures, people, and place as they impact strategic planning	Class discussions, Course readings, & <i>Regional term Paper/ Presentation</i>
Understand organizations and histories underlying government in global context	Class discussion, examinations, course readings, & <i>Regional term Paper/ Presentation</i>

### **TECHNOLOGY ENHANCEMENT:**

- ❖ In addition to using Blackboard throughout the course,
- ❖ Students will also be responsible for building a web page via *Open Lab*
- ❖ SAFEASSIGN Technology for the submission of papers
- ❖ ZOOM Camera for online class lectures
- ❖ All emails must be sent via city tech email accounts

### **REQUIRED TEXTBOOK AND SUPPLEMENTAL MATERIALS:**

- Sternquist, B. (1998). *International Retailing: 2<sup>nd</sup> Edition*. Fairchild Publications; New York, NY.

*Akademios* provides a fully online bookstore, including a range of course materials and college-themed merchandise. Students will have the option to select from new, used, ebook, and rental options as well as to buy discounted textbooks from third-party marketplace vendors and other students nationally.

Akademios touts the following benefits to faculty and departmental book liaisons:

- Log in with your school account to see a personalized page showing only the courses you are assigned to teach or oversee
- Search for and assign texts by ISBN or title or view previously adopted textbooks for easy reselection
- Indicate whether traditional course materials, OER materials, or other non-textbook items are used

**ASSESSMENT AND GRADING:**

**Grading and add/drop policies are in accordance with University policies. Students need to submit assignments *on or before the due date.***

Grades are assigned based on total points earned in the course. The total number of points a student earns is divided by the total number of possible points. The total possible points are 500. Two hundred points can be earned through examinations and one hundred points through quizzes. A student's score is converted into a percentage and a grade will be assigned using the scale listed below.

**COURSE EVALUATION**

Homework/Free writes	50 points
Exam 1	75 points
Exam 2	75 points
Quizzes	100 points
Regional Textile and Apparel Complex Project	100 points
Webpage or Report	100 points
Final Exam	100 points
<b>Total</b>	<b>600 points</b>
Active Participation	10%

**GRADING SCALE:**

A	=	93 – 100
A-	=	90 – 92.9
B+	=	87 – 89.9
B	=	83 – 86.9
-	=	80 – 82.9
C+	=	77 – 79.9
C	=	70 – 76.9
D	=	60 – 69.9
F	=	59.9 and below

The following glossary of uniform grading symbols shall be employed according to the interpretation provided below. Grades are assigned based on the definitions contained herein. Individual units of the University need not employ all symbols but must adhere to the following interpretation for those employed and may not use any symbol that is not included in the glossary. Quality points are to be used to calculate the grade point average (GPA) or index. A dash "--" indicates that the grade does not carry a numerical value and is not to be included in the GPA. Plus ("+") and minus ("-") grades shall be interpreted as equivalent to "+0.3" and "-0.3", except as noted.

A+ Exceptional 4.00

C+ Satisfactory 2.30

A Excellent 4.00

C Satisfactory 2.00

A- Excellent 3.70

C- Satisfactory 1.70

B+ Good 3.30

D+ Passing 1.30

B Good 3.00

D Passing 1.00

B- Good 2.70

D- Passing 0.70

## **COURSE POLICIES & PROCEDURES:**

### **ATTENDANCE:**

Class attendance is part of course participation. Although students are graded on academic achievement and performance rather than on attendance per se, there are several in class activities, assignments, and quizzes that are completed and handed in during scheduled class times. These assignments are required and contribute to the final course grade.

*Please be sure to login on ZOOM with camera ability to assure student visibility for online class.*

**Please enable ZOOM video camera as class will be held on ZOOM. Please enable so when you participate, you can earn class discussion points when camera is on as your voice is important to be heard and I like to see my students engage in the classroom setting. You are all important to me.**

### **Camera Use Guidance for Online and Hybrid Courses**

**Faculty may require students to turn on their cameras in online and hybrid courses during class periods or for remote testing purposes. Requiring students to use cameras may be important pedagogically to increase engagement, social connection, accountability, and collaboration. Moreover, in some testing situations, cameras are essential to ensuring the integrity of the testing environment.**

**CUNY is committed to using digital technology in ways that are sensitive to issues of student privacy. To ensure that students are aware that camera use may be required, a notice will be provided in CUNYfirst for all online and hybrid classes. Faculty who intend to require camera use should also clearly state this on course syllabi and cover the requirement with students on the first day of class.**

**It is strongly suggested to not work while in class, as often students cannot take lecture notes which is part of Participation Points. In addition, any class Presentation, it must be on Zoom, professionally dressed, and the background must be professional and quiet. NO presentations can be given or EARN credit while walking around on the street, at work or driving in cars. It is unfair as it is difficult to grade, lacks respect for students in group work, and is considered unprofessional.**

**Should a student be absent more than two days of a course, one must bring in documentation of the day and time of absence on official letterhead the very next day otherwise excused absence is not valid.**

*Students who are not present in class on the days of assignments will **NOT** be given the opportunity to make up these activities unless recognized by CUNY-City Tech along with professional documentation.*

**It is strongly recommended that a student's personal appointments be scheduled at other than class times (this includes job interviews and medical appointments).**

**If you are absent when an assignment is due, you are responsible for having the assignment turned in during the class period. If you are absent from class, you are responsible for the material covered. This means you must get the missed work and you are responsible to get the material by contacting your peers.**

**In case of an emergency, you may e-mail your assignment / submit assignments early but it must be prior to the start time of the class to get full credit. Documentation of the emergency on professional letterhead will be expected the very next class period.**

**In addition to class attendance, it is also expected that students will complete readings and homework as assigned and participate in class discussions to the extent that it is possible in a class setting. Participation is important in this course.** When students share their thoughts and experiences, class concepts become concrete in their minds as well as in the minds of other students. It is the sharing of our experiences that helps us to learn from each other as well as about each other. Members of this classroom will practice inclusively. We will listen to one another's views with respect regardless of race, gender, sexual orientation, or disability.

### **ASSIGNMENTS/ NO LATE WORK POLICY:**

Assignments and projects are due at the **very beginning of class** as scheduled or submitted via SAFEASSIGN prior it times out. **NO LATE work will be accepted.** Written work must be **word-processed/typed** on standard size 8 1/2" by 11" paper in black ink. **All names must be typed on assignments to be accepted. Please plan accordingly for all your assignment due dates. No assignments can be written within an email. Should one be requested, please submit in Word or PDF documents and submit early prior the City Tech time at least by 15 minutes.**

*Suggestion, submit all assignments approximately 10-15 minutes earlier on SAFEASSIGN and double-check that the assignments upload in order to earn credit. City Tech clock may run faster or earlier than your personal clock or cell phone.*

- ❖ Assignments and projects are due at the **beginning** of class as scheduled.
- ❖ **NO LATE work will be accepted after submission on BB.**
- ❖ Assignments placed under the professor's door/or sent to email will **not be accepted.**
- ❖ **All written work must be word processed/typed on standard size 8 1/2" by 11" paper in black ink in Times New Roman font.** All names must be typed on assignments to be accepted. Please plan accordingly for all your assignment due dates.
- ❖ **All presentations on Zoom must be made via a professional setting. There is no driving, or walking around in an office or sidewalk.**

On presentation days all students are expected to arrive at class with all needed materials **on time even online**. **Failure to do so will result in a reduction in the student's or group's grade.**

If a student or group fails to be present or is unprepared to make their presentation during their designated slot, **they will not be given credit for the presentation.**

On midterm and exam days all students are expected to be in class **on time**, prepared to take the test. Students who arrive after the start of the exam will not be given additional time to complete the test and will have points deducted from the exam grade.

### **ELECTRONIC DEVICES:**

Accordingly, this class will adhere to the following “Digital Device Policy” prohibiting the use of such devices during all in class meetings:

- Many people in our society have not yet learned professional, considerate, behavior regarding electronic devices.
- **Turn off** all cellular telephones, beepers, wrist watch alarms, etc. before you enter class.
- If your electronic device audibly activates during class, you will be **deducted 5 points from your final grade.**
- If you are expecting a life and death announcement from an immediate family member— brother/sister/parent/spouse/child — please notify me before class of that situation.
- What is posted on **WHATSAPP** should pertain to the class. Avoid name-calling, using abusive language, or engaging in gossip amongst your peers. What you post is a reflection of you. Once posted, it's never deleted. Comments can hurt.

### **PARTICIPATION:**

Your success in this class depends on your willingness to put effort into your work. You are expected to participate in all large and small group activities, exercises and discussions.

Participation will help you understand the subject matter and will be considered when determining your final grade. Participation is 10% of your final grade.

### **ONLINE Participation involves:**

- **Active Learning.** Taking notes, asking questions and taking responsibility for your own learning.
- **Working with others in group activities:** A chain is only as strong as its weakest link. Don't drag your team down by refusing to get involved.
- **Attending class regularly.** If you aren't here, you can't learn.

### **GUIDELINES FOR WRITTEN ASSIGNMENTS:**

**All papers MUST be typed. A page is the equivalent of a 2.0 line-spaced 8.5 x 11-inch paper with one-inch margins using 12- point type in black ink in Times New Roman font.** Follow the page length guidelines for each assignment and number each page. All work **MUST** contain the student name(s), the course name and number, the date the assignment is *submitted*, and the name of the assignment.

Please plan accordingly for all your assignment due dates.

Effective writing helps clarify ideas and communicate those ideas to others. Be organized, clear, and succinct. Grammar, punctuation, style, and spelling count. Write in college-level American English that is appropriate to the business community.

**Papers will be graded on the following criteria:**

- **Clear and thorough application** of direct and database marketing concepts and principles (including material covered in the assigned reading, lectures, and discussions).
- **Demonstration of original**, logical, strategic thinking including a complete analysis of facts, logical synthesis, and persuasive conclusion/recommendation. Specific examples should support the analysis. Address the specific requirements of the assignment.
- **Quality of research** (depth, breadth, appropriateness) and proper acknowledgment of references, including complete citations using APA style in-text notes, when appropriate.
- **Appropriate language** and tone, accurate spelling, correct grammar, appropriate punctuation, and logical organization. You will not receive an A if your writing is awkward, contains grammatical or punctuation errors, or is disorganized. Be sure to use topic sentences, APA, and one idea in each paragraph.

**Process for Evaluation:**

Outstanding (A) work went beyond the package and presentation requirements.

Good (B) work met all grading criteria, and performed to top standards.

Average (C) work, met all but one or two of the grading criteria. Below

Average (D) work met only one or two of the grading criteria.

***Project Grading Criteria:***

- 1) *Initiative* - Students must prove resourcefulness in presenting meaningful information in a well-structured package. Students must demonstrate inclusion of supporting information from course materials. Students must show evidence of adequate preparation in the presentation.
- 2) *Thoroughness* - Students must have covered all topical areas. Students should provide adequate coverage within each topical area.
- 3) *Accuracy* - Students must have reached appropriate conclusions from the information they received. Students must have applied course material accurately, reflecting knowledge and understanding of the material.
- 4) *Professional Creativity* and APA in-text citations and references along with all APA stylization.

### ***Student Conduct Policy:***

**Loud, disruptive or inappropriate behavior is not permitted and will not be tolerated.** Definition of such behavior is the sole judgment of the instructor. This will include, but is not limited to:

1. Use of or interruption by any electronic device, especially cell phones.
2. *Talking amongst students* or comments that are made to distract from the class or typing on WHATSAPP.
3. Disrespectful comments to or about anyone or any group of people. This is inappropriate of a professional setting whether about faculty or students. Comments are a reflection of the writer.
4. Food shall be permitted in the class unless it becomes a disruption to the classroom.
5. ***Do not attempt to discuss grades*** before, during or after class hours.  
Please make an office appointment for these discussions.
6. All rules of conduct in the Student Handbook apply.

### ***Special Request:***

As Fashion students and instructors we should take pride in our clothing choices and appearances. Please dress professionally within the classroom, online and all class field trips that you are representing The Department of Business, The Business & Technology of Fashion, The New York City College of Technology, CUNY.

Please **do not dress** in pajamas, sheer shirts, bathrobes, etc.... as this is a reflection of you in the classroom as it is inappropriate in a professional setting. Please avoid lying down on your beds, or couches, walking around, standing outside, etc....as it is inappropriate for a classroom setting even online.

### **EMERGENCIES:**

In case of an emergency, you may submit your assignment the following class day. For once a week courses upload to BB prior to the start of the class to get full credit. Documentation on Professional Letterhead of the emergency will be expected. Coming late to class does not constitute an emergency. Please **do not talk** on cell phones/order food while in class, even online.

### **ACADEMIC INTEGRITY POLICY:**

The value of an institution of higher education is dependent upon its ability to maintain the integrity of its academic environment. Academic dishonesty cannot and will not be tolerated at City Tech. City Tech is committed to supporting its mission to provide an educational experience designed to develop professional competencies including developing habits of personal and professional integrity. The College expects all members of its community - - students, faculty and staff - - to act honestly in all situations.

"Academic Dishonesty is any form of cheating and plagiarism which results in students giving or receiving unauthorized assistance in an academic assignment or receiving credit for work which is not their own."



**All students are expected to agree to a pledge of honesty concerning their academic work, and faculty is expected to maintain the standards of that code**

Academic misconduct is defined as any act that violates the rights of another student with respect to academic work or involves misrepresentation of a student's own work. Academic misconduct includes but is not limited to cheating on assignments, quizzes, or examinations, plagiarizing pieces of work, depriving others of necessary coursework, and sabotaging another's work.

Academic dishonesty on exams, quizzes, or any other graded assignment will result in a zero for that graded activity or assignment.

Academic dishonesty includes use of any unauthorized assistance in taking quizzes, tests, or exams; dependence upon the aid of sources beyond those authorized by the instructor, or the acquisition of tests or other material belonging to a faculty member.

Plagiarism includes the paraphrase or direct quotation of published or unpublished works without full and clear acknowledgment of the author/source.

Academic dishonesty will bring about disciplinary action, which may include expulsion from the university. This is explained in the College's online handbook.

*"Academic dishonesty (is any) form of cheating and plagiarism which result in students giving or receiving unauthorized assistance in an academic exercise or receiving credit for work which is not their own."* (Kibler et. al. (1988), Academic integrity and student development: Legal issues and policy perspectives, Ashville, NC: College Administration Publications, Inc., p. 1.) All students are expected to agree to a pledge of honesty concerning their academic work, and faculty are expected to maintain the standards of that pledge.

### **INFORMATION (TECHNOLOGY) LITERACY STATEMENT**

**Information Literacy** is a valuable set of skills that empowers students to become agile information seekers who adapt to changing modes of information delivery and are selective, critical, ethical users of information in all formats. These skills are embedded within coursework throughout academic programs.

### **ACADEMIC WRITING CENTER (AG-18):**

Any student needing help will find an array of services such as study skills training; support for reading and writing skills; and assistance with mathematics, oral communication, and computer applications. Both peer and faculty tutors are available for assistance. The Academic Support Center offers academic assistance to all students through the use of services including tutoring, workshops, and access to computer-based programs. For further information, please visit the Academic Support Center on campus and on Blackboard for online courses.

### **SAFEASSIGN AS A LEARNING TOOL**

**SafeAssign/TURN-It-In** helps prevent plagiarism by providing both the student and the professor with a feedback report that compares any student work submitted through the software with a comprehensive database of books, journals, websites, and papers written by other students. Some of the writing assignments in this course will use Brightspace **SafeAssign/TURN-it-In** software to help students improve their skill at paraphrasing statements contained in research on a topic and to help increase awareness of the proper

use of citation when a student writes a paper using ideas or statements taken from a research source. *SafeAssignment/Turn-it-In should not match more than 20% for acceptable collegiate work. Assignments that have higher than 20% matching, will be graded lower or fail due to plagiarism. Higher than 50% will earn a zero.*

For any assignment requiring research and/or requiring more than two pages of writing, students will be expected to submit that assignment through **SafeAssign/Turn-It-In** in Blackboard, following the submission guidelines given with the assignment instructions. Prior to submitting a final draft of an assignment, students will have the opportunity to submit several drafts of that assignment to **SafeAssign/Turn-It-In** in order to get sufficient feedback from **SafeAssign/Turn-It-In** reports to help minimize the risk of plagiarism.

- ❖ If the assignment continues to have evidence of plagiarism in the final draft of the assignment, the *professor will file a report to the Department Chair documenting the use of the paper as an action of academic dishonesty.*
- ❖❖ If student *fails to submit an assignment to SafeAssign/Turn-It-In*, the professor will assign a grade of zero for that assignment. You must meet the time criteria set at City Tech.
- ❖ Submitting a paper to SafeAssign/Turn-It-In, that paper will become source material included in the SafeAssign-Turn-It-In database to check for plagiarism.
- ❖❖ Please understand there are time limitations that must be met. Do not e-mail the professor that **SAFEASSIGN/Turn-It-In** was not accepting papers after submission time-out. It is then considered LATE, and NO LATE work is accepted. Submit your work early; consider time management. I cannot accept assignments via email as it can cause viruses in the computer. *Remember you can always submit early as it is part of preparing for industry standards.*

### **CREDIT HOUR ASSIGNMENT POLICY:**

Coursework performed outside of the classroom (such as reading, studying, writing papers, doing projects or receiving tutoring) is critical to academic success. **While the time requirements for individual students may vary somewhat, a general rule of thumb is that students should spend about two hours outside the classroom for every hour required in it. In this course, that means about 5 hours for this course, not including internship hours.**

### **E-PORTFOLIOS/OPEN LAB**

CUNY-College of Technology asks all students to participate in building a program-long e-Portfolio of the work that they complete while taking classes at the College. Through a process of *collect, select, reflect, and connect*, students learn to judge the quality of their own work, speak about their learning, and present evidence of their current knowledge and skills. College faculty will assist with this process by recommending that you store at least one significant piece of work from each course in your Brightspace content collection.

**MIDTERM REPORTS**

At the end of Week all students will be notified through their CUNY- College of Technology e-mail accounts and/or posted on Blackboard about their progress in this course.

**COMPLIANCE WITH THE AMERICAN DISABILITIES ACT:**

Any student who seeks a reasonable accommodation of a disability with respect to an academic matters should obtain a CUNY City Tech College Request for Accommodation of Disability Form, as soon as the need becomes apparent, from one of the ADA Coordinators. The ADA Coordinators can be reached in person or by phone at:

Room A-237 Student Support Services.

Phone # 1.718. 260.5143

Fax: # 1.718. 254-8539

**COURSE SCHEDULE**

**The following is a schedule of topics that will guide the course. How much time is spent on each topic will depend on the student's interest and involvement therefore, students will need to be flexible in terms of timing their reading of the assigned materials.**

***Credit hour Assignment Policy*** -Assigned homework such as reading course chapters daily current events, and writing assignments that will assist you to build a strong, thorough research paper is expected to take up to 6-7 hours weekly. Please plan accordingly.

Note: readings listed are tentative and may be changed based on specific course focus.

<b>SESSION</b>	<b>TOPIC of DISCUSSION VIA ZOOM</b>	<b>ASSIGNMENT</b>
1 Aug 29	Course Introduction What is meant by the global textile and apparel complex?	-Course Syllabus -Get your textbook -Read the preface, overview, and chapter 1
2 Sept 5	Internalization of Retailing	Chapt1
3 Sept 12	Global patterns of Development: Are they sustainable?	-Read chapter 2/3

	Center for Strategic and International Studies, <i>What is globalization?</i>	
4 Sept 26	Form groups for team project  Location factors	-  <b>- PROPOSAL FOR TEAM PROJECT DUE Open Lab International Retailing Sites</b>
Oct 3  6 Oct 10	NO CLASSES  High and Low Context Cultures	Chapt 4 <i>Movie: Kite Runner</i> <b>-Study for MIDTERM EXAM</b>
7 Oct 17	Global patterns of textile and apparel employment;  International culture and human behavior	-Read chapter 5
8 Oct 24	Retailing in developing countries	-Traditional retailing systems writing <i>Film: Kissengani</i> -Read chapter 6
8 Oct 31	<b>MIDTERM EXAM</b>	
9 Nov 7	Licensing, franchising, strategic alliances	-Licensing and franchising assignment
	<b>Research Projects</b>	<i>Online Assignment due SafeAssign</i>

<b>10</b> Nov 14	Discussion of Research Project Drafts APA writing, In-text citation, references	-Continue working on group regions project. -Read chapter 7
<b>11</b> Nov 21	Retailing in multinational markets	
<b>12-13</b> <b>Nov 14; 21</b>  Nov 28	Characteristics of various international countries <b>Thanksgiving Break</b>	-Read Chapter 21
	Regionalization and internationalization of retailing  Prognosis for the future	
	Project Work Day In-class peer review	
<b>14</b> Dec 5; Dec 12	<b>Student presentations</b> Final Exam Review	- <b>WEBPAGE</b> <b>Online Web presentations of Open Lab International Retailing</b>
<b>15</b> Dec 19	<b>Final Exam</b>	<b>ONLINE 2:30-5pm</b>

**BIBLIOGRAPHY:**

Benbow-Pfalzgraf and Richard Martin, eds. Contemporary Fashion . 2<sup>nd</sup> Ed. Detroit: St. James Press, 2002. (BGN/ GMT/ MDL/ NYC/ NWK/ WST/ REF 746.9 CON)

Gigi Ekstrom, Margaret. Fashion Marketing. New York: McGraw Hill/Glencoe, 2006.  
Goworek, Helen. Careers in Fashion and Textiles. Ames, IA: Blackwell Pub., 2006.

Mauro, Lucia and Kathy Siebel. Careers for Fashion Plates & Other Trendsetters. Blacklick, OH: McGraw Hill, 2002.

Rosenau, Jeremy A. and David Wilson. Apparel Merchandising: The Line Starts Here. New York: Fairchild Publications, 2001. (GMT 687 ROS)

### SAMPLE TERM PROJECT: Regional Presentation

Students will work in teams of four; each team will provide a rationale for investigating the apparel and textile complex in one of the following regions of the world. **For fashion current events in your country, each team must use the Fashion Snoops database.**

<i>MEGAREGION</i>	<i>REGION</i>	<i>COUNTRIES in REGION</i>
<i>The Americas:</i>	<i>North America:</i>	Bermuda, Canada, Greenland, Saint Pierre-et-Miquelon, United States of America
	<i>Central America:</i>	Belize, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
	<i>The Caribbean Basin:</i>	Anguilla, Antigua and Barbuda, Aruba, Bahamas, Barbados, British Virgin Islands, Cayman Islands, Cuba, Dominica, Dominican Republic, Grenada, Guadeloupe, Haiti, Jamaica, Martinique,
		Montserrat, Netherlands Antilles, Puerto Rico, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Trinidad and Tobago, Turks and Caicos Islands, U. S. Virgin Islands
	<i>South America:</i>	Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Falkland Islands, French Guiana, Guyana, Paraguay, Peru, Suriname, Uruguay, Venezuela
<i>Europe:</i>	<i>North Europe:</i>	Channel Islands, Denmark, Estonia, Faeroe Islands, Finland, Iceland, Ireland, Isle of Man, Latvia, Lithuania, Norway, Sweden, United Kingdom of Great Britain (incl. England, Scotland and Wales) and Northern Ireland
	<i>West Europe:</i>	Austria, Belgium, France, Germany, Liechtenstein, Luxembourg, Monaco, Netherlands, Switzerland
	<i>East Europe:</i>	Belarus, Bulgaria, Czech Republic, Hungary, Moldova, Poland, Romania, Russian Federation, Slovakia, Ukraine
	<i>South Europe:</i>	Albania, Andorra, Bosnia-Herzegovina, Croatia, Gibraltar, Greece, Holy See, Italy, Macedonia, Malta, Portugal, San Marino, Slovenia, Spain, Yugoslavia
<i>Asia:</i>	<i>East Asia:</i>	China; China-Hong Kong; China-Macao (Taiwan); Democratic People's Republic of Korea (North Korea), Japan, Mongolia, Republic of Korea (South Korea)
	<i>West Asia:</i>	Armenia, Azerbaijan, Bahrain, Cyprus, Georgia, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Palestinian Territory, Qatar, Saudi Arabia, Syria, Turkey, United Arab Emirates, Yemen
	<i>South-central Asia:</i>	Afghanistan, Bangladesh, Bhutan, India, Iran, Kazakhstan, Kyrgyzstan, Maldives, Nepal, Pakistan, Sri Lanka, Tajikistan, Turkmenistan, Uzbekistan
	<i>Southeast Asia:</i>	Brunei Darussalam, Cambodia, East Timor, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam
<i>Africa:</i>	<i>North Africa:</i>	Algeria, Egypt, Libyan Arab Jamahiriya, Morocco, Sudan, Tunisia, Western Sahara

	<i>West Africa:</i>	Benin, Burkina Faso, Cape Verde, Cote D'Ivoire, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Senegal, Sierra Leone, St. Helena, Togo
	<i>East Africa:</i>	Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Madagascar, Malawi, Mauritius, Mayotte, Mozambique, Reunion, Rwanda, Seychelles, Somalia, Tanzania, Uganda, Zambia, Zimbabwe
	<i>Middle Africa:</i>	Angola, Cameroon, Central African Republic, Chad, Congo, Democratic Republic of Congo, Equatorial Guinea, Gabon, Sao Tome and Principe
	<i>South Africa:</i>	Botswana, Lesotho, Namibia, South Africa, Swaziland
<i>Oceania</i>	<i>Australia/New Zealand:</i>	Australia, New Zealand
	<i>Melanesia:</i>	Fiji, New Caledonia, Papua-New Guinea, Solomon Islands, Vanuatu
	<i>Micronesia:</i>	Federated States of Micronesia, Guam, Kiribati, Marshall Islands, Nauru, Northern Mariana Islands, Palau
	<i>Polynesia:</i>	American Samoa, Cook Islands, French Polynesia, Niue, Pitcairn, Samoa, Tokelau, Tonga, Tuvalu, Wallis and Futuna Islands

Step ONE:

Your team will submit a proposal selection of a region for each team will be based on the submitted rationales. The region will be assigned to only one team of students, i.e., no duplicate region assignments is permitted. This is to insure access to library resources.

Step TWO:

Your team will begin by using both the Internet and the Library to obtain information about the region for an oral presentation. Students will gather supporting data and qualitative information. Each team of students then will synthesize the data and information and prepare a detailed written outline, reference list, and a comprehensive, integrative presentation on the textile and apparel complex for the selected region. This means focusing on the *interrelationships and interdependence* among the countries in the region, and between the region and other regions of the world, and among such factors as geography; climate; natural resources; population and demographics; technology; culture; the economy; labor and employment practices; fiber, fabric and apparel production, distribution and consumption; and import/export trade policies and practices. Students will also analyze issues facing the population and soft goods industry of the region with respect to ecological sustainability by reference to class readings. Students will attempt to show the strengths and weaknesses of the region within the global textile complex. For guidance in the types of relationships that could be addressed, refer to the following link on Blackboard: Course Documents: Regional Presentation.

The reference list of the sources of all data and information gathered must include complete citations for all books, articles, and government documents, including URL addresses for electronic sources, *Fashion Snoops*, following the citation format most frequently used by professionals in the field of apparel and textiles. This format is in the *Publication Manual of the American Psychological Association (6<sup>th</sup> edition), 2001*. For additional links related to APA style, go to Blackboard xx and then Course Documents : Links .

Step THREE:

The oral presentation should be 20 minutes in length, with each team member taking part in the presentation. A detailed outline (at least three levels) and a complete list of references used in the presentation must be submitted to the instructor in typed format at the beginning of the presentation. The typed outline and reference list must have one-inch margins (top, bottom, left, right) and double line

spacing. Work must be submitted in a professional manner in a clean, neat binder or folder. Teams are expected to use visuals (such as PowerPoint presentations, transparencies, artifacts, maps, figures, tables, and the Internet, including the Web page developed by the team) to support the presentation.

Presentation and Submission Policy:

The regional presentation must be given orally on the date assigned for the team's presentation. Failure to do so will result in a zero (0.0) for the assignment for any team member who is absent or late. In the event of an unpredictable medical or family emergency, the student must contact both the team and the professor by phone or in person *within one day* of the due date and present any documentation that is required by the professor. If such an unlikely event as this occurs, the student, other team members, and the instructor will address the problem and arrive at an appropriate solution. The detailed outline, reference list and URL for the web page must also be submitted during class on the date of the presentation. Failure to submit these on the same date as the presentation will result in a 0.0 for all team members for the presentation. Each team should maintain a backup copy of the outline, reference list, and web page to prevent loss due to computer problems.

Step FOUR:

Your team may choose either:

1. Develop a **Web page** for the region for publication on the course page and for referral during the presentation. The types of links on the web page should reflect the topics as described on the following link: Blackboard: Course documents: Regional Presentation. A list of references consulted must also be supplied following format specified in the *Publication Manual of the American Psychological Association (6<sup>th</sup> or 7<sup>th</sup> Edition), 2001*

**OR**

2. A **written report** (approx. 10-15 pages) covering the region A list of references consulted must also be supplied following format specified in the *Publication Manual of the American Psychological Association (5<sup>th</sup> edition), 2001*. For additional links related to APA style, go to the course page then course links Blackboard: Course documents: Regional Presentation



***Participation will be assessed as follows:***

	<b>Exemplary (90-100%)</b>	<b>Proficient (80-90%)</b>	<b>Developing (70-80%)</b>	<b>Unacceptable (&gt;70%)</b>
<b>Frequency of Participation on Class</b>	Student initiates contributions more than three times in each recitation.	Student initiates contributions more than twice in each recitation.	Student initiates contributions more than once in each recitation.	Student does not initiate contribution & needs instructor to solicit input.
<b>Quality of Comments</b>	Comments always insightful & constructive; uses appropriate terminology. Comments balanced between general impressions, opinions & specific, thoughtful criticisms or contributions	Comments always insightful & constructive; uses appropriate terminology. Comments balanced between general impressions, opinions & specific, thoughtful criticisms or contributions	Comments are sometimes constructive, with occasional signs of insight. Student does not use appropriate terminology; comments not always relevant to the discussion.	Comments are sometimes constructive, with occasional signs of insight. Student does not use appropriate terminology; comments not always relevant to the discussion.
<b>Listening Skills</b>	Student listens attentively when others present materials, perspectives, as indicated by comments that build on others' remarks, i.e., student hears what others say & contributes to the dialogue.	Student listens attentively when others present materials, perspectives, as indicated by comments that build on others' remarks, i.e., student hears what others say & contributes to the dialogue.	Student listens attentively when others present materials, perspectives, as indicated by comments that build on others' remarks, i.e., student hears what others say & contributes to the dialogue.	Student listens attentively when others present materials, perspectives, as indicated by comments that build on others' remarks, i.e., student hears what others say & contributes to the dialogue.

	<b>Excellent</b>	<b>Good</b>	<b>Poor</b>
<b>Clarity of Concept/Initiative</b>	<b>Trend / Concept is clearly articulated in all aspects of the work.</b>	<b>Trend / Concept is articulated in some aspects of the work.</b>	<b>Trend /Concept is not articulated.</b>
<b>Thoroughness</b>	<b>Aesthetic is clearly expressed, and the project details strongly support the aesthetic</b>	<b>Aesthetic is expressed, and the project details somewhat support the aesthetic</b>	<b>Aesthetic is not expressed, and the project details do not support the aesthetic</b>
<b>Accuracy</b>	<b>Concepts and all statements are factually accurate and demonstrate clear understanding of the material and the ability to apply the material to additional use-case scenarios</b>	<b>Concepts and all statements are factually accurate and demonstrate a working understanding of the material</b>	<b>Concepts and all statements are factually inaccurate and do not demonstrate a working understanding of the material or are not present at all.</b>
<b>Professionalism/ Technique and Skill</b>	<b>Presentation conforms to the parameters of the assignment <i>and</i> is executed with a high level of neatness and technical skill.</b>	<b>Presentation conforms to the parameters of the assignment <i>but is not</i> executed with a high level of neatness and technical skill.</b>	<b>Presentation fails to conform to the parameters of the assignment and is not executed with a high level of neatness and technical skill.</b>

## GRADING RUBRIC